

May 6, 2016

Ms. Sheila Alles  
Director of Academic Services  
Livonia Public Schools  
15125 Farmington Road  
Livonia, MI 48154

RE: Contract Award Recommendation for Bid Package T7

Dear Ms. Alles:

Plante Moran CRESA is pleased to provide the recommendation for award for technology Bid Package T7 for Bus Video Surveillance solutions.

Upon review of the proposals received, it is our recommendation that the contract be awarded to **Pro-Vision Video Systems** for a total contract amount of **\$124,895**. Additionally we recommend that **\$12,490** be set aside for project contingency. Note that this recommendation is for the bidder who offered the lowest qualified bid for a digital solution, rather than analog. The advantages of the recommended solution include:

- A digital solution which offers superior video clarity and zoom capabilities.
- Scalability and future growth capabilities which would require additional costs in the other bidders' solutions, a key item considering the scope of this award does not include LPS' entire bus fleet.
- A standard five year warranty (three years was the base bid requirement that was proposed by other bidders). Additionally, the recommended solution provides a lifetime warranty for all cabling and solid state drives for video storage.

The recommended solution will provision 58 total buses with video surveillance technologies including three cameras per bus and GPS tracking capability. While this recommended award amount is over what was allocated in the bond budget for the project, bid savings realized on earlier projects are available to offset the difference.

#### Background

Barton Malow technology worked with PMC and LPS staff to identify the requirements hardware and professional services for bus surveillance systems. An RFP was developed with base bid specifications, as well as several alternates to the specification. Three proposals in response to the RFP were received on March 23, 2016. Detailed proposal analysis was conducted, including evaluation of alternates. Finalist vendors were interviewed to ensure that their proposals were inclusive of the required scope of work. Upon completion of analysis activities and discussions with District administration, it was determined that an award to Pro-Vision Video Systems was to be recommended.

The Project Team is available at the Board's convenience to answer any questions regarding bidding, the interview process, or the recommendations of the Bond Team.

Sincerely,

PLANTE MORAN CRESA

A handwritten signature in blue ink, appearing to read "P-Ther", with a stylized flourish at the end.

Paul Theriault, PE, LEED AP  
Vice President

Enclosures:     Award Recommendation Letter  
                     Bid Tabulations