

BOARD ACTION REQUEST FORM

DATE OF BOARD MEETING: April 22, 2020

ITEM: 2019 Bond Series 1 – Video Surveillance and Door Access Control System

AGENDA LOCATION (please check one)

- Discussion (*Items where board information/interaction/discussion is needed*)
- Action (*Items requiring the board to vote or take action, including resolutions*)

EQUIPMENT DESCRIPTION

New video surveillance system and expanding the existing door access control system for seven (7) District buildings in accordance with the summer 2020 bond construction schedules.

ADMINISTRATOR SUBMITTING ITEM: John Fitzgerald, Assistant Superintendent

BACKGROUND INFORMATION:

LOCS undertook a process to select a new video surveillance system and expand the existing door access control system for seven (7) District buildings. Provided will be a replacement of existing video surveillance systems at these buildings with new digital cameras that will provide increased coverage and clarity both inside and outside of each building. Included is the necessary equipment to store and playback recorded footage, with ability to add additional cameras in subsequent years. The RFP was advertised on the District’s website, the local newspaper and distributed to vendors on the State of Michigan SIGMA website. Two (2) vendors submitted proposals. Both proposals were reviewed to determine the completeness, cost, and compliance with the bid specifications. Where necessary, clarifications were issued to vendors requiring a written response. Presidio and Interstate Security Inc. were invited to conduct remote presentations with District Technology and Facilities staff. The solution provided by Interstate Security, Inc. was the lowest cost solution and met the technical specifications. Based on review of the responses, discussions and clarifications with vendors, and interviews conducted, the District is recommending award of this project to Interstate Security, Inc. for a total of \$670,743.23; contingent upon successful contract negotiations. Additionally, we recommend that the District set aside a 15% contingency of \$101,000. The total project cost for this initiative will be \$771,743.23.

FUNDING SOURCE & ACCOUNT NUMBER:

Funding for these purchases are to be provided from the 2019 Bond Series 1 project funding.

RECOMMENDED ACTION:

It is recommended the Board of Education authorize the Administration to finalize and execute a contract with Interstate Security, Inc. to purchase and install video surveillance and door access control systems as presented not to exceed \$670,743.23 and a contingency authorization of \$101,000 for a project total of \$771,743.23.

April 15, 2020

Mr. John Fitzgerald
Assistant Superintendent of Business and Finance
Lake Orion Community Schools
315 North Lapeer Street
Lake Orion, MI 48362

Dear John:

This letter outlines the work completed on the Lake Orion Community Schools video surveillance and door access control system selection as well as the resulting recommendation.

Scope

Lake Orion Community Schools undertook a process to select a new video surveillance system and expand the existing door access control system for seven (7) District buildings in accordance with the summer 2020 bond construction schedules. This will provide a replacement of existing video surveillance systems at these buildings with new digital cameras that will provide increased coverage and clarity both inside and outside of each building. This will include the necessary equipment to store and playback recorded footage, with ability to add additional cameras in subsequent years without requiring server hardware purchases or upgrades. Enhancements to the door access control system will integrate with new door hardware provided by construction for the secure vestibules and office areas that will be installed at the elementary buildings.

Background

Plante Moran worked with members of the Technology Department, along with building administrators, to identify areas of coverage, review key criteria, and evaluate the solutions. This process included the following key activities:

- Conducting walkthroughs of each building with the Technology Department to determine areas of coverage
- Meeting with building administrators for each school building to review coverage requirements
- Working with the architects and the Director of Operations to coordinate expansion of the door access system
- Developing a detailed Request for Proposal (RFP)
- Analyzing proposals and issued clarifications to vendors
- Conducting remote finalist interviews with both vendors

The RFP was advertised on the District's website, as well as published in the local newspaper. The RFP was distributed to vendors on the State of Michigan SIGMA website. Two (2) vendors submitted proposals. Both proposals and solutions were reviewed to determine the completeness, cost, and compliance with the bid specifications. Where necessary, clarifications were issued to vendors requiring a written response. Presidio and Interstate Security Inc. were invited to conduct remote presentations with District Technology and Facilities staff.

Recommendation

Based on review of the responses, discussions and clarifications with vendors, and interviews conducted, the District is recommending award of this project to **Interstate Security, Inc. for a total of \$670,743.23**; contingent upon successful contract negotiations. Additionally, we recommend that the District set aside a 15% contingency of \$101,000. **The total project cost for this initiative will be \$771,743.23.** Of the items included in the recommended award, \$480.00 to upgrade the software for the existing door access control solution is considered a non-bondable expense and will be covered under the Technology budget. This award is within the amount budgeted for this project.

The solution provided by Interstate Security, Inc. was the lowest cost solution, met the technical specifications, and includes the following:

- An agreement to extend the same unit pricing over a three-year period.
- ExacqVision, a video management system that is consistent with what the District currently uses, greatly easing the transition and learning curve for building staff and administration who view video surveillance footage.
- Lifetime software assurance for the video management system at no additional cost providing the District with the most recent software versions throughout the lifespan of the system.

Plante Moran appreciates the opportunity to be of assistance to Lake Orion Community Schools. Please call Alex Dietrich at (248) 223-3956 or me at (248) 223-3304 if you have any questions.

Sincerely,

PLANTE & MORAN, PLLC



Judy Wright, Partner

cc: Amy Sasina, Alex Dietrich, Jacinto Cordero

Attachments: LOCS – Video Surveillance and Door Access Control System - Recommendation Summary

Lake Orion Community Schools
Video Surveillance and Door Access RFP

VENDOR PROFILE	Presidio	Interstate Security
Proposal Type		
Proposed Solution / System type	Avigilon	Avigilon
Video Surveillance Cameras	Hanwha	Axis
Video Management System	Milestone	ExacqVision
Door Access Control	No bid	DSX
Location	Wixom, MI	Shelby Twp., MI
Years in Business	17	57
Total Work Force	2,700	13
2017/2018/2019 Gross Sales	\$2B, \$2B, \$2B	\$2.3M, \$2.5M, \$2.5M
Vendor References	Warren Consolidated Schools South Lyon Community Schools Warren Woods Public Schools	Clarkston Schools Avondale Schools Berkley School District
Comply/Exceptions	1 Technical	8 Technical
Compliant Bid?	YES	YES
VIDEO SURVEILLANCE PROPOSAL COSTS		
Video Surveillance Base Bid	\$662,727.55	\$534,613.53
Number of Years As Proposed (warranty/maintenance)	5 Years	5 Years
Bid Normalization		
Add - Normalization of Camera Qty.	Included	\$912.59
Add - Replace Existing Video Management Servers	Included	\$29,074.76
Add - Redundant Video Management Server	\$68,686.13	\$17,711.88
Total for Bid Normalizations	\$68,686.13	\$47,699.23
NORMALIZED TOTAL	\$731,413.68	\$582,312.76
DOOR ACCESS CONTROL PROPOSAL COSTS		
Door Access Control Base Bid	No bid	\$83,421.09
Number of Years As Proposed (warranty/maintenance)		5 Years
Bid Normalization		
Deduct - Four (4) Door Intercom Video Stations		-\$5,582.00
Add - Building Lockdown Buttons (1 per school)		\$2,030.00
Total for Bid Normalizations		-\$3,552.00
NORMALIZED TOTAL		\$79,869.09
RECOMMENDATIONS		
VIDEO SURVEILLANCE SYSTEM		\$582,312.76
DOOR ACCESS CONTROL SYSTEM		\$79,869.09
PERFORMANCE BOND		\$8,561.38
TOTAL SOLUTION COST		\$670,743.23
PROJECT CONTINGENCY (15%) (rounded)		\$101,000.00