

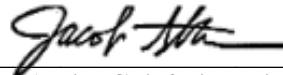
**ACTION ITEM FOR BOARD OF REGENTS MEETING**  
**LEE COLLEGE DISTRICT**

Meeting Date: November 20, 2025

**AGENDA ITEM:** Consideration of Contract with Johnson Controls, Inc., for the Surveillance Camera System Upgrade with a 5-Year Support Agreement and Pfeiffer & Son, Ltd., for the Camera Cable Installation

The Administration recommends that the Board authorize the President or her designee to negotiate final terms and approve Johnson Controls, Inc., contract fees for the installation and implementation of the Surveillance Camera System Upgrade in the amount of \$540,996, Software Support Agreement for a total of \$81,247 for a 5-year agreement, annual Maintenance Cost in the amount of \$68,447 years 2-5, and Pfeiffer & Son, Ltd., contract fees for the installation of camera cables at new camera locations in the amount of \$75,100. Total investment FY 2025-26 is \$697,343, with \$68,447 in each of the next four years.

Proposal is within Budgetary Allocations



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Jacob Atkin, Chief Financial Officer and  
Vice President, Finance

**Detail**

The surveillance camera system upgrade includes replacement of outdated software with the Genetec Video Management System, installation of network video recorders at all campus sites, reprogramming of 269 existing cameras, replacement of 181 end-of-life cameras, installation of 130 new camera locations, payment of 407 camera license fees, increase of record retention to 45 days, and an annual expert-level service plan after year 1. The software support agreement covers all camera licenses for a period of 5 years. The annual maintenance cost after year 1 includes labor and materials for newly installed cameras. Annual on-site training is included. Installation of surveillance camera cables for new camera locations across all campuses, as part of the surveillance camera system upgrade, is the responsibility of Lee College. The recommendation is to pay Pfeiffer & Son, Ltd., for installation of camera cables at the new camera locations.

The surveillance camera system upgrade will enhance safety of students and employees by eliminating numerous blind spots, reducing camera feed interruptions by increasing bandwidth, enhancing video viewing and recording capabilities, improving video quality and processing for identification and investigations, facilitating video analytics for tracking, providing custom reporting, and enabling integration with other safety systems. This contract for Johnson Controls, Inc., is through Sourcewell 030421-TIS. The contract for Pfeiffer & Son, Ltd., is through Choice Partners 24/047TC-22.

**Resource Personnel**

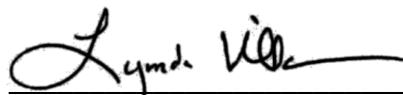
Jacob Atkin, Chief Financial Officer and Vice President, Finance  
Leslie Gallagher, Chief of Staff and Vice President, Strategic Initiatives  
Dr. Carolyn Lightfoot, Associate Vice President, Information Technology Operations  
Thomas Quinn, Manager, Emergency and Safety Operations  
Eric Williams, Chief of Security

**Fiscal Implications**

2025-26 Budget Year: \$540,996 purchase/implementation, \$81,247 5-year Software Support Agreement cost, and \$75,100 for the camera cable installation. Total 2025-26 Budget Year: \$697,343.  
Years 2-5 annual maintenance, 2026-27 Budget Year through 2029-30 Budget Year: \$68,447 per year

**Exhibits**

JCI Proposal – Exhibit #1  
JCI Executive Cost Summary – Exhibit #2  
JCI Annual Quality Service Plan – Exhibit #3  
Pfeiffer & Son, Ltd., Cabling Quote – Exhibit #4



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Dr. Lynda Villanueva, President

Proposal in Compliance with Board Policy



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Leslie Gallagher, Chief of Staff and Vice President,  
Strategic Initiatives

Approved: \_\_\_\_\_ No: \_\_\_\_\_

Date: \_\_\_\_\_