



UNITED INDEPENDENT SCHOOL DISTRICT AGENDA ACTION ITEM

Topic: Discussion and possible action to Rescind award of Sections 1 & 8 to Telepro on RFP 2022-057 District Wide Surveillance Cameras, Servers and Installation and award said sections to M1 Networks. This RFP was approved on November 16, 2022 at the Regular Board Meeting.

Submitted by: Ms. Cordelia Flores-Jackson **of:** Purchasing Department

Approved for transmittal to school board: December 14, 2022

Recommendations:

Staff recommends the UISD board of trustees rescind the award of sections 1 & 8 to Telepro Communications due to the fact that the vendor will not honor the bid submitted pricing and has formally withdrawn their proposal. Further, staff would like to recommend award of said sections to M1 Networks who has agreed to honor their entire proposal submitted.

Rationale:

Staff has complied with all applicable federal, state and local purchasing policies and procedures in obtaining pricing information for the items listed above. Staff is recommending the awards based on being the best value to the district.

Budgetary Information:

Technology Services Budget

Board Policy Reference and Compliance

CH local – Purchasing and Acquisition

CH legal – Purchasing and Acquisition

Board Approval
Awarding of Bids/Proposals
December 14, 2022

Updated Vendor Recommendation

RFP 2022-057 District Wide Surveillance Cameras, Servers and Installation

Recommendation:

Requesting approval to purchase from the best bidder(s)/ offer(s) meeting specifications as follows:

Recommended Vendor(s)

Est. Amount

M1 Networks, Inc.

See Attached Tabulation

Administration distributed eight hundred forty three (843) proposals and advertised on Saturday, October 1, 2022 and Sunday, October 2, 2022. Three (3) proposals were received on October 12, 2022 at 3:00pm at the UISD Service Center Purchasing Department.

Budget Information:

2022-2023 Information Technology

Resource Personnel:

Rene Cruz, Director of Technology Services
Casey King, Telecommunications Systems Supervisor
Cordelia Jackson-Flores, Director of Purchasing
Karina Mendoza-Guerra, Purchasing Manager
Michelle Pizana-Barrera, Procurement Officer



UNITED INDEPENDENT SCHOOL DISTRICT

Rene Cruz
Director of Information Technology

MEMORANDUM

To: Cordy Jackson
Director of Purchasing

From: Rene Cruz *Rene Cruz*
Director of Information Technology

Date: December 7, 2022

Subject: Recommendation for Proposal (RFP) **2022-057 District Wide Surveillance Cameras, Servers and Installation – Modification of Award**

Staff is recommending Request for Proposal (RFP) **2022-057 District Wide Surveillance Cameras, Servers and Installation** to M1 Networks.

Section 1 and 8 were previously award to Telepro. However, Telepro advised that the pricing submitted could not be honored.

Section	Vendor	Description	Unit Cost
Section 1	M1 Networks	32Mp 32C-H4A-4MH-360 4X8MP 4mm lens. Includes: Outdoor dome cover, wall mount, pendant adapter, IR illuminator LED ring 32C-H4A-4MH-360 & H4AMH-AD-IRIL1	\$ 2,406.00
Section 2	M1 Networks	4.0C-h5A-DO-IR 4MP WDR Light Catcher, DN, Includes: outdoor dome 3.3-9mm integrated IR 4.0C-H5A-DO1-IR	\$ 900.00
Section 3	M1 Networks	6.0C-H5A-DO-IR 6MP WDR Light Catcher, DN Includes: Outdoor dome 4.9-9mm integrated IR 6.0C-H5A-DO1-IR	\$ 1,008.00

Section 4	M1 Networks	12.0W-H5f-DO1-IR 12 P Fisheye Dome Camera DN WDR 1.6mm lens integrated IR 12.0W-H5A-FE-DC1	\$ 888.00
Section 5a	M1 Networks	Avigilon IRPTZ-MNT-WALL1 Pendant ARM	\$ 80.00
Section 5b	M1 Networks	Avigilon IRPTZ-MNT-WALL1 Ceiling Adapter	\$ 79.00
Section 5c	M1 Networks	Avigilon H4-MT-CRNR1 Corner Mounting Bracket	\$ 72.00
Section 6a	M1 Networks	AI NVR5 Premium 96TB 2U Rack	\$ 30,810.75
Section 6b	M1 Networks	SFP+ 10Gbe Fiber Transceivers	\$ 155.00

Installation Services

Section	Qty	Vendor	Description	Unit Cost
Section 7		M1 Networks	Typical Installation	\$ 370.00
Section 8		M1 Networks	Typical Replacement	\$ 250.00

M1 Networks has adhered and performed to the specifications as outlined in RFP 2022-0577.

If you have any questions or comments, please contact me.

RFP 2022-057
District Wide Surveillance Cameras, Servers and Installation
2022-2023

Vendor					Audio Dynamics Inc.	M1 Networks, Inc.	Telepro Communications (JSJ Rod. Inc)
Line #	Section 1	QTY	UOM	Price for 40 units	\$118,757.60	\$96,240.00	\$82,242.80
1	CAMERAS Cost for 1-10 units ordered Manufacture - Avigilon 32MP 32C-H4A-4MH-360 4X8MP 4mm lens. Includes: Outdoor dome cover, wall mount, pendant adapter, IR Illuminator LED ring 32C-H4A-4MH-360 H4AMH-AD-IRIL1	1 - 10	Units		\$3,080.27	\$2,706.75	\$2,149.53
2	CAMERAS Cost for 11-20 units ordered Manufacture - Avigilon 32MP 32C-H4A-4MH-360 4X8MP 4mm lens. Includes: Outdoor dome cover, wall mount, pendant adapter, IR Illuminator LED ring 32C-H4A-4MH-360 H4AMH-AD-IRIL1	11 - 20	Units		\$3,080.27	\$2,606.50	\$2,130.83
3	CAMERAS Cost for 21-30 units ordered Manufacture - Avigilon 32MP 32C-H4A-4MH-360 4X8MP 4mm lens. Includes: Outdoor dome cover, wall mount, pendant adapter, IR Illuminator LED ring 32C-H4A-4MH-360 H4AMH-AD-IRIL1	21 - 30	Units		\$2,968.94	\$2,506.25	\$2,093.45
4	CAMERAS Cost for 31-40 units ordered Manufacture - Avigilon 32MP 32C-H4A-4MH-360 4X8MP 4mm lens. Includes: Outdoor dome cover, wall mount, pendant adapter, IR Illuminator LED ring 32C-H4A-4MH-360 H4AMH-AD-IRIL1	31 - 40	Units		\$2,968.94	\$2,406.00	\$2,056.07

Vendor					Audio Dynamics Inc.	M1 Networks, Inc.	Telepro Communications (JSJ Rod. Inc)
Line #	Section 2	QTY	UOM	Price for 40 units	\$43,128.80	\$36,000.00	\$39,139.20
5	CAMERAS Cost for 1-10 units ordered Manufacture - Avigilon 4.0C-h5A-DO-IR 4MP WDR Light Catcher, DN Includes: Outdoor Dome 3.3-9mm integrated IR 4.0C-H5A-DO-IR	1 - 10	Units		\$1,118.65	\$1,012.50	\$1,022.95
6	CAMERAS Cost for 11-20 units ordered Manufacture - Avigilon 4.0C-h5A-DO-IR 4MP WDR Light Catcher, DN Includes: Outdoor Dome 3.3-9mm integrated IR 4.0C-H5A-DO-IR	11 - 20	Units		\$1,118.65	\$975.00	\$1,014.06
7	CAMERAS Cost for 21-30 units ordered Manufacture - Avigilon 4.0C-h5A-DO-IR 4MP WDR Light Catcher, DN Includes: Outdoor Dome 3.3-9mm integrated IR 4.0C-H5A-DO-IR	21 - 30	Units		\$1,078.22	\$937.00	\$996.27
8	CAMERAS Cost for 31-40 units ordered Manufacture - Avigilon 4.0C-h5A-DO-IR 4MP WDR Light Catcher, DN Includes: Outdoor Dome 3.3-9mm integrated IR 4.0C-H5A-DO-IR	31 - 40	Units		\$1,078.22	\$900.00	\$978.48
Line #	Section 3	QTY	UOM	Price for 40 units	\$48,534.00	\$40,320.00	\$44,044.40
9	CAMERAS Cost for 1-10 units ordered Manufacture - Avigilon 6.0C-H5A-DO-IR 6MP WDR Light Catcher, DN Includes: Outdoor dome 4.9-9mm integrated IR 6.0C-H5A-DO-IR	1 - 10	Units		\$1,258.84	\$1,134.00	\$1,151.16
10	CAMERAS Cost for 11-20 units ordered Manufacture - Avigilon 6.0C-H5A-DO-IR 6MP WDR Light Catcher, DN Includes: Outdoor dome 4.9-9mm integrated IR 6.0C-H5A-DO-IR	11 - 20	Units		\$1,258.84	\$1,092.00	\$1,141.15
11	CAMERAS Cost for 21-30 units ordered Manufacture - Avigilon 6.0C-H5A-DO-IR 6MP WDR Light Catcher, DN Includes: Outdoor dome 4.9-9mm integrated IR 6.0C-H5A-DO-IR	21 - 30	Units		\$1,213.35	\$1,050.00	\$1,121.13
12	CAMERAS Cost for 31-40 units ordered Manufacture - Avigilon 6.0C-H5A-DO-IR 6MP WDR Light Catcher, DN Includes: Outdoor dome 4.9-9mm integrated IR 6.0C-H5A-DO-IR	31 - 40	Units		\$1,213.35	\$1,008.00	\$1,101.11

Vendor					Audio Dynamics Inc.	M1 Networks, Inc.	Telepro Communications (JSJ Rod. Inc)
Line #	Section 4	QTY	UOM	Price for 40 units	\$42,573.60	\$35,520.00	\$38,635.20
13	CAMERAS Cost for 1-10 units ordered Manufacture - Avigilon 12.0W-H5f-DO1-IR 12 P Fisheye Dome Camera DN WDR 1.6mm lens integrated IR 12.0W-H5A-FE-DC1	1 - 10	Units		\$1,104.25	\$999.00	\$1,009.79
14	CAMERAS Cost for 11-20 units ordered Manufacture - Avigilon 12.0W-H5f-DO1-IR 12 P Fisheye Dome Camera DN WDR 1.6mm lens integrated IR 12.0W-H5A-FE-DC1	11 - 20	Units		\$1,104.25	\$960.00	\$1,001.01
15	CAMERAS Cost for 21-30 units ordered Manufacture - Avigilon 12.0W-H5f-DO1-IR 12 P Fisheye Dome Camera DN WDR 1.6mm lens integrated IR 12.0W-H5A-FE-DC1	21 - 30	Units		\$1,064.34	\$925.00	\$983.44
16	CAMERAS Cost for 31-40 units ordered Manufacture - Avigilon 12.0W-H5f-DO1-IR 12 P Fisheye Dome Camera DN WDR 1.6mm lens integrated IR 12.0W-H5A-FE-DC1	31 - 40	Units		\$1,064.34	\$888.00	\$965.88
Line #	Section 5	QTY	UOM	Price for 20 units of each	\$6,325.00	\$4,620.00	\$4,725.20
17	CAMERAS Cost for 1-10 units ordered Manufacture - Avigilon IRPTZ-MNT-WALL1 Pendant Arm	1 - 10	Units		\$89.69	\$83.00	\$85.10
18	CAMERAS Cost for 11-20 units ordered Manufacture - Avigilon IRPTZ-MNT-WALL1 Pendant Arm	11 - 20	Units		\$89.69	\$80.00	\$84.36
19	CAMERAS Cost for 1-10 units ordered Manufacture - Avigilon IRPTZ-MNT-WALL1 in ceiling adapter	1 - 10	Units		\$141.60	\$81.00	\$80.61
20	CAMERAS Cost for 11-20 units ordered Manufacture - Avigilon IRPTZ-MNT-WALL1 in ceiling adapter	11 - 20	Units		\$141.60	\$79.00	\$79.90
21	CAMERAS Cost for 1-10 units ordered Manufacture - Avigilon H4-MT-CRNR1 corner mounting bracket	1 - 10	Units		\$84.96	\$72.00	\$72.00
22	CAMERAS Cost for 11-20 units ordered Manufacture - Avigilon H4-MT-CRNR1 corner mounting bracket	11 - 20	Units		\$84.96	\$72.00	\$72.00

Vendor					Audio Dynamics Inc.	M1 Networks, Inc.	Telepro Communications (JSJ Rod. Inc)
Line #	Section 6	QTY	UOM	Price for 5 units	\$172,149.45	\$154,828.75	\$159,502.40
23	SERVERS Cost for 1-5 units ordered Manufacture - Avigilon AI NVR5 Premium 96TB 2U Rack	1 - 5	Units		\$34,150.87	\$30,810.75	\$31,610.69
24	SERVERS Cost for 1-10 units ordered Manufacture -Intel SFP+ 10Gbe Fiber Transceivers	1 - 5	Units		\$279.02	\$155.00	\$289.79
Vendor					Audio Dynamics Inc.	M1 Networks, Inc.	Telepro Communications (JSJ Rod. Inc)
Line #	Section 7	QTY	UOM				
25	Typical Installation Cat 6B Plenum (Fire Rated) B-272-2B	1	EA	Price	\$570.00	\$370.00	\$390.00
Vendor					Audio Dynamics Inc.	M1 Networks, Inc.	Telepro Communications (JSJ Rod. Inc)
Line #	Section 8	QTY	UOM				
26	Typical Replacement	1	EA	Price	\$140.00	\$250.00	\$110.00

RFP 2022-057 - District Wide Surveillance
Cameras, Servers and Installation
Section 1 (32C-H4A-4MH-360 &
H4AMH-AD-IRIL1)

Supplier Scoring Summary

Supplier	Rank	Score	Price (Max 60)	Price (Max 60)
		60		60
Telepro Communications	1	60.00		60
M1 Networks, Inc.	2	51.00		51
Audio Dynamics Inc.	3	42.00		42
		51.00		51.00

Evaluators

Evaluator	Bio
Cruz, Rene	Director of Technology Services
King, Casey	Telecommunications Systems Supervisor

**RFP 2022-057 - District Wide
Surveillance Cameras, Servers
and Installation
Section 2 (1.0C-H5A-DO-IR)**

Supplier Scoring Summary

Supplier	Rank	Score	Price (Max 60)	Price (Max 60)
M1 Networks, Inc.	1	60.00	60	60
Telepro Communications	2	55.00	60	55
Audio Dynamics Inc.	3	50.00	60	50
		55.00		55.00

RFP 2022-057 - District Wide Surveillance
Cameras, Servers and Installation
Section 3 (6.0C-H5A-DO-IR)

Supplier Scoring Summary

Supplier	Rank	Score	Price (Max 60)	Price (Max 60)
M1 Networks, Inc.	1	60.00	60	60
Telepro Communications	2	55.00	55	55
Audio Dynamics Inc.	3	50.00	50	50
		55.00		55.00

**RFP 2022-057 - District Wide
Surveillance Cameras, Servers
and Installation
Section 4 (12.0W-H5A-FE-DC1)**

Supplier Scoring Summary

Supplier	Rank	Score	Price (Max 60)	Price (Max 60)
M1 Networks, Inc.	1	60.00	60	60
Telepro Communications	2	55.00	55	55
Audio Dynamics Inc.	3	50.00	50	50
		55.00		55.00

**RFP 2022-057 - District Wide
Surveillance Cameras, Servers
and Installation - Section 5
(Accessories)**

Supplier Scoring Summary

Supplier	Rank	Score	Price (Max 60)	Price (Max 60)
M1 Networks, Inc.	1	60.00	60	60
Telepro Communications	2	59.00	60	59
Audio Dynamics Inc.	3	46.00	60	46
		55.00		55.00

**RFP 2022-057 - District Wide
Surveillance Cameras, Servers
and Installation - Section 6
(Servers)**

Supplier Scoring Summary

Supplier	Rank	Score	Price (Max 60)
M1 Networks, Inc.	1	60.00	60
Telepro Communications	2	58.00	58
Audio Dynamics Inc.	3	54.00	54
		57.33	57.33

RFP 2022-057 - District Wide Surveillance Cameras, Servers and Installation
Section 7 (Install)

Supplier Scoring Summary

Supplier	Rank	Score	Price (Max 70)	Price (Max 70)	Reference Checks (Max Points 5)	Reference Checks (Max Points 5)	Extent to which product meets District's needs	Does product meet the requirement & specs (Max Points 10)	Vendor Qualifications/Experience	Vendor Qualifications and Experience (Max Points 15)
		104	70	70	5	5	10	19		
M1 Networks, Inc.	1	97.00	70	70	2	2	10	15		
Telepro Communications	2	81.00	66	66	0	0	10	5		
Audio Dynamics Inc.	3	75.00	45	45	5	5	10	15		
		84.33	60.33	60.33	2.33	2.33	10.00	11.67		

**RFP 2022-057 - District Wide Surveillance Cameras, Servers and Installation
Section 8 (Replacement)**

Supplier Scoring Summary

Supplier	Rank	Score	Price (Max 70)	Price (Max 70)	Reference Checks (Max Points)	Reference Checks	Extent to which product meets District's Needs (Max Points 10)	Does product meet the requirement and specs (Max Points 10)	Vendor Qualifications/Experience (Max Points 15)	Vendor Qualifications & Experience (Max Points 15)
		104	70		5		10		19	
Audio Dynamics Inc.	1	85.00	55		5		10		15	
Telepro Communications	2	85.00	70		0		10		5	
M1 Networks, Inc.	3	58.00	31		2		10		15	
		76.00	52.00		2.33		10.00		11.67	