### 2007 Bond Project 49 Camera 090521-C Proposal Ranking

		Proposer: 1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Criteria	Points	4G Custom Technology	911 Security Cameras	Calence	Convergent Technologies	Data Tex	Divcom EMS	Entech Sales & Service	ESST	Force One Solutions	Henry Brothers	INX, Inc. EYES there	Lone Star Comm	McKinney Security Systems	QCTV Corp	Red Hawk	Security Solutions	Sigma Surveillance	Titus Systems	TFE	Yossi Systems
1 Cost	60	50	55	57	52	50	55	54	48	54	51	58	46	46	56	50	54	47	49	59	0
a. Does the cost reflect the quality of product desired?																					
<b>b.</b> Is the pricing proposed within the districts' budget?																					
2 Approach	30	28	27	30	29	27	28	28	29	24	28	30	28	26	29	27	28	29	28	30	0
a. Does the approach offered give the best long range value?																					
b. Does the approach replace all cameras?																					
c. Does the approach include quality product that is compatible with the district network?								``													
3 Past Experience	5	5	5	4	5	5	5	5	5	5	5	5	5	5	4	5	5	5	5	5	0
a. Has the district had a good experience with the product being proposed?																					
b. If the vendor has a past experience with the district, was the experience a good one?																					
4 References	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	0
a. Did the proposer submit the required references?																					
b. Were the references good ones?																					<u> </u>
Possible Points:	100	88	92	96	91	87	93	92	87	88	89	98	84	82	94	87	92	86	87	99	0
Ranking:	:	11	6	3	9	12	5	6	15	8	10	2	17	18	4	13	7	16	14	1	19

		1			2			3					4				5	
					. Security neras, Inc.		Calence			Convergent Technologies					Data Tex			
						Cisc	co Total	SM	ARTnet	Axis	ONSSI	Pelco	/ONSSI	Alterr	nate ONSSI	New Camera	Exis	ing Camera
	PC Based DVR w/local storage	\$	742,840.00	\$	575,925.00	\$	776,184.2	26 \$	46,651.59	\$	804,899.32	\$	663,565.68	\$	31,640.00	\$ 553,405.00	\$	441,130.92
	PC based DVR w/iSCSI attached																	
	storage Modular Based DVR	\$	808,930.00													Total	\$	994,535.92
	w/iSCSI attached																	
	storage	\$	869,348.00															
Agreed to																		
Interlocal Participation																		

6		7			8		9			10				11		
om E	MS	Entech S	ales & S	ervice	E	SST	Force O	ne Soli	utions	Henry Bros.	ry Bros. Electronics		INX Inc - EYES there			ere
								Hon	eywell				Cisco		Smartne	et
\$	644,121.69		\$	642,253.00	\$	1,167,487.10	Total:	\$	430,103.00	Base Bid Utilizing Existing serviers	\$	832,850.89	\$	644,392.32	\$	31,782.06
\$	12,880.00	15FPS Storage Value Deduct	\$	(31,497.00)						Separate Systems (new & existing)	\$	557,674.75	Total	:	\$	676,174.38
\$	657,001.69	12FPS storage Value Deduct	\$	(37,126.00)												
	om E \$ <u>\$</u>	5 644,121.69 \$ 12,880.00	s 644,121.69 \$ 644,121.69 \$ 12,880.00 15FPS Storage Value Deduct 12FPS storage	Entech Sales & S     \$   644,121.69     \$   644,121.69     \$   15FPS Storage     \$   12,880.00     Yalue Deduct   \$	Entech Sales & Service     \$ 644,121.69   \$ 642,253.00     \$ 15FPS Storage   \$ (31,497.00)     \$ 12FPS storage   \$ (31,497.00)	Entech Sales & Service   Entech Sales & Service     \$ 644,121.69   \$ 642,253.00   \$     \$ 12,880.00   \$ (31,497.00)   \$     12FPS storage   \$ (31,497.00)   \$	Entech Sales & Service   ESST     \$ 644,121.69   \$ 642,253.00   \$ 1,167,487.10     \$ 12,880.00   \$ 1,167,487.10   \$ 1,167,487.10     \$ 12,FPS Storage   \$ (31,497.00)   \$ 1,167,487.10	EMS     Entech Sales & Service     ESST     Force Or       \$ 644,121.69     \$ 642,253.00     \$ 1,167,487.10     Total:       \$ 12,880.00     \$ 13FPS Storage     \$ (31,497.00)     Image: Contract of the storage     Image: Contract of the storage       \$ 12FPS storage     \$ (31,497.00)     Image: Contract of the storage     \$ (31,497.00)     Image: Contract of the storage	EMS Entech Sales & Service ESST Force One Sole   \$ 644,121.69 \$ 642,253.00 \$ 1,167,487.10 Total: \$   \$ 12,880.00 \$ 13,497.00 \$ 13,497.00 \$ 12FPS storage <td< td=""><td>EMS   Entech Sales &amp; Service   ESST   Force One Solutions     \$ 644,121.69   \$ 642,253.00   \$ 1,167,487.10   Total:   \$ 430,103.00     \$ 12,880.00   15FPS Storage   \$ (31,497.00)   Image: Content of the storage   Image: Content of the storage     \$ 12FPS storage   Image: Content of the storage   \$ (31,497.00)   Image: Content of the storage   Image: Content of the storage</td><td>Dom EMS Entech Sales &amp; Service ESST Force One Solutions Henry Bros.   \$ 644,121.69 \$ 642,253.00 \$ 1,167,487.10 Total: \$ 430,103.00 Base Bid Utilizing Existing serviers   \$ 12,880.00 15FPS Storage \$ (31,497.00) Image: Control of the service of the</td><td>EMS Entech Sales &amp; Service ESST Force One Solutions Henry Bros. Electron   \$ 644,121.69 \$ 642,253.00 \$ 1,167,487.10 Total: \$ 430,103.00 Base Bid Utilizing Existing serviers \$   \$ 12,880.00 15FPS Storage \$ (31,497.00) Image: Control of the storage Image: Control of the storage Separate Systems (new &amp; existing) \$</td><td>Dom EMS Entech Sales &amp; Service ESST Force One Solutions Henry Bros. Electronics   \$ 644,121.69 \$ 642,253.00 \$ 1,167,487.10 Total: \$ 430,103.00 Base Bid Utilizing Existing serviers \$ 832,850.89   \$ 12,880.00 15FPS Storage Value Deduct \$ (31,497.00) Image: Content of the service of the service</td><td>EMS Entech Sales &amp; Service ESST Force One Solutions Henry Bros. Electronics   \$ 644,121.69 \$ 642,253.00 \$ 1,167,487.10 Total: \$ 430,103.00 Base Bid Utilizing Existing serviers \$ 832,850.89 \$   \$ 12,880.00 15FPS Storage \$ (31,497.00) Image: Control of the service of</td><td>Dom EMS Entech Sales &amp; Service ESST Force One Solutions Henry Bros. Electronics INX Inc -   \$ 644,121.69 \$ 642,253.00 \$ 1,167,487.10 Total: \$ 430,103.00 Base Bid Utilizing Existing serviers \$ 832,850.89 \$ 644,392.32   \$ 12,880.00 15FPS Storage Value Deduct \$ (31,497.00) Image: Control of the second secon</td><td>Entech Sales &amp; Service     ESST     Force One Solutions     Henry Bros. Electronics     INX Inc - EYES the Cisco       \$ 644,121.69     \$ 642,253.00     \$ 1,167,487.10     Total:     \$ 430,103.00     Base Bid Utilizing Existing services     \$ 832,850.89     \$ 644,392.32     \$ 57,674.75     Total:     \$ 430,103.00     Existing services     \$ 557,674.75     Total:     \$ 1,167,487.10     Total:     \$ 1,167,487.10     Total:     \$ 1,167,487.10     Total:     \$ 1,167,487.10     Total:     \$ 430,103.00     Existing services     \$ 832,850.89     \$ 644,392.32     \$ 1,167,487.10     Total:     \$ 1,167,487.10     T</td></td<>	EMS   Entech Sales & Service   ESST   Force One Solutions     \$ 644,121.69   \$ 642,253.00   \$ 1,167,487.10   Total:   \$ 430,103.00     \$ 12,880.00   15FPS Storage   \$ (31,497.00)   Image: Content of the storage   Image: Content of the storage     \$ 12FPS storage   Image: Content of the storage   \$ (31,497.00)   Image: Content of the storage   Image: Content of the storage	Dom EMS Entech Sales & Service ESST Force One Solutions Henry Bros.   \$ 644,121.69 \$ 642,253.00 \$ 1,167,487.10 Total: \$ 430,103.00 Base Bid Utilizing Existing serviers   \$ 12,880.00 15FPS Storage \$ (31,497.00) Image: Control of the service of the	EMS Entech Sales & Service ESST Force One Solutions Henry Bros. Electron   \$ 644,121.69 \$ 642,253.00 \$ 1,167,487.10 Total: \$ 430,103.00 Base Bid Utilizing Existing serviers \$   \$ 12,880.00 15FPS Storage \$ (31,497.00) Image: Control of the storage Image: Control of the storage Separate Systems (new & existing) \$	Dom EMS Entech Sales & Service ESST Force One Solutions Henry Bros. Electronics   \$ 644,121.69 \$ 642,253.00 \$ 1,167,487.10 Total: \$ 430,103.00 Base Bid Utilizing Existing serviers \$ 832,850.89   \$ 12,880.00 15FPS Storage Value Deduct \$ (31,497.00) Image: Content of the service	EMS Entech Sales & Service ESST Force One Solutions Henry Bros. Electronics   \$ 644,121.69 \$ 642,253.00 \$ 1,167,487.10 Total: \$ 430,103.00 Base Bid Utilizing Existing serviers \$ 832,850.89 \$   \$ 12,880.00 15FPS Storage \$ (31,497.00) Image: Control of the service of	Dom EMS Entech Sales & Service ESST Force One Solutions Henry Bros. Electronics INX Inc -   \$ 644,121.69 \$ 642,253.00 \$ 1,167,487.10 Total: \$ 430,103.00 Base Bid Utilizing Existing serviers \$ 832,850.89 \$ 644,392.32   \$ 12,880.00 15FPS Storage Value Deduct \$ (31,497.00) Image: Control of the second secon	Entech Sales & Service     ESST     Force One Solutions     Henry Bros. Electronics     INX Inc - EYES the Cisco       \$ 644,121.69     \$ 642,253.00     \$ 1,167,487.10     Total:     \$ 430,103.00     Base Bid Utilizing Existing services     \$ 832,850.89     \$ 644,392.32     \$ 57,674.75     Total:     \$ 430,103.00     Existing services     \$ 557,674.75     Total:     \$ 1,167,487.10     Total:     \$ 1,167,487.10     Total:     \$ 1,167,487.10     Total:     \$ 1,167,487.10     Total:     \$ 430,103.00     Existing services     \$ 832,850.89     \$ 644,392.32     \$ 1,167,487.10     Total:     \$ 1,167,487.10     T

	12		.3			14	l	1	.5			16	
Lone Star C	ommunications	McKinney Sec	McKinney Security Systems				Corp	Red I		Security Solutions			
								New & Connect					
\$	1,541,851.00	Indoor Fixed	\$	1,848.91	e-Watch	\$	699,880.00	Existing AXIS	\$	624,700.00		\$	429,044.00
		Outdoor Fixed	\$	1,987.50				Install New, Connect Existing & Replace Proprietary Cameras		1,025,446.00			
		Indoor PTZ Sony SNC-RZ30 Outdoor PTZ Sony SNC-RZ30	\$ \$	2,165.00									
		Indoor PTZ Dome Videolarm Fusion Server	\$ \$	449.00 10,500.00									

	17			18	19	20
	Sigma Surveillance	2	Titus	Systems, LP		Yossi Systems
Axis	Panasonic	IQINVision			Cisco Strand	
\$ 937,063.86	\$ 957,593.46	\$ 1,301,243.38	Base Bid	\$ 1,050,000.00	\$ 781,661.90 \$ 881,445.40	no bid included
			Optional SUP for all cameras	\$ 34,500.00		
					Yes	

### 2007 Bond Project 49 Cameras 090521-C Proposal Elimination by Groups in Rounds

				Reaso	on For Elimination by	Round		
No.	Proposer Name	Group	Round 1	Round 2	Round 3	Round 4	Round 5	Successful Proposer
1	4G Custom Technology	1	Over Budget					
				Only new proposed-lower				
				price because of lower				
9	Force One Solutions	1		quality				
12	Lone Star Comm	1	Over Budget					
13	McKinney Security	1	Incomplete Proposal					
				Only adding to existing				
16	Security Solutions	1		system		Keep old 2004 cameras and		
						add new cameras pricing		
6	Divcom EMS	2				rather high.		
Ū		-				Keep old 2004 cameras and		
						add new cameras pricing		
14	QCTV	2				rather high.		
					requires 12 servers and is			
					using a lower end brand of			
2	911 Security Cameras	3			camera			
4	Convergent Tech	3	Over Budget					
					requires 10 servers, 2			
7	Entech Sales	3			storage array			
8	ESST	3	Over Budget					
10	Henry Brothers	3	Over Budget					
17	, Sigma Surveillance	3	Over Budget					
18	Titus Systems	3	Over Budget					
5		4	-					
	Data Tex		Over Budget					
15	Red Hawk	4	Over Budget				Requires 12 servers and	
							Sony PTZ's are very	
3	Calence	5					expensive	
J	Calefice	5					Only 3 Servers with	
							Panasonic PTZ's not	
11	INX Inc.	5					quality of Axis.	
								Replaces all cameras with Cisco
10	<b>TFF</b>	-						cameras & centralized approach
19	TFE	5	reject - no pricing					within budget
20	Yossi Systems		included					
20								
Group	1 1: This group bid adding to exist	sting system v	with cameras of different	brands - would require monito	I pring two systems instead of a	ne		
				nera - would require monitorir				
				with a different brand and cen		used at a central location		
		-	-					
				oproach - which would require	servers to reside at the indivi	dual schools instead of a cent	ral location	
Group	5: This group bid all new came	ras as in #3 b	ut with Cisco brand camer	as				

# Camera Proposal Cisco Vendors Pricing Adjusted to Correct Camera Count

		Ori	ginal Pricing	
 No.	Proposer	Cis	sco System	Final Pricing
 3	Calence	\$	822,835.85	\$ 765,628.31
11	INX	\$	676,174.38	\$ 711,495.25
19	TFE	\$	781,661.90	\$ 751,225.27