



Cartersville School System

KELLEY A. DIAL, *PRESIDENT*
TRAVIS POPHAM, *VICE PRESIDENT*
S. PAT BROADNAX, *SECRETARY*

J. HOWARD HINESLEY, Ed.D.
SUPERINTENDENT

FLOYD BRAID
TIM CHASON
CAROLYN JOHNSON
LOUISE PANTER

KENNETH CLOUSE, Ed.S.
ASSISTANT SUPERINTENDENT

REQUEST FOR PROPOSAL

April 11, 2018

Dear Gentlemen:

The Cartersville School System invites you to submit a proposal on the following project:

Purchase and Installation of Avigilon CCTV System for Cartersville High School

Return your sealed bids marked **RFP ENCLOSED** on the outside of the envelope or package to:

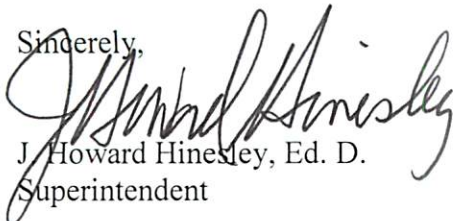
**Dr. J. Howard Hinesley,
Superintendent
Cartersville School System
RFP #0400-411-229 ENCLOSED
P.O. Box 3310, 15 Nelson Street
Cartersville, Georgia 30120**

no later than 2:00 p.m., Tuesday, May 8, 2018.

The Cartersville School Board reserves the right to accept and/or reject any and all bids.

We invite your participation.

Sincerely,



J. Howard Hinesley, Ed. D.
Superintendent

INSTRUCTION TO BIDDERS

1. Proposals are due no later than 2:00 PM., Tuesday, May 8, 2018, and shall be opened publicly at that time.
2. **Proposals must be submitted on the forms enclosed.** Bidders may attach other appropriate information to best evaluate the proposal.
3. Proposals must meet the requirements relating to any and all Georgia Department of Education guidelines.
4. There will be a mandatory pre-bid meeting will be held on Wednesday, April 18, 2018 @ 2:00 PM EST. at the Cartersville School System's Central Office located at 15 Nelson Street, Cartersville Georgia.
5. The Cartersville School Board reserves the right to accept or reject any and all proposals.
6. Work is to begin no earlier than May 24, 2018 and must be completed no later than July 20, 2018.
7. Payment will be made within 30 days of the completion of project.
8. Proposals will be evaluated on price, starting date and completion date.
10. Contractor must remove existing cameras, encoders and cabling without damage and place in an appropriate container.
11. Contractor must provide a copy of **Certificate of Liability Insurance, E-Verification number, Workers Compensation Insurance and a W-9 form.**
12. Contactor is responsible for all measurements regarding cabling needed to complete the project and provide a fully operational system based on the requirements of the RFP.
13. Further information regarding the RFP can be obtained by email only:

Ken Paige
Director of Operations
Cartersville School System
kpaige@cartersville.k12.ga.us

Please include this cover sheet as (page 1) of your proposal

PROPOSAL FORM

Cartersville School System
P.O. Box 3310
15 Nelson Street
Cartersville, Georgia 30120

Gentlemen:

We have carefully examined and fully understand the Instructions to Bidders and other documents found in the specifications as prepared by you.

We propose to enter into a contract to furnish materials and labor as specified at prices quoted.

Total bid proposal price for project listed: \$ _____

Respectfully,

Name of Company

Signature of Company Representative Authorized to Submit this Proposal

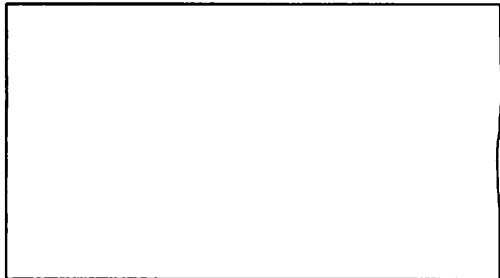
Printed Name of Representative

Business Address/ Street, City, State, Zip Code

Phone Number

Fax Number

E-Mail



INTENT OF RFP

The intent of the RFP is to secure a bid to purchase Avigilon Equipment and Products for the Cartersville School System (CSS) from one or multiple vendors. Once awarded, the contract shall be in effect for one year with an option to renew for up to an additional four years (pending mutual agreement from both parties) – for a total of five years. It is the intent of CSS to secure a discount off of Avigilon's MSRP pricing for all products (hardware and software) offered by Avigilon. It is also the intent of CSS to allow other applicable state institutions to purchase off of this awarded contract.

SYSTEM DESCRIPTION

The Avigilon Video Surveillance system shall be CCTV contractor furnished / CCTV contractor installed. Cabling shall be provided by the contractor. The contractor shall be responsible for all cable measurements relating to this RFP. Primary monitoring for the Avigilon system including camera control and playback shall be at any PC designated as a viewing station/location. The project consists of The removal of existing cameras and 4 channel rack mounted video encoders. The installation of Avigilon network video servers/recorders, Avigilon Control Center (ACC) video management software, cameras and UPS. Network POE switches and vertical racks for mounting (provided by CSS), Avigilon Access Control Manager (ACM) products and wiring as necessary to provide a complete working system.

Location of servers will be at the direction of the CSS's technical department. Avigilon NVR servers will be connected to network switches, so that any PC with Avigilon Control Center (ACC) management software installed will have access to remote viewing. The video management software can be downloaded on any PC and/or mobile device at no cost to the owner and with no software update costs/fees, software maintenance agreements or license renewals. The Avigilon NVR Server(s) will carry all licenses for client connections and camera/device connections.

SCOPE OF WORK

Avigilon Network Video Recorder(s) will be located in a location determined by CSS. servers will be installed and will include a pre-determined amount of on-board storage and will be licensed to allow a minimum number of devices to connect and record based on the project.

Avigilon Certified Partner shall work in conjunction with the CSS technical department to program the network information into the units and establish connectivity between devices and servers. Avigilon Certified Partner shall be responsible for complete commissioning of the system - this may include installing the cameras, installing ACC client software on designated PC's supplied by owner, programming servers to record all cameras at frame rate to be provided by CSS, programming camera call up via an interactive map of Owner's facility (map provided by CSS). Contractor is responsible for field verification of all Avigilon device connections. Contractor shall be an Avigilon Certified Partner with trained & certified technicians. Certification letter from the manufacturer or manufacturer's representative must be included with the bid.

TRAINING

User training shall be provided for staff that will operate and maintain the system on a per project basis. Provide 8 hours of training for staff who will operate the system. Technical training shall be provided for the owner's staff and shall include basic system trouble shooting, programming for NVR server, repairs, adjustments and required preventive maintenance. The 8 hours of training can be requested throughout the 1st year of operation. Computer Based Training Modules either on-line or soft copies must be provided for staff covering the operation of the ACC software.

WARRANTY

Provide at a minimum a full system parts and labor warranty covering materials and workmanship for a period not less than one-year following system acceptance. Manufacturer's warranty on parts warrants that the products will be free of defects in material and workmanship for a period of 3 years from date of purchase. The manufacturer's liability hereunder is limited to replacement of the product, repair of the product or replacement of the product with repaired product at the discretion of the manufacturer.

All systems and components shall have undergone a thoroughly documented quality assurance process by the manufacturer. The manufacturer's warranty, extended warranty and replacement policies shall be included for each specified component.

Avigilon shall have a dedicated professional services group providing Integrators and CSS the following fee-based services including but not limited to: training, installation, commissioning, remote diagnostics and integration with 3rd party software and hardware systems.

DOCUMENTATION

Operation manuals shall include a minimum of two copies of complete system manuals from the equipment manufacturer. A minimum of two hard copies and one soft copy (i.e. provided on CD) of as built drawings showing all devices and cable runs shall be provided and turned over to the owner. Provide at a minimum a full system warranty covering materials and workmanship.

FUTURE GROWTH

The system provided must allow owner to grow camera counts by adding additional megapixel cameras. CSS recognizes the need to add higher resolution cameras in strategic locations. The Avigilon system shall be able to support megapixel cameras in the range of 1 megapixel to 30 megapixel resolution and analytics.

UNINTERRUPTIBLE POWER SOURCE (UPS)

UPS shall deliver protection from electrical problems - spikes, surges, sags, brownouts, and blackouts. High-quality, compact UPS designs are available in rack-mount models. The UPS specified shall be Orion Power Model or equal – model based on equipment in rack.

WIRING REQUIREMENTS

All data cable shall be 100 Ohm, .5mm, unshielded twisted pair (UTP), 24 AWG, plenum rated with solid copper conductors. Cables shall exceed ANSI/TIA/EIA-568-B.2 Category 6 enhanced requirements and the spool shall be labeled as such. Cables shall be tested to 250 MHz. Cables shall be UL or ETL verified to exceed Category 6 requirements and cable jacket shall be labeled to indicate verification. Power cabling shall be sized per required distances, but will typically be 18 AWG when not using PoE. All cabling must be yellow in color.

INSTALLATION

The Security Contractor shall install all system components in accordance with the manufacturer's specifications, referenced practices, guidelines, and applicable codes. Furnish all necessary interconnections, services, and adjustments required for a complete and operable system as specified. Control signal, communications, and data transmission line grounding shall be installed as necessary to preclude ground loops, noise, and surges from adversely affecting system operation.

All wiring is to be installed in dedicated conduit throughout. Cable shall not be pulled into conduits or placed in raceways, compartments, outlet boxes, junction boxes, or similar fittings with other building wiring.

All low voltage wiring outside the control console, cabinets, boxes, and similar enclosures, shall be plenum rated where required by code.

All wiring conductors connected to terminal strips shall be individually numbered and each cable or wiring group being extended from a panel or cabinet to a building mounted device shall be identified with the name and number of the particular device as identified and shown on building drawings.

All exposed wiring inside and outside the control console, cabinets, boxes, and similar enclosures, shall be dressed down neatly and secured with wiring cleats or wire ties.

All junction boxes and small device enclosures below ceiling level and easily accessible to employees or the public shall be covered with a suitable cover plate and secured with tamper proof screws.

Network video server/recorders, POE switches and camera power supplies shall be connected to an Uninterruptible Power Supply. Security contractor is responsible for proper size and performance to meet project requirements.

PROPOSED PRICING

While the scope of work will vary from project to project with details to be finalized on a per project basis, it is the intent of CSS to secure a discount off Avigilon’s MSRP pricing for all products (hardware and software) offered by Avigilon and to evaluate labor estimates to establish a baseline for project pricing. It is also the intent of CSS to allow other state of Georgia institutions to purchase off this awarded contract.

- 1. Please provide percentage discount offered on Avigilon MSRP pricing to CSS:

_____ % off Avigilon MSRP Pricing on Cameras

_____ % off Avigilon MSRP Pricing on NVRs (servers, appliances)

_____ % off Avigilon MSRP Pricing Licensing

- 2. Please provide labor cost to remove all existing analog cameras and encoders to below scope:

Removal of Analog Cameras and Encoders – scope includes disconnecting and removal of the existing coaxial cable from the existing DVR, encoders and cameras.

\$ _____

- 3. Please provide labor cost per hour:

\$ _____ (one field technician)

\$ _____ (two-person crew)

\$ _____ (programmer/commissioning personnel)

\$ _____ (remote/online diagnostics and troubleshooting)

- 4. Please provide and describe any miscellaneous costs (including associated travel and training costs) if applicable (feel free to attached additional pages if warranted):

- 5. The vendor agrees to provide all labor, materials, training and equipment included in the RFP at the total cost of _____

Include the following in the bid response:

- a) 3-5 references of similar size and scope, including scope of work and contact information for each reference
- b) Description of troubleshooting/service procedure once technical issue is reported by CSS, including points of contact, guaranteed response time, and any other pertinent information
- c) Security contractor license number/certificate
- d) Avigilon Certifications (both technical and Certified Partner Letter)
- e) Any additional, pertinent information for review and consideration

SPECIFICATIONS

See equipment / material lists and diagrams on the following pages:

Camera

QTY	MODEL NAME	DESCRIPTION
1	12.0-H4F-DO1-IR	12.0 MP, Fisheye Camera, Day/Night, 1.45mm f/2.2, Integrated IR
2	3.0C-H4A-DO1-IR	3.0 Megapixel WDR, LightCatcher, Day/Night, Outdoor Dome, 3-9mm f/1.3 P-iris lens, Integrated IR, Self-Learning Video Analytics
3	5.0L-H4A-BO1-IR	5.0 Megapixel, LightCatcher, 4.3-8mm f/1.8 P-iris lens, Integrated IR, Self-Learning Video Analytics
1	5.0L-H4A-BO2-IR	5.0 Megapixel, LightCatcher, 9-22mm f/1.6 P-iris lens, Integrated IR, Self-Learning Video Analytics
1	12W-H3-4MH-DC1	4x 3 MP, In-ceiling Multisensor camera, 2.8-8mm f/1.3
13	2.0C-H4SL-D1-IR	2.0 MP, WDR, LightCatcher, Day/Night, Indoor Dome, 3-9mm f/1.4, Integrated IR
1	6.0L-H4F-DO1-IR	6.0 MP, Fisheye Camera, LightCatcher, Day/Night, 1.45mm f/2.2, Integrated IR
4	3.0C-H4A-D1	3.0 Megapixel WDR, LightCatcher, Day/Night, Indoor Dome, 3-9mm f/1.3 P-iris lens, Self-Learning Video Analytics
2	5.0L-H4A-D1-IR	5.0 Megapixel, LightCatcher, Indoor Dome, 4.3-8mm f/1.8 P-iris lens, Integrated IR, Self-Learning Video Analytics
2	2.0C-H4A-D1-IR	2.0 Megapixel (1080p) WDR, LightCatcher, Day/Night, Indoor Dome, 3-9mm f/1.3 P-iris lens, Integrated IR, Self-Learning Video Analytics
1	2.0C-H4SL-D1	2.0 MP, WDR, LightCatcher, Day/Night, Indoor Dome, 3-9mm f/1.4
20	3.0C-H4A-D1-IR	3.0 Megapixel WDR, LightCatcher, Day/Night, Indoor Dome, 3-9mm f/1.3 P-iris lens, Integrated IR, Self-Learning Video Analytics
4	9W-H3-3MH-DC1	3x 3 MP, In-ceiling Multisensor camera, 2.8-8mm f/1.3
5	3.0C-H4SL-D1	3.0 MP, WDR, LightCatcher, Day/Night, Indoor Dome, 3-9mm f/1.4
4	1.3C-H4SL-D1-IR	1.3 MP, WDR, LightCatcher, Day/Night, Indoor Dome, 3-9mm f/1.4, Integrated IR

Camera

QTY	MODEL NAME	DESCRIPTION
2	5.0L-H4A-DP1-IR	5.0 Megapixel, LightCatcher, Day/Night, Pendant Dome, 4.3-8mm f/1.8 P-iris lens, Integrated IR, Self-Learning Video Analytics. Must use with a H4A-MT-WALL1 or H4A-MT-NPTA1.
2	8.0-H4A-BO1-IR	4K UHD (8.0 Megapixel), 4.3-8mm f/1.8 P-iris lens, Integrated IR, Self-Learning Video Analytics
1	2.0C-H4SL-DO1-IR	2.0 MP, WDR, LightCatcher, Day/Night, Indoor/Outdoor Dome, 3-9mm f/1.4, Integrated IR
21	9W-H3-3MH-DP1-B	3x 3 MP, Pendant Multisensor Camera, 2.8-8mm f/1.3

Software

QTY	MODEL NAME	DESCRIPTION
1	16C-ACC6-ENT	ACC 6 Enterprise license for up to 16 camera channels
2	1C-ACC6-ENT	ACC 6 Enterprise license for up to 1 camera channels
1	48C-ACC6-ENT	ACC 6 Enterprise license for up to 48 camera channels
1	24C-ACC6-ENT	ACC 6 Enterprise license for up to 24 camera channels

Storage

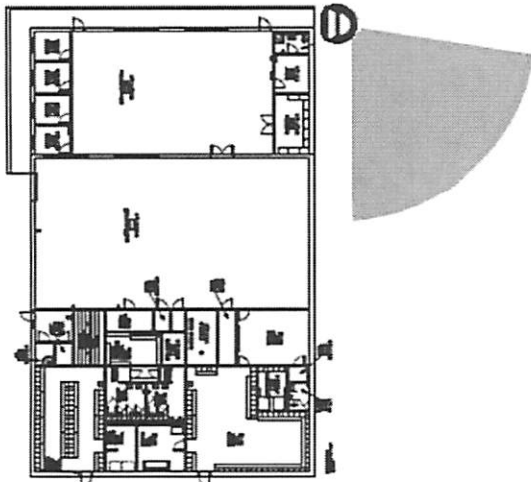
QTY	MODEL NAME	DESCRIPTION
1	HD-NVR3-PRM-84TB-NA	HD NVR3 PRM 84TB NA 2U Rack Mnt WS2012R2

Accessories

QTY	MODEL NAME	DESCRIPTION
21	CM-MT-WALL1	Pendant wall arm for H4 Fisheye (needs H4F-MT-NPTA1), H4SL (needs H4SL-MT-NPTA1), H4 PTZ or H3-xMH-DP-B cameras.
10	H4-MT-CRNR1	Corner mount adapter for use with H4A-MT-WALL1, H4-BO-JBOX1, H4SL, H4F and H4 PTZ cameras.
3	H4-BO-JBOX1	Junction box for the H4A HD Bullet, H4SL HD Bullet, or H4 Thermal cameras.

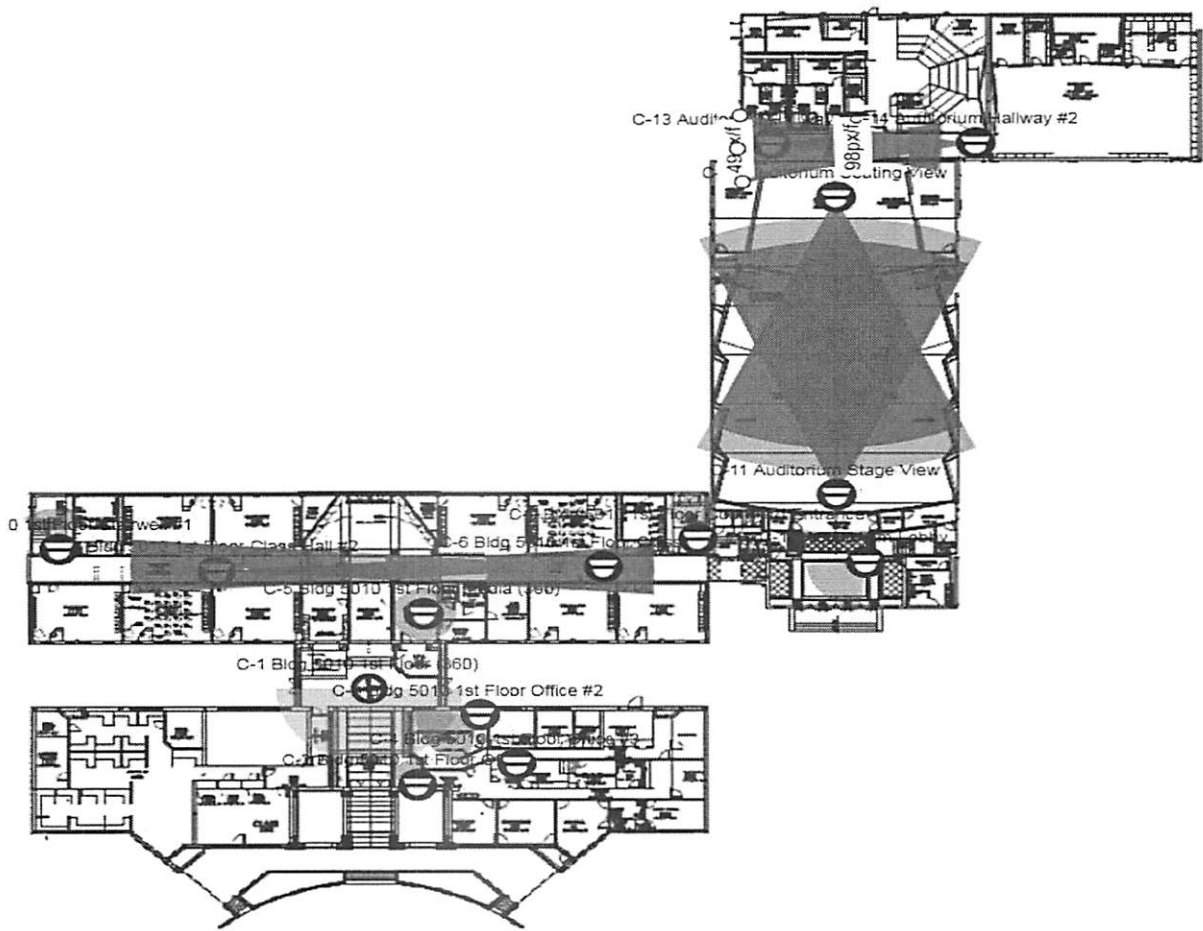


EXTERIOR CAMERAS

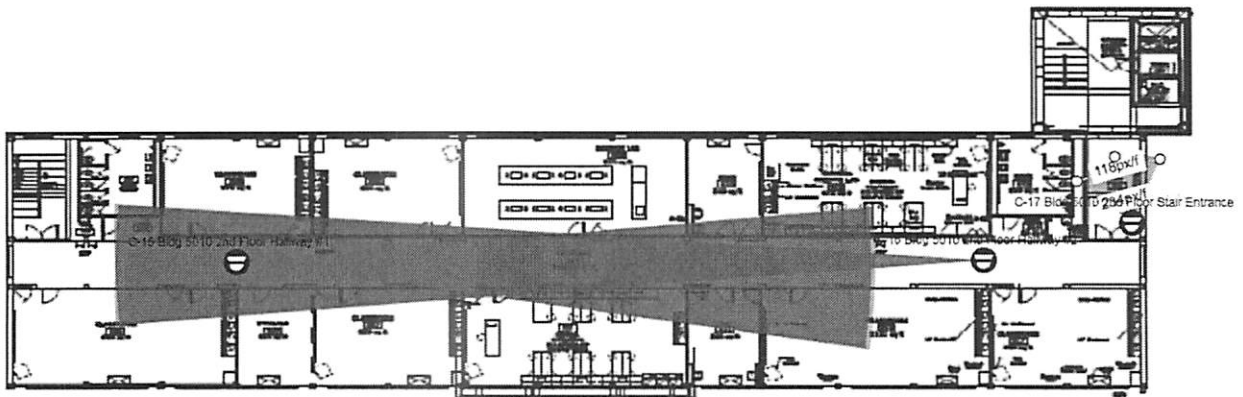


FIELDHOUSE

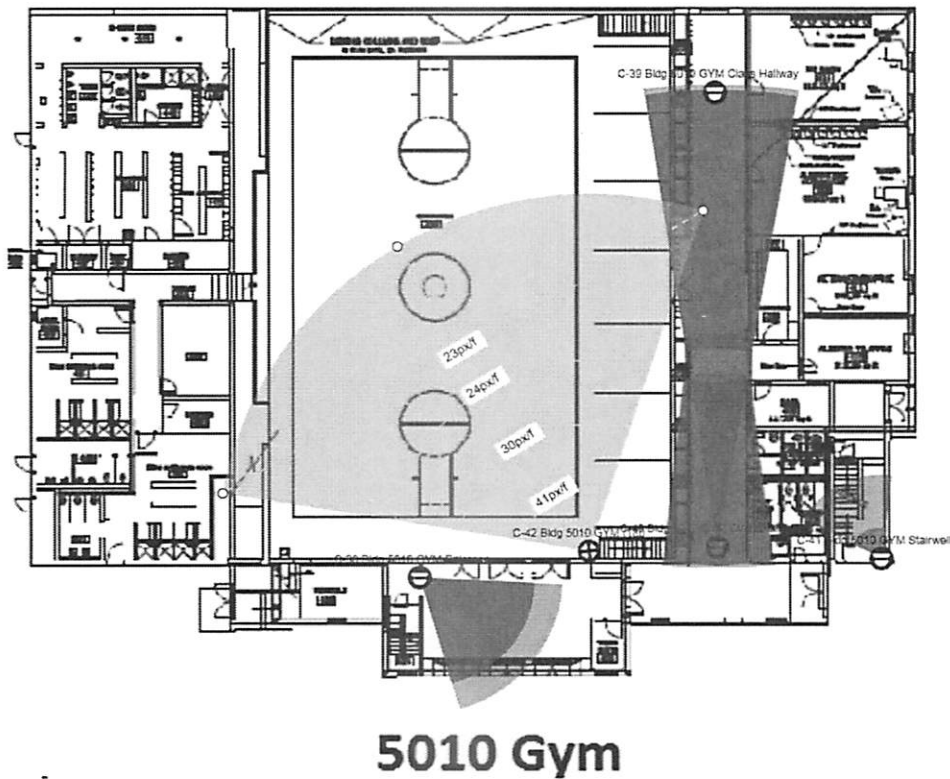
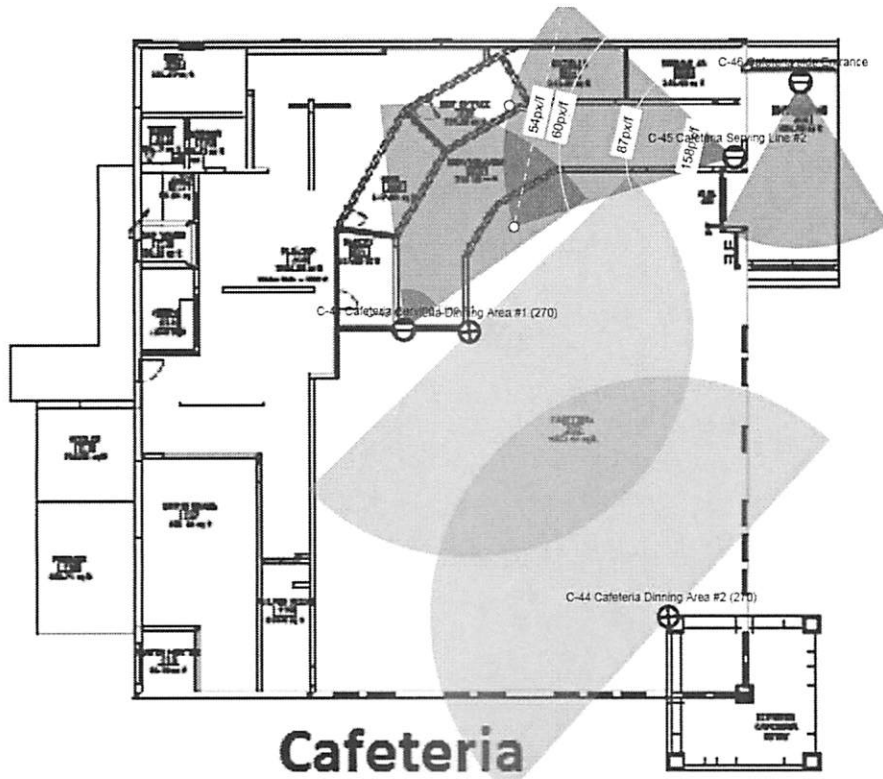
Auditorium Band Chorus



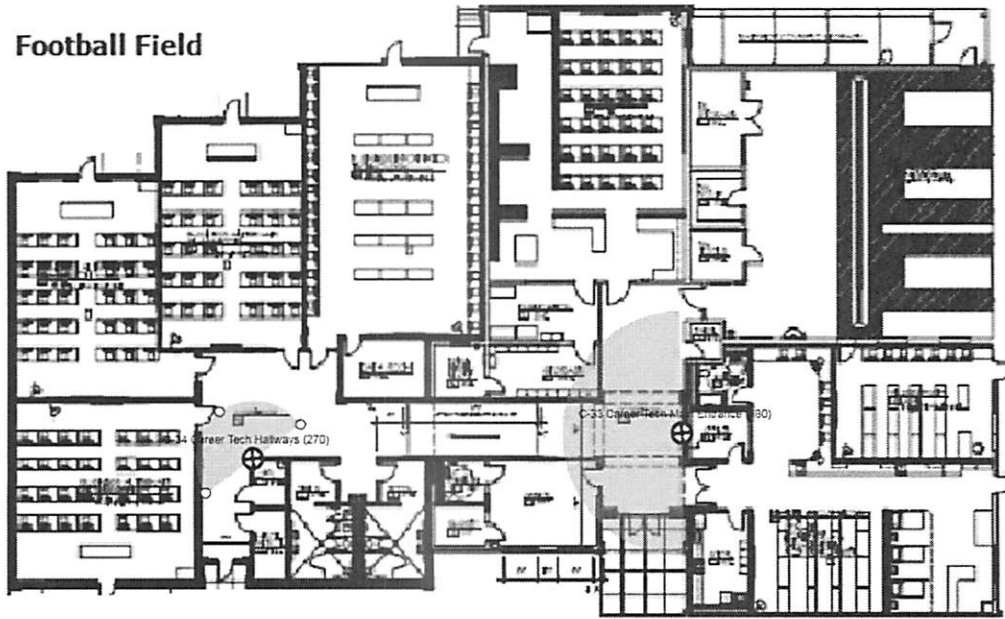
5010 1ST Floor



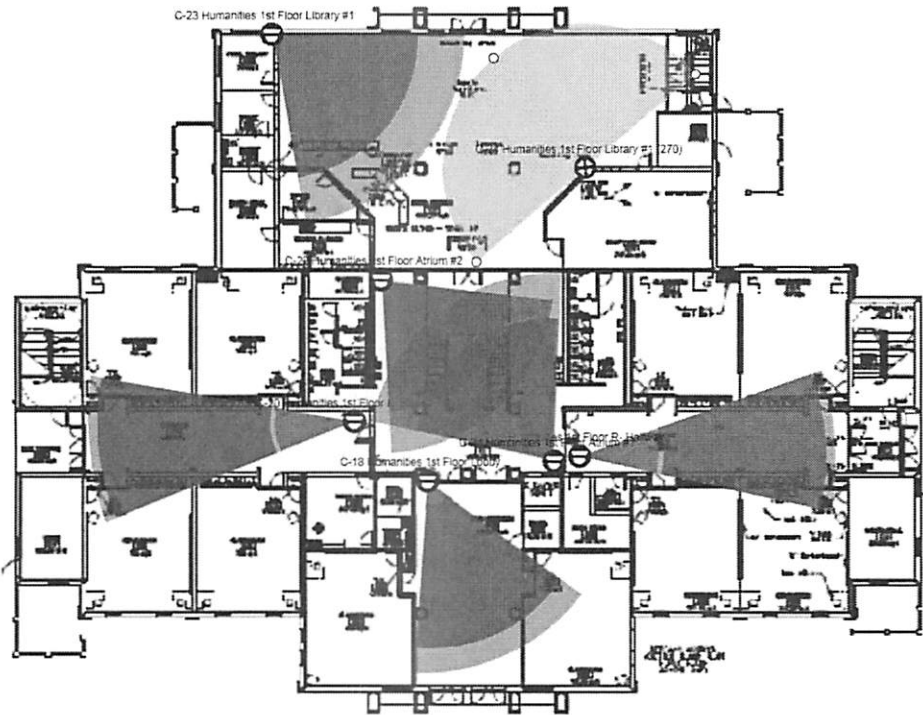
5010 2ND Floor



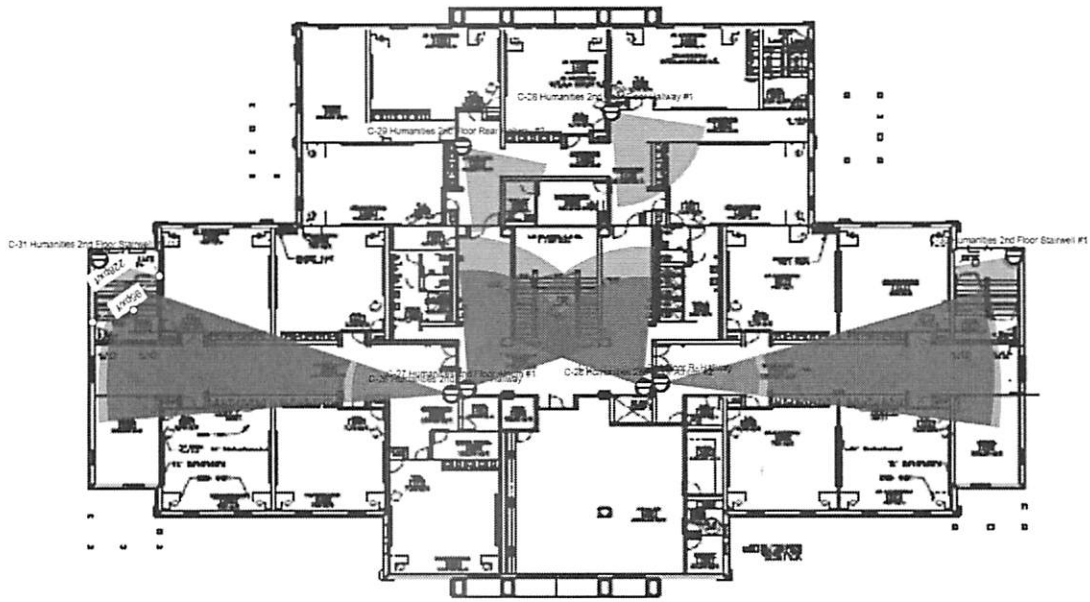
Football Field



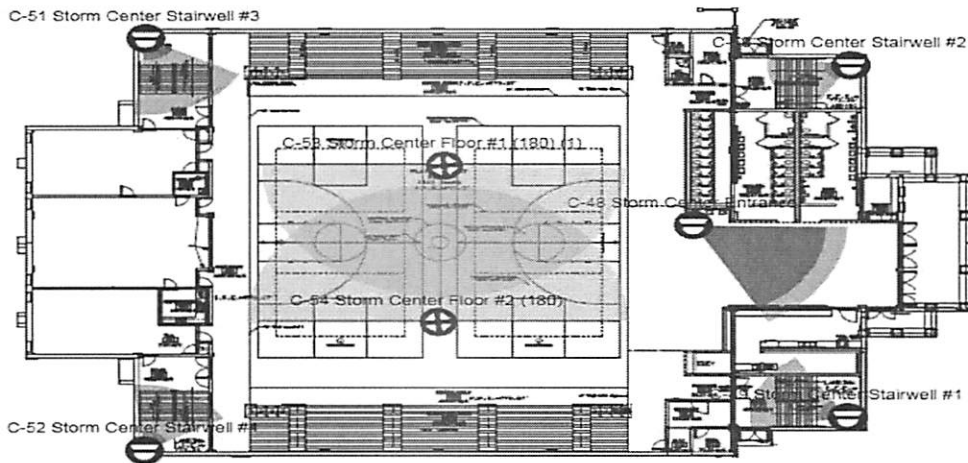
Career Technology



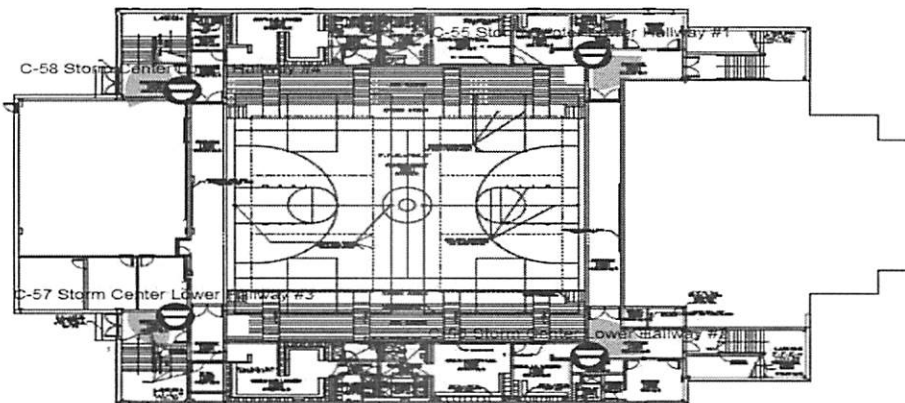
Humanities 1ST Floor



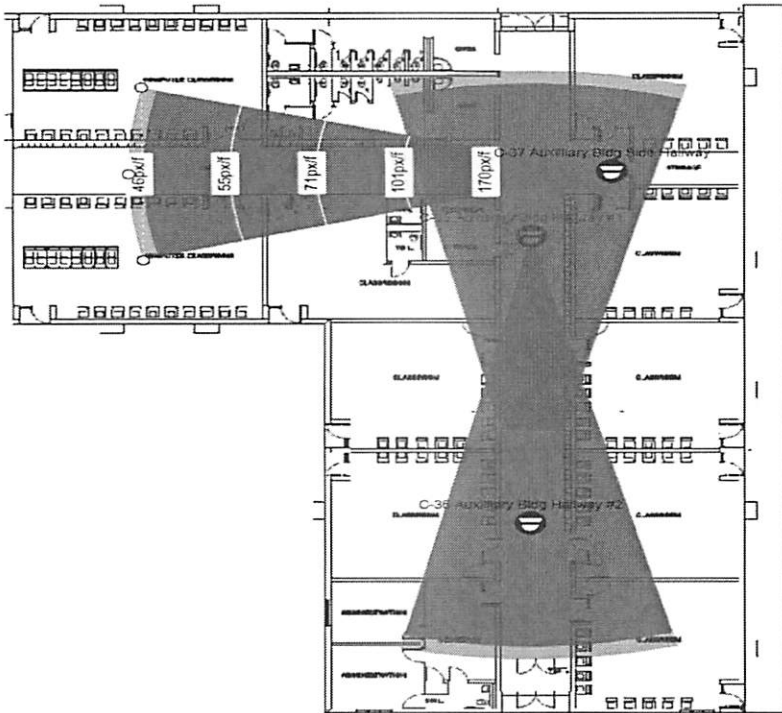
Humanities 2ND Floor



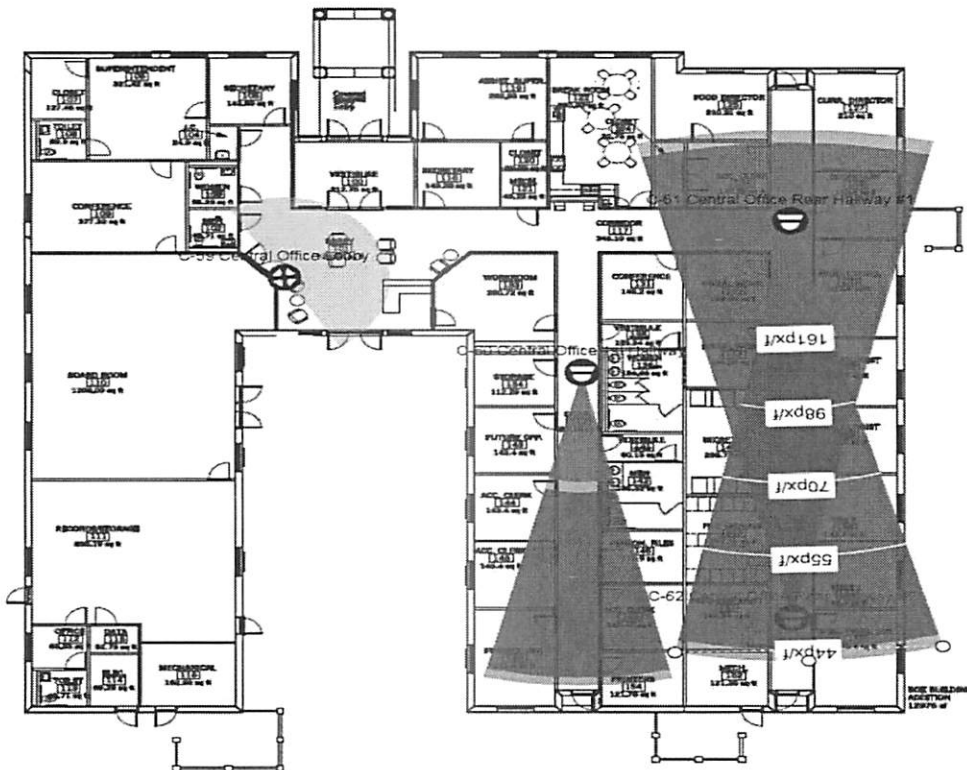
Storm Center Upper Level



Storm Center Court Level



Auxilliary Building



CENTRAL OFFICE