

Manor Independent School District
Board of Trustees Board Meeting Agenda Item
December 18, 2023

CONSENT ITEM SHEET

RE: Consider and possible action regarding vendors(s)/contractor(s) camera refresh for Manor Middle School, including possible delegation of authority to Superintendent or his designee to enter into agreement(s) with selected vendor(s)/contractor(s).

Supporting Documents:

1. MISD Quote Summary
2. Detailed Quote Information

District Goals*:

FACILITIES & MAINTENANCE- By 2026, Manor ISD will proactively provide facilities to ensure 100% of scholars will have safe, well-maintained, environmentally sustainable, and community accessible facilities.

Bottom of Form

Background Information:

This request is to purchase new Verkada security cameras to replace non-functional and outdated cameras at Manor Middle School. The new cameras will be the district's standard models with accompanying licenses and warranties. The District will use an interlocal purchasing cooperative, the Texas Department of Information Resources, using Contract Nos. DIR-CPO-5057 and DIR-CPO-4754.

Fiscal Implications:

The total cost is \$214,376.73. The District will use 2019 Bond funds for this project.

Administrative Recommendation:

Administration recommends that the Board approve the proposed purchase as presented by Administration.

Proposed Motion Language:

"I move that the Board approve the purchase of Verkada security cameras for Manor Middle School using GTS Technology Solutions, Inc. using the interlocal purchasing cooperative, the Texas Department of Information Resources, using Contract Nos. DIR-CPO-5057 and DIR-CPO-4754 as presented by Administration and authorize the Superintendent to execute all necessary paperwork to finalize the purchase."

Mr. Joe Mendez

Contact Person

Dr. Robert Sormani

Approved by Superintendent

Manor ISD Quote Summary

The MISD Quote Summary sheet is to be used for purchases that require more than one quote. In the shaded spaces below, the end user is to provide all applicable information necessary for the MISD Purchasing Office to review. A minimum of two (2) vendors must be contacted when two or more are available.

NOTE: The end user must attach this Quote Summary Sheet and quotes documentation with purchase requisition when more than 1 quote is required.

Using...	Local Funds	Grant Funds
Purchase Price	Quote(s) Required	Quote(s) Required
\$1 - \$9,999	1 Quote	1 Quote
\$10,000 - \$49,999	1 Quote from Coop or	3 Quotes & Quote Summary
≥ \$50,000	BOARD APPROVAL	BOARD APPROVAL
50,000 or greater	Formal Bid Required	Formal Bid Required

Quote Information

DESCRIPTION:	Manor Middle School Camera Refresh	DATE:	11/27/2023
CAMPUS/DEPT:	Technology Department	CONTACT:	David Gonzalez
		PHONE:	512-278-4997

Supplier Information

Vendor #1	Vendor #2	Vendor #3	Vendor #4 (if applicable)
Company Name	Company Name	Company Name	Company Name
City/State	City/State	City/State	City/State
Contact Person	Contact Person	Contact Person	Contact Person
Phone	Phone	Phone	Phone
Email	Email	Email	Email
Response Type	Response Type	Response Type	Response Type
Cooperative	Cooperative	Cooperative	Cooperative
Quote #	Quote #	Quote #	Quote #

Quote Responses

Item / Service Description	Qty	Unit	Vendor #1		Vendor #2		Vendor #3		Vendor #4	
			GTS Technology Solutions, Inc.		Netsync		SHI-GS		0	
			Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
1 Camera Hardware and license	1	ea	\$ 173,951.73	\$ 173,951.73	\$ 175,293.40	\$ 175,293.40	\$ 230,151.32	\$ 230,151.32		\$ -
2 Installation Professional Services	1	ea	\$ 40,425.00	\$ 40,425.00	\$ 29,110.90	\$ 29,110.90		\$ -		\$ -
3				\$ -		\$ -		\$ -		\$ -
4				\$ -		\$ -		\$ -		\$ -
5				\$ -		\$ -		\$ -		\$ -
6				\$ -		\$ -		\$ -		\$ -
7				\$ -		\$ -		\$ -		\$ -
8				\$ -		\$ -		\$ -		\$ -
9				\$ -		\$ -		\$ -		\$ -
10				\$ -		\$ -		\$ -		\$ -
*Shipping / Freight Cost (if applicable)				\$ -		\$ -		\$ -		\$ -
*All shipping / freight cost must be included in the total			Total	\$ 214,376.73	Total	\$ 204,404.30	Total	\$ 230,151.32	Total	\$ -

COMMENTS:	The district is recommending GTS Technology Solutions, Inc to provide the goods and services for Manor Middle School camera refresh using 2019 Technology bond funds. Netsync provided a lower cost quote but is not using a co-op.
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Award Information

Recommended Vendor:	GTS Technology Solutions, Inc.	Award Amount:	\$ 214,376.73	Reason for Award:	Services and price. Great relationship with Manor ISD.
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GTS Technology Solutions, Inc.
 9211 Waterford Centre Blvd
 Suite 275
 Austin, TX, 78758
 Phone: (512) 452-0651

Quote

Quote #: QT0105468
 Date: 11/8/2023
 Delivery Date:
 Expire Date: 12/8/2023
 Customer ID: TXMANISD210000
 Sales Contact: Jairus Mika

QUOTE FOR:			SHIP TO:			
Manor Independent School District			Manor Independent School District			
CUSTOMER P.O. NO.		TERMS		SALES REP		
MS Verkada		Net 30 Days		Ben Horsey		
SHIPPING TERMS			SHIP VIA			
NO.	ITEM	CONTRACT	QTY.	UOM	PRICE	EXTENDED PRICE
1	ACC-MNT-10: Verkada: Corner Mount NOTE: MSRP \$199.00	DIR-CPO-5057	6.00	EACH	\$135.68	\$814.08
2	ACC-MNT-2: Verkada: Arm Mount NOTE: MSRP \$89.00	DIR-CPO-5057	8.00	EACH	\$60.68	\$485.44
3	ACC-MNT-7: Verkada: Angle Mount NOTE: MSRP \$149.00	DIR-CPO-5057	30.00	EACH	\$101.50	\$3,045.00
4	ACC-MNT-8: Verkada: Pendant Cap Mount NOTE: MSRP \$69.00	DIR-CPO-5057	8.00	EACH	\$47.05	\$376.40
5	ACC-POE-60W: PoE++ (802.3bt-2018) Injector, GigE NOTE: MSRP \$149.00	DIR-CPO-5057	6.00	EACH	\$101.59	\$609.54
6	CD52-256-HW: CD52 Indoor Dome Camera, 256GB, 30 Days Max NOTE: MSRP \$1199.00	DIR-CPO-5057	55.00	EACH	\$817.50	\$44,962.50
7	CD52-256E-HW: CD52-E Outdoor Dome Camera, 256GB, 30 Days Max NOTE: MSRP \$1399.00	DIR-CPO-5057	2.00	EACH	\$953.86	\$1,907.72
8	CD62-30E-HW: CD62-E Outdoor Dome Camera, 30 Days NOTE: MSRP \$1699.00	DIR-CPO-5057	1.00	EACH	\$1,158.41	\$1,158.41
9	CF81-30E-HW: Verkada: CF81-E Fisheye Camera, 30 Days NOTE: MSRP \$1999.00	DIR-CPO-5057	30.00	EACH	\$1,362.95	\$40,888.50
10	CH52-1TBE-HW: CH52 Outdoor Multi-sensor dome Camera, 1TB, 30 Days Max NOTE: MSRP \$3599.00	DIR-CPO-5057	6.00	EACH	\$2,453.86	\$14,723.16
11	LIC-5Y: Verkada: 5 Year Camera License NOTE: MSRP \$899.00	DIR-CPO-5057	88.00	EACH	\$612.95	\$53,939.60
12	LIC-CH52-5Y: 5-Year CH52 Multisensor Camera License NOTE: MSRP \$2699.00	DIR-CPO-5057	6.00	EACH	\$1,840.23	\$11,041.38
13	SERVICES: GTS SERVICES: Installation of Cameras and Hardware as outlined in SOW	DIR-CPO-4754	1.00	EACH	\$40,425.00	\$40,425.00
14	SERVICES: PROJECT MANAGEMENT: Project Management	DIR-CPO-4754	80.00	EACH	\$0.00	\$0.00

Continued...



GTS Technology Solutions, Inc.
9211 Waterford Centre Blvd
Suite 275
Austin, TX, 78758
Phone: (512) 452-0651

Quote

Quote #: QT0105468
Date: 11/8/2023
Delivery Date:
Expire Date: 12/8/2023
Customer ID: TXMANISD210000
Sales Contact: Jairus Mika

QUOTE FOR:			SHIP TO:		
Manor Independent School District			Manor Independent School District		

Total Weight (EACH):	0	Sales Total:	\$214,376.73
Total Volume (EACH):	0	Freight & Misc.:	\$0.00

Prices do NOT include taxes, insurance, shipping, delivery, setup fees, or any cables or cabling services or material unless specifically listed above. If a customer requests expedited or special delivery, causes carrier delays or requests redelivery, customer will be responsible for any additional charges for these services directly billed by the carrier. All prices are subject to change without notice. Supply subject to availability.

Tax Total:	\$0.00
Total (USD):	\$214,376.73



Pricing Proposal
Quotation #: 24147635
Created On: 11/7/2023
Valid Until: 11/30/2023

TX-City of Manor Independent School District

David Gonzalez

10335 US Hwy 290 East
Manor, TX 78653
United States
Phone: (512) 278-4975
Email: david.gonzalez@manorisd.net

Gabby Washkowiak

Phone:
Email: gabby_washkowiak@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 CF81-E Outdoor Fisheye Camera, 512GB, 30 Days Max Verkada - Part#: CF81-30E-HW Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105	30	\$1,501.33	\$45,039.90
2 CH52-E Outdoor Multisensor Camera, 1TB, 30 Days Max Verkada - Part#: CH52-1TBE-HW Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105	6	\$2,703.00	\$16,218.00
3 CD62 Indoor Dome Camera, 512GB, 30 Days Max Verkada - Part#: CD62-30-HW Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105	1	\$1,125.81	\$1,125.81
4 CD52 Indoor Dome Camera, 1TB, 120 Days Max Verkada - Part#: CD52-1TB-HW Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105	57	\$1,801.75	\$102,699.75
5 5-Year Camera License Verkada - Part#: LIC-5Y Contract Name: TIPS - Technology Solutions, Products and Services Contract #: 230105	94	\$675.19	\$63,467.86
Subtotal			\$228,551.32

Shipping	\$1,600.00
Total	\$230,151.32

Additional Comments

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

Thank you for choosing SHI-GS! The pricing offered on this quote proposal is valid through the expiration date set above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. SHI Government Solutions, Inc. is 100% Minority Owned, Woman Owned Business. TAX ID# 22-3695478; DUNS# 14-724-3096

The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.

Quote #:	AAAQ414486
Date:	11/10/2023
Valid for:	30 Days

Customer	Inside Sales	Account Manager
Manor ISD david.gonzalez@manorisd.net 512.278.4000	Christi Hubbard chubbard@netsync.com 512.483.1080	Christi D Hubbard chubbard@netsync.com

Please send purchase order to: PO@netsync.com

Line #	Part	Description	Qty	Unit Price	Ext Price
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Main Site	Sub Total	204,404.30
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Video Surveillance

1.0	CF81-30E-HW	CF81-E Outdoor Fisheye Camera, 512GB, 30 Days Max	30	1,359.30	40,779.00
2.0	ACC-MNT-7	Angle Mount	30	101.30	3,039.00
3.0	CD52-256-HW	CD52 Indoor Dome Camera, 256GB, 30 Days MaX	55	815.30	44,841.50
4.0	CD52-256E-HW	CD52-E Outdoor Dome Camera, 256GB, 30 Days Max	2	951.30	1,902.60
5.0	CD62-30E-HW	CD62-E Outdoor Dome Camera, 512GB, 30 Days Max	1	1,155.30	1,155.30
6.0	LIC-5Y	5-Year Camera License	88	611.30	53,794.40
7.0	CH52-1TBE-HW	CH52-E Outdoor Multisensor Camera, 1TB, 30 Days Max	6	2,447.30	14,683.80
8.0	LIC-CH52-5Y	5-Year CH52 Multisensor Camera License	6	1,835.30	11,011.80
9.0	ACC-MNT-8	Pendant Cap Mount	6	46.90	281.40
10.0	ACC-MNT-2	Arm Mount	6	60.50	363.00
11.0	ACC-MNT-CORNER-1	Corner Mount	6	135.30	811.80
12.0	ACC-POE-60W	PoE++ (802.3bt-2018) Injector, GigE	6	101.30	607.80
13.0	STND-SHIP	Shipping & Handling	1	2,022.00	2,022.00

Labor

14.0	NET-PRO -3rd	Camera and Cabling Installation Services	1	17,182.50	17,182.50
15.0	NET-PRO-SRVC	Installation & Deployment per SoW. PHY: Phyiscal Security	4	2,982.10	11,928.40

Notes: 220055611-155566-01

Verkada Cameras

Total	204,404.30
Tax/Vat	0.00
Shipping	0.00
Grand Total USD	204,404.30