

## EXECUTIVE SUMMARY

### Recommendation of \$500,000 or Greater 18-124E – Avigilon Video Surveillance Physical Security

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This request is to approve the recommendation to award Request for Proposal (RFP) 18-124E – Avigilon Video Surveillance Physical Security for a three (3) year term contract from March 2, 2018 through March 1, 2021, with a renewal option of two (2) additional one (1) year periods.

Procurement & Warehousing Services (PWS) in collaboration with the Information & Technology Department (I&T) released this competitive solicitation to refresh, repair and maintain the District's video surveillance and physical security systems across all schools and district locations. This RFP contained four (4) bid groups, and the resulting contract(s) will be used for the purposes below. Separate groups established the ability to accommodate different aspects of the District's security needs and encourage a larger vendor pool.

- Group One (1) is two (2) phases. Phase one (1) is to ensure that every camera feed at every site is usable and recording to a disk-based video management solution and will focus on the configuration/integration of legacy video surveillance cameras into a new Avigilon video management system to facilitate consolidated visibility. This will allow for more effective live security monitoring, quick response in case of emergency and for responding efficiently to surveillance footage requests. I&T began Phase one (1) – see Exhibit 1 for tentative timeline and Exhibit 2 for a list of school and status.

Phase two (2) will replace analog video cameras with IP based cameras and is expected to be completed within three (3) years. In addition to improved video quality and system stability, phase two (2) will also include the installation of additional cameras to cover any blind spots for areas currently lacking adequate coverage.

- Group Two (2) is the maintenance of the existing legacy systems, which need to remain functioning with as minimal downtime as possible until they are upgraded and refreshed. The legacy cameras are failing and in need of repair.
- Group Three (3) is video surveillance equipment only, which will provide a procurement vehicle for replacement work completed by in-house resources.
- Group Four (4) is the maintenance of the AMAG door access system. The AMAG system is the currently utilized access control system utilized and supported throughout the District. This will provide a procurement vehicle for the continued maintenance of the current AMAG system and facilitate the ability to make changes as needed at sites.

Awarded Vendors include:

Group 1 and 2: Convergent (Primary Awardee) and ATCi Communications, Inc (Alternate Awardee)

Group 3: CSI Video Security LLC (Primary Awardee), Convergent (Alternate Awardee) and ER Tech Systems Group Inc d/b/a Broadcast Systems (alternate awardee)

Group 4: Convergent (Primary Awardee)

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The current contract is awarded to one (1) Vendor. The previous agreement started July 26, 2017 through March 1, 2018, and had a spending authority of \$815,000, but was awarded contingent on this RFP.

**Financial Impact**

The requested spending authority is \$5,000,000, as approved at the September 6, 2017, District Educational Facilities Plan (DEFP) meeting. PWS will come to the School Board after the Fiscal Year 2018/2019 budget process to increase spend authority, if needed.

**Estimated Savings / Cost Avoidance**

The School Board rejected RFP 17-198E during the July 25, 2017 (item E-3) School Board Meeting so that the RFP specifications could be revised to specify the Avigilon brand. This item is the replacement RFP and reduction of the warranty from an extended five (5) year duration to manufacturer’s standard three (3) year duration facilitated a cost avoidance of approximately twenty (20) percent or \$5,351,116.

Additionally, hourly labor rates and equipment costs decreased as follows:

<b>Current Contract (approved July 25, 2017 item EE-7) Pricing compared to New Bid Pricing</b>			
<b>Description</b>	<b>Current Contract</b>	<b>New Bid</b>	<b>% Difference</b>
Higher Skilled Technicians Hourly Rate (Break/Fix or Installation Labor)	\$115.00	\$95.00	17%
Standard Technician Hourly Rate (New Installation Labor Only)	\$115.00	\$80.00	30%
Equipment (video cameras, mounts, brackets, software) (Average) Discount off List	14%	28%	14%

**Procurement Method**

The solicitation ran from October 23, 2017 through November 28, 2017. There were 1,405 vendors notified, twenty-six (26) vendors downloaded the RFP, and six (6) bids were received before bid opening.

The RFP evaluation committee consisted of six (6) individuals representing a cross-section including a Principal, an individual from SIU, Environmental Health & Safety, BECON, and I&T. Award recommendation is based on the highest scoring responsive and responsible bidders. All groups are awarded to a primary and multiple alternate awardees, with the exception of AMAG.