

BOARD ACTION REQUEST FORM

DATE OF BOARD MEETING: August 27, 2025

ITEM: Door Access Control and Video Surveillance

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 door access controls and video surveillance at Lake Orion High School and the Administration Building, plus replacement of aged/unsupported cameras at Lake Orion High School and the replacement of legacy video management services district-wide.

ADMINISTRATOR SUBMITTING ITEM: Andrea Curtis, Assistant Superintendent

BACKGROUND INFORMATION:

Lake Orion Community Schools undertook a process to purchase video surveillance and door access districtwide. The project was awarded to Interstate Security in April 2020.

As components have changed from the bid and award in 2020, this project was rebid.

Seven vendors submitted proposals per the attached proposal analysis. Attached herein is the recommendation letter from our Technology Designer outlining this procurement.

FUNDING SOURCE & ACCOUNT NUMBER:

Funding for this procurement will be provided by the 2018 Series 3 bond.

RECOMMENDED ACTION:

It is the recommendation of Administration that the Board of Education authorize Administration to finalize and execute with Interstate Security, as identified in the attached Plante Moran recommendation, in the amount, not to exceed, of \$440,570.57.

August 19, 2025

Ms. Andrea Curtis
Assistant Superintendent of Business & Finance
Lake Orion Community Schools
315 N. Lapeer Street
Lake Orion, MI 48362

Dear Andrea,

This letter outlines the work completed on the Lake Orion Community Schools ("the District") 2025 Video Surveillance & Door Access Control Request for Proposal (RFP) and the resulting recommendation. This includes new video surveillance and door access control system for the new Administration Building, new video surveillance system for the High School addition, replacement of aged/unsupported cameras at the High School, and replacement of the legacy video management servers District-wide.

SCOPE & BACKGROUND

Lake Orion Community Schools undertook a request for proposal process to procure video surveillance and door access District-wide in 2020. The project was awarded to Interstate in April 2020. Since then, work at additional buildings has procured via change orders using the unit costs of the base bid. However, changes in the overall technology and economic environment since the time the contract was signed make it unfeasible for the vendor to continue providing equipment and services at those rates.

Therefore, the District undertook an open and competitive bidding process for video surveillance and door access control systems, including installation services. Plante Moran worked with members of the District's IT staff to identify technical requirements, review key criteria, and evaluate the solutions. This process included the following key activities:

- Met with District IT staff to discuss and review technical requirements
- Developed a detailed request for proposal (RFP), including detailed prints
- Advertised the RFP on the State SIGMA Vendor Self-Service website
- Analyzed proposals and issued clarifications to the qualified vendors

Seven vendors submitted proposals in response to the RFP, including one vendor that provided 4 different proposals. Two proposals were disqualified because they did not include a bid bond as required. Two additional proposals were eliminated due to non-compliance with the technical requirements of the RFP. The remaining proposals were reviewed in detail to determine their completeness, cost, and compliance with the technical requirements. Clarification questions were issued as needed to normalize the pricing. The two lowest cost proposals provided by World Wide Technical Services deviated from current District standards, and their inability to be integrated with the current systems would result in operational challenges for District staff that could potentially impact the efficiency of its physical security processes.

RECOMMENDATION

Through the due diligence process, the District is recommending the project be awarded to Interstate Security, which had the lowest-cost bid that was fully compliant and compatible with the District's technology standards and the requirements of the RFP, in an amount not to exceed **\$440,570.57**, contingent upon successful contract negotiations. Plante Moran supports the District's recommendation.

Plante Moran appreciates the opportunity to be of assistance to Lake Orion Community Schools. Please contact Jacinto Cordero at 248.223.3538 or Jacinto.Cordero@plantemoran.com, or me at 248.223.3348, Dennis.Bagley@plantemoran.com if you have any questions.

Ms. Andrea Curtis
Lake Orion Community Schools

August 19, 2025
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Sincerely,

PLANTE & MORAN, PLLC

A handwritten signature in black ink, appearing to read 'D. Bagley', with a stylized flourish at the end.

Dennis Bagley, Partner

cc: Jacinto Cordero, Amy Sasina

Proposals Analysis

	WORLD WIDE TECHNICAL SERVICES Vivotek	WORLD WIDE TECHNICAL SERVICES Vivotek-Axis	INTERSTATE SECURITY	PROFESSIONAL CABLING SERVICES	WORLD WIDE TECHNICAL SERVICES Digital Watchdog	SECURATECH	WORLD WIDE TECHNICAL SERVICES VSaaS	ALLCOMM	PEOPLE DRIVEN TECHNOLOGY	NERDS EXPRESS
Vendor information										
Location	Rochester Hills, MI	Rochester Hills, MI	Shelby Twp, MI	Troy, MI	Rochester Hills, MI	Farmington Hills, MI	Rochester Hills, MI	Commerce Twp, MI	Wixom, MI	Southfield, MI
References	Madison Heights Schools Melvindale-North Allen Park Schools Shiawassee Health & Wellness	Madison Heights Schools Melvindale-North Allen Park Schools Shiawassee Health & Wellness	Clarkston Schools Avondale Schools Immanuel Lutheran Church & School	Oakland Schools Southfield Public Schools Oak Park Schools	Madison Heights Schools Melvindale-North Allen Park Schools Shiawassee Health & Wellness	Farmington Public Schools Dearborn Public Schools Berkley Schools				
Gross Sales	2022: \$800 K 2023: \$850 K 2024: \$900 K	2022: \$800 K 2023: \$850 K 2024: \$900 K	2022: \$2.2 million 2023: \$2.1 million 2024: \$2.2 million	Not provided	2022: \$800 K 2023: \$850 K 2024: \$900 K	2022: \$9.75 million 2023: \$9.92 million 2024: \$9.85 million				
Pricing										
Total base bid cost	\$339,806.38	\$364,793.09	\$381,684.82	\$464,560.00	\$482,929.11	\$567,957.91	\$389,872.08	\$654,166.50	\$439,107.42	\$599,784.52
Licensing adjustment	NA	NA	NA	\$4,116.00	NA	(\$4,209.12)				
VMS servers adjustment	NA	NA	\$58,989.00	NA	NA	NA				
Substitute one 4Mpx by one 5Mpx camera	NA	NA	\$126.75	NA	NA	NA				
Camera installation services adjustment	NA	NA	(\$230.00)	NA	NA	NA				
Normalized cost	\$339,806.38	\$364,793.09	\$440,570.57	\$468,676.00	\$482,929.11	\$563,748.79	NOT COMPLIANT Cloud/subsription-based solution with 4 year licenses	NOT COMPLIANT Cloud/subsription-based proprietary solution	DISQUALIFIED Original bid did not include bid bond as required in RFP	DISQUALIFIED Original bid did not include bid bond as required in RFP
Technical specifications										
Video surveillance system (District standard is Digital Watchdog)	Vivotek	Axis / Vivotek	Digital Watchdog	Digital Watchdog	Digital Watchdog	Digital Watchdog	Vivotek	Verkada	Hanwha	Digital Watchdog
Door access control system (District standard is DSX)	ZKTeco	ZKTeco	DSX	DSX	ZKTeco	DSX	ZKTeco	Verkada	Not included	DSX
Compatibility with current District standards	NO	NO	YES	YES	Partial (YES for video surveillance, NO for door access control)	YES	NO	NO	NO	YES
Award Recommendation										
Amount			\$440,570.57				NOT COMPLIANT	NOT COMPLIANT	DISQUALIFIED	DISQUALIFIED