VISTARA
construction services

Memorandum

Date:	February 7, 2025
To:	Martha Ryan-Toye, Superintendent RSD96
From:	Ramesh Nair
Copies:	James Fitton, File
Re:	Security Infrastructure
Pages:	4

Purpose

This memorandum evaluates the proposals received from **Computers Nationwide (CN)** and **IMEG** for the **Security Infrastructure Review & Upgrades RFP** at Riverside School District 96. Based on the district's primary need—**creating an effective RFP for security consulting services**—this evaluation highlights the best option in terms of cost, scope, and expertise.

Proposal Comparison

1. Scope of Work
Both firms offer services related to the district's security infrastructure, but their focus differs significantly:

- **Computers Nationwide (CN)** specialize in RFP development to solicit security consultant bids.

- **IMEG** provides a comprehensive security assessment, planning, risk analysis, and full project oversight, including RFP development.

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2. Cost Considerations

Firm	Proposal Cost	Scope of Work
Computers Nationwide (CN)	$19,764	Focused on RFP development and general s planning.
IMEG	$77,000	Comprehensive security planning, risk asses and construction oversight.

The cost difference is substantial. If the district's main objective is to create a well-structured RFP to hire a qualified security consultant, CN provides a more budget-friendly approach.

3. Expertise & Deliverables

Factor	Computers Nationwide (CN)	IMEG
RFP Development	Comprehensive, well-structured	Included but as part of a broader package.
Security Assessment	Basic site surveys	Extensive gap analysis and compliance review
Construction Oversight	Not included	Full bid evaluation and construction administration
Technology Planning	Basic specifications	Advanced infrastructure planning

For a basic RFP creation, CN's deliverables align well with the district's needs, ensuring a clear, concise, and effective RFP to attract qualified security consulting firms.

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4. Risk & Compliance Support

IMEG offers a more robust risk mitigation and compliance strategy, including:

- Crime Prevention Through Environmental Design (CPTED)

- Vulnerability Gap Analysis

- Post-construction oversight

While these services are valuable, they may exceed the district's immediate requirements. The district may consider a phased approach, starting with CN for the RFP and later engaging a firm for deeper security planning if needed.

5. Technical Superiority Assessment

Computers Nationwide Strengths:

- Strong focus on RFP structure and documentation, ensuring a competitive bid process.

- A cost-effective approach without additional services that may not be immediately necessary.

- Faster turnaround for developing an RFP and moving the project forward.

IMEG Strengths:

- Provides a comprehensive security assessment, which is useful for long-term planning.

- Stronger risk analysis and compliance support, including security vulnerability reviews.

- Ongoing construction administration, which ensures quality control during implementation.

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Recommendation

Given the primary objective is RFP creation, Computers Nationwide (CN) is the preferred choice due to:

1. Lower Cost: At $19,764, CN provides a direct and cost-effective approach to RFP development.

2. Focused Scope: CN specializes in structuring RFPs, ensuring a well-defined process for attracting the right security consultant.

3. Quick Implementation: The district can move forward with the RFP without additional overhead costs tied to extensive security planning.

If the district later determines that more in-depth security assessments and compliance planning are necessary, IMEG could be engaged for future phases.

Next Steps

1. Proceed with Computers Nationwide to initiate RFP development.

2. Define long-term security needs and reassess whether additional security planning services (such as those offered by IMEG) should be pursued after the initial consultant selection.

By choosing **Computers Nationwide**, Riverside School District 96 can efficiently develop a strong RFP while keeping costs controlled and allowing flexibility for future security enhancements.