

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
<b>1 Cost</b>	<b>60</b>	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. Is the pricing proposed within the districts' budget?																					
<b>2 Approach</b>	<b>30</b>	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?																					
<b>3 Past Experience</b>	<b>5</b>	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?																					
<b>4 References</b>	<b>5</b>	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?																					
<b>Possible Points:</b>	<b>100</b>	88	92	96	91	87	93	92	87	88	89	98	84	82	94	87	92	86	87	99	0
<b>Ranking:</b>		<b>11</b>	<b>6</b>	<b>3</b>	<b>9</b>	<b>12</b>	<b>5</b>	<b>6</b>	<b>15</b>	<b>8</b>	<b>10</b>	<b>2</b>	<b>17</b>	<b>18</b>	<b>4</b>	<b>13</b>	<b>7</b>	<b>16</b>	<b>14</b>	<b>1</b>	<b>19</b>

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	1		2	3		4			5	
	4G Custom Technology, LLC		911 Security Cameras, Inc.	Calence		Convergent Technologies			Data Tex	
				Cisco Total	SMARTnet	Axis ONSSI	Pelco/ONSSI	Alternate ONSSI	New Camera	Existing Camera
	PC Based DVR w/local storage	\$ 742,840.00	\$ 575,925.00	\$ 776,184.26	\$ 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	\$ 808,930.00							Total	\$ 994,535.92
	Modular Based DVR w/iSCSI attached storage	\$ 869,348.00								
Agreed to Interlocal Participation										

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6		7		8		9		10		11	
Divcom EMS		Entech Sales & Service		ESST		Force One Solutions		Henry Bros. Electronics		INX Inc - EYES there	
							Honeywell			Cisco	Smartnet
Project Price	\$ 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
Performance Bond	\$ <u>12,880.00</u>	15FPS Storage Value Deduct	\$ (31,497.00)					Separate Systems (new & existing)	\$ 557,674.75	Total:	\$ 676,174.38
Total:	\$ 657,001.69	12FPS storage Value Deduct	\$ (37,126.00)								

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12		13		14		15		16	
Lone Star Communications		McKinney Security Systems		QCTV Corp		Red Hawk		Security Solutions	
	\$ 1,541,851.00	Indoor Fixed	\$ 1,848.91	e-Watch	\$ 699,880.00	New & Connect 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	\$ 2,165.00						
		Outdoor PTZ Sony SNC-RZ30	\$ 2,265.00						
		Indoor PTZ Dome Videolarm Fusion	\$ 449.00						
		Server	\$ 10,500.00						

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17			18		19		20
Sigma Surveillance			Titus Systems, LP		TFE		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		

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 Proposal Elimination by Groups in Rounds

No.	Proposer Name	Group	Reason For Elimination by Round					Successful Proposer
			Round 1	Round 2	Round 3	Round 4	Round 5	
1	4G Custom Technology	1	Over Budget					
9	Force One Solutions	1		Only new proposed-lower price because of lower quality				
12	Lone Star Comm	1	Over Budget					
13	McKinney Security	1	Incomplete Proposal					
16	Security Solutions	1		Only adding to existing system				
6	Divcom EMS	2				Keep old 2004 cameras and add new cameras pricing rather high.		
14	QCTV	2				Keep old 2004 cameras and add new cameras pricing rather high.		
2	911 Security Cameras	3			requires 12 servers and is using a lower end brand of camera			
4	Convergent Tech	3	Over Budget					
7	Entech Sales	3			requires 10 servers, 2 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	Data Tex	4	Over Budget					
15	Red Hawk	4	Over Budget					
3	Calence	5					Requires 12 servers and Sony PTZ's are very expensive	
11	INX Inc.	5					Only 3 Servers with Panasonic PTZ's not quality of Axis.	
19	TFE	5						Replaces all cameras with Cisco cameras & centralized approach, within budget
20	Yossi Systems		reject - no pricing included					
Group 1: This group bid adding to existing system with cameras of different brands - would require monitoring two systems instead of one								
Group 2: This group bid adding to existing system with the same brand of camera - would require monitoring only one system								
Group 3: This group bid replacing existing cameras and adding new cameras with a different brand and centralized approach - servers housed at a central location								
Group 4: This group bid all new cameras as in #3 but with a campus based approach - which would require servers to reside at the individual schools instead of a central location								
Group 5: This group bid all new cameras as in #3 but with Cisco brand cameras								

Camera Proposal  
Cisco Vendors Pricing Adjusted to Correct Camera Count

<b>No.</b>	<b>Proposer</b>	<b>Original Pricing</b>		<b>Final Pricing</b>	
		<b>Cisco System</b>			
3	Calence	\$	822,835.85	\$	765,628.31
11	INX	\$	676,174.38	\$	711,495.25
19	TFE	\$	781,661.90	\$	751,225.27