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SUBJECT: CCTV CAMERA SYSTEM SOLUTION AND INTEGRATION FOR THE W. DUVAL STREET PARKING GARAGE

BID #: ECS-0414-23 **OPEN DATE:** 8/16/2023

COMPETITIVE SEALED PROPOSAL EVALUATION COMMITTEE

KIND AND BASIS OF CONTRACT: EVALUATED BID – ONE-TIME PURCHASE FROM THE DATE OF AWARD

AGENCY: DOWNTOWN INVESTMENT AUTHORITY – OFFICE OF PUBLIC PARKING

BASIS OF AWARD: HIGHEST SCORE BASED ON EVALUATION CRITERIA

NUMBER OF BIDS INVITED: 7 **NUMBER RECEIVED:** 3 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval of award to the highest-ranking firm, A3 Communications, Inc. The firms are listed in ranking order below. The rankings of first, second, and third designate the order of qualification of these firms to perform the required services.

Firm	Score	Rank
A3 Communications, Inc.	88.60	1
Convergint Technologies, LLC	68.83	2
Birdi Systems, Inc.	56.16	3

Total estimated award amount not-to-exceed $94,908.00. Period of service will be a one-time purchase from the date of award.

Funding for this award will be encumbered from accounts 41102.13501.564290.000000.00000516.00000.0000000 and 41102.13501.564290.000000.00000519.00000.0000000 executed by Purchase Order.

ATTACHMENTS: Recommendation Memo, Responsiveness Review, Evaluation Matrix, Sections 1.3, 2.6, 4

ANALYST: _____
DAVID KLAGES

RESPECTFULLY SUBMITTED: _____
DUSTIN FREMAN, CHIEF
PROCUREMENT DIVISION

CONCURRENCE BY: ROBERT CARLE, PUBLIC PARKING OFFICER, OFFICE OF PUBLIC PARKING

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

City of Jacksonville, Florida
Donna Deegan, Mayor

Downtown Investment Authority
Office of Public Parking
Claude Yates Building
231 East Forsyth Street, Suite 424
Jacksonville, Florida 32202
(904) 630-CITY
www.coj.net

August 28, 2023

Memorandum

To: Dustin Freeman, Chief, Procurement Division

From: Robert Carle, Public Parking Officer, Office of Public Parking

Subject: Award Recommendation: Bid Number ECS-0414-23 - CCTV System for W. Duval Street - Library Parking Garage

After careful review and consideration, Public Parking recommends selection of A3 Communications, Inc. to receive the award to provide CCTV System for W. Duval Street Library Parking Garage. This selection was based on vendor responses and product proposals outlined in RFP ECS-0414-23.

All vendor proposals were evaluated based on an established point system. Results for the three (3) qualified vendors competing for this bid are ranked as follows:

1. A3 Communications, Inc. received a consensus score of 88.60
2. Converging Technologies, LLC received a consensus score of 68.83
3. BIRDI Systems, Inc. Received a consensus score of 56.16

The total payment for services is estimated to be $94,908.00 which will be made from the following funding sources:

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Vendors were evaluated based on a point system according to the following criteria, which were previously listed in order of importance in the RFP:

1. Cost.
2. Project Plan and Statement of Work.

RFP RESPONSIVENESS REVIEW

Title: CCTV Camera System Solution and Integration for the W. Duval Street Parking Garage **RFP No.:** ECS-0414-23 **Close Date:** August 16, 2023 **Analyst:** David Klages **No.: Invited:** (7) **No. Received:** (3) **Other:** (0) **Announcer:** Michelle Spitler **Recorded By:** Melissa Pierce	**A3 Communications, Inc.**	**Birdi Systems, Inc.**	**Convergint Technologies, LLC**
Title Page & Cover Letter	Yes	Yes	Yes
Form 1 - Price Sheet	Yes	Yes	Yes
Form 2 - Conflict of Interest Certificate	Yes	Yes	Yes
Form 3 - Business References	Yes	Yes	Yes
Bid Bond	Yes	Yes	Yes
Addendum 1	Yes	Yes	Yes
Proof of Business Licenses	Yes	Yes	Yes
Proof of Lenel Certified Partner	Yes	Yes	Yes
Resumés	Yes	Yes	Yes

RESPONSE EVALUATION SCORING MATRIX

Title: CCTV Camera System Solution and Integration for the W. Duval Street Parking Garage
RFP No.: ECS-0414-23
Close Date: August 16, 2023
Analyst: David Klages
No. Invited: (7) **Received:** (3) **Other:** (0)
Announcer: Michelle Spitler
Recorded By: Melissa Pierce

COJ Sub-Committee	Cost 60 Points Max	Project Plan and Statement of Work (SOW) 20 Points Max	Business References 15 Points Max	Resumés and Qualifications 5 Points Max	Total 100 Points Max	Ranking
A3 COMMUNICATIONS, INC.						
Scott Barengo	60.00	5.00	15.00	5.00	85.00	1
Robert Carle	60.00	10.00	8.00	5.00	83.00	
Anthony Granato	60.00	10.00	13.00	5.00	88.00	
William Schaefer	60.00	15.00	10.00	3.00	88.00	
Ronald Shuler	60.00	20.00	15.00	4.00	99.00	
Average	**60.00**	**12.00**	**12.20**	**4.40**	**88.60**	
BIRDI SYSTEMS, INC.						
Scott Barengo	20.16	10.00	15.00	5.00	50.16	3
Robert Carle	20.16	18.00	10.00	5.00	53.16	
Anthony Granato	20.16	20.00	15.00	5.00	60.16	
William Schaefer	20.16	20.00	15.00	5.00	60.16	
Ronald Shuler	20.16	19.00	14.00	4.00	57.16	
Average	**20.16**	**17.40**	**13.80**	**4.80**	**56.16**	
CONVERGINT TECHNOLOGIES, LLC						
Scott Barengo	31.83	20.00	15.00	5.00	71.83	2
Robert Carle	31.83	15.00	15.00	5.00	66.83	
Anthony Granato	31.83	18.00	14.00	5.00	68.83	
William Schaefer	31.83	20.00	14.00	5.00	70.83	
Ronald Shuler	31.83	18.00	13.00	3.00	65.83	
Average	**31.83**	**18.20**	**14.20**	**4.60**	**68.83**	

1.3 Term of Agreement.

This will be a one-time purchase. The agreement will commence upon execution of the Contract and will continue until the project has been successfully completed and signed off by the Public Parking Officer and CIO/ITD (or designee).

1.4 Minimum Requirements for Contractors.

Contractors must satisfy the following mandatory minimum requirements in order to have their Responses evaluated. By submitting a Response, Contractor warrants and represents that it satisfies these requirements. Failure to meet these requirements will result in the Response not being evaluated and being rejected as non-responsive:

1. Contractor shall provide current proof of all business licenses required by local, state, and federal law as applicable.
2. Contractor must be a Lenel Certified Partner.
   a. Contractor must provide proof of up-to-date Lenel Certified Partner status from Lenel.
   b. Provide resume' and qualifications of the person(s) that will be used for the project.
3. Contractor must have successfully completed camera installations of two hundred (200) or more cameras with supporting Lenel integrations.
   a. Contractor must provide a minimum of three (3) contactable business references for installed systems similar in size and scope as the services requested in this RFP (see **Form 4 – Business References**). The City of Jacksonville reserves the right to contact said references for verification of the information provided.

1.5 Equal Business Opportunity Program.

It is an official policy of the City of Jacksonville to encourage the maximum participation of Jacksonville Small and Emerging Businesses (JSEBs) in its contract awards based upon availability. To participate as a JSEB on Buyer projects, a company must be certified as a JSEB with the City's Equal Business Opportunity Office.

This RFP and the resulting Contract are subject to requirements of the "Encouragement Plan," which is fully described on Attachment C to this RFP.

Contractors may contact Buyer's Equal Business Opportunity Office at (904) 255-8840 or find the JSEB directory on Buyer's website. Please contact the Contact Person identified in Section 1.12 if you are uncertain of Buyer's website address or if you experience problems accessing it.

1.6 Documents Available for Inspection.

N/A.

1.7 Federal Funds.

Federal funds will not be used as part of this solicitation.

1.8 Mandatory Pre-Bid Meeting and Site Visit.

Wednesday, August 2, 2023 at **10:00 a.m.** in the Ed Ball Building, 214 N. Hogan Street, Room 825 (8th floor), Jacksonville, FL 32202. Immediately following the meeting there will be a mandatory tour of the facility.

1.9 Response Due Date.

The deadline for submitting responses to this RFP is **Wednesday, August 16, 2023 at 2:00 p.m. EDT.** Please see Sections 2.3 and 2.4 for more details.

B. Contractor shall submit:

1) One (1) original signed version of its Response clearly marked as "ORIGINAL." The Response must be signed by an officer or employee having authority to legally bind Contractor.

2) Three (3) paper ("hard") copies of the entire Response. Copies must be exact duplicates of the original.

3) One (1) digital scanned copy (in .PDF format) of the entire Response on a flash drive. The scanned copy must be **one complete file**, not a series of files, and be an exact duplicate of the original.

4) One (1) REDACTED scanned copy of the Response (**if necessary**, pursuant to Section 2.12). This copy should be marked "Confidential - Trade Secret" or something comparable to alert the reader of Contractor's claim of a public records exemption.

All copies are to be placed in a sealed package. The outside must be marked with (i) the RFP title and number, and (ii) Contractor's name, address, contact person, and telephone number.

It is the sole responsibility of each Contractor to assure all copies are EXACT duplicates of the original Response. Photocopies or CD copies will be used for the purpose of evaluating the Responses. Any information contained in the original Response which has not been transferred to the CDs or photocopies will NOT be considered. The original document will be used solely for official record keeping and auditing purposes.

2.5 Evaluation of Responses.

A. Buyer will determine the qualifications, interest and availability of Contractors by reviewing all Responses and, when deemed necessary in the sole discretion of Buyer, by conducting formal interviews of selected Contractors.

B. Before making an award, Buyer reserves the right to seek clarifications, revisions, and information it deems necessary for the proper evaluation of Responses. Failure to provide any requested clarifications, revisions or information may result in rejection of the Response.

C. Buyer reserves the right to accept or reject any and all Responses, or separable portions thereof, and to waive any minor irregularity, technicality, or omission if Buyer determines that doing so will serve Buyer's best interests. Buyer may reject any Response not submitted in the manner specified by the RFP.

2.6 Award of Contract.

A. The process for contract award is set forth in Jacksonville Ordinance Code Sections 126.204. Generally, Buyer will award the Contract to the responsible and responsive proposer whose Response is determined in writing to be the most advantageous to the City of Jacksonville, based solely on the relative importance assigned to price and of the criteria set forth in Attachment B. The award may be contingent on the outcome of direct negotiations under Section 126.201(d)(4) and 126.201(n), *Ordinance Code*. If an agreement cannot be reached with the highest ranked Contractor, Buyer reserves the right to make an award to the next highest ranked Contractor or subsequent Contractor(s) until an agreement is reached.

B. Buyer may make an award within sixty (60) days after the date the Responses are due, during which period the Responses shall remain firm and shall not be withdrawn. Any Response that expresses a shorter duration may, in Buyer's sole discretion, be accepted or rejected. If award is not made within sixty (60) days, the Response shall remain firm until either the Contract is awarded or Buyer receives from Contractor written notice that the Response is withdrawn. [Note: Withdrawal of a Response may be requested within 72 hours (excluding State holidays, Saturdays and Sundays) after the date and time Responses are due. Buyer will not accept an amended Response after the date and time Responses are due.]

C. Except as may otherwise be expressly set forth in the RFP, Buyer intends to award one contract, but reserves the right to enter into a contract with multiple Contractors or to reject all Responses.

D. Based on the evaluation results, Buyer shall electronically post a notice of intended award at Buyer's website. Please contact the Contact Person if you are uncertain of Buyer's website address or if you experience problems accessing it. Any person who is adversely affected by the decision shall file with Buyer a notice of protest in accordance with the Protest provisions of the RFP. Buyer does not intend to provide tabulations or notices of award by telephone.

2.7 **Terms of Agreement**. After award to the successful Contractor, Buyer and Contractor will promptly enter into a written agreement (the "Contract") incorporating the terms of the RFP, the successful Response, and other terms and conditions as may be agreed to between the parties. To the extent the Response contains exceptions to or modifications of the RFP, such exceptions or modifications are stricken unless Buyer affirmatively accepts the exceptions or modifications in the Contract. The Contract will be substantially in the form set forth in an attachment to the RFP. Buyer will not be obligated to pay Contractor for the RFP services until the Contract is signed by both parties. Buyer retains the right to reject all bids and/or amend its notice of award at any time prior to the full execution of the Contract.

If the successful Contractor fails to perform the Services as agreed, Buyer reserves the right to (i) issue a new solicitation for the Services; (ii) reopen the RFP for the purpose of awarding a second contract to another Contractor in accordance with the criteria and processes set forth herein; and/or (iii) take such other actions permitted by law.

2.8 **Public Meetings and Special Accommodations**. Any meetings of the RFP evaluation committee (i.e., the Competitive Sealed Proposal Evaluation Committee), shall be noticed on Buyer's website and shall comply with Florida's Open Meetings Laws. Please contact the Contact Person if you are uncertain of Buyer's website address or if you experience problems accessing it. Persons requiring a special accommodation because of a disability should contact the Contact Person identified in Section 1 at least forty-eight (48) hours prior to the meeting.

2.9 **Ex-Parte Communications**. Communications regarding the RFP by a potential vendor, service provider, bidder, lobbyist or consultant to City employees, staff, or hired consultants are prohibited. This prohibition includes communications with the Buyer's Office of General Counsel unless the Contact Person has authorized those communications in advance. Violations may result in the rejection/disqualification of a Response.

These prohibitions on ex-parte communications do not apply to the following:

- communications regarding the RFP to the Chief of the Procurement Division or the Contact Person, provided the communication is limited strictly to matters of process or procedure already contained in the RFP.

Section 4
Description of Services and Deliverables

4.1 Background

The Downtown Investment Authority – Office of Public Parking is currently accepting proposals to obtain a source(s) of supply for the item(s) / service(s) as outlined in the Request for Proposals (RFP) documents provided. The purpose of this RFP is to obtain information about your firm, its ability to provide these items, and to obtain pricing commitments for the purchase of professional services, hardware, software, licenses, and materials to install and integrate camera and video recording hardware at the W. Duval Street Parking Garage, 33 W. Duval Street, Jacksonville, FL 32202. All new installations and replacements will connect to the City of Jacksonville's existing video and camera software solution.

4.2 Scope of Services

Install thirty-nine (39) new cameras in multiple locations at the W. Duval Street Parking Garage.

1. Contractor must provide a separate **project plan and statement of work (SOW) with associated timelines** which will include all the items in the Office of Public Parking requirements sections. Complete project must be ready for final testing by October 31, 2023.
2. The SOW must include the Project Manager's contact information for the duration of the project.
3. A documented Solution Warranty of twelve (12) months parts and labor will be activated on Go-Live date.
4. All work for the W. Duval Street Parking Garage must be scheduled directly with the Office of Public Parking. Customer-impacting work will need to be scheduled and approved as per the City's Information Technologies Division Change Management process during non-business hours.
5. Provide and install the cameras, connections, and related equipment listed in Section 4.3 Materials using the following scope of work:

   (a) Head End – Power Closet Room 105

   - Provide and install a wall mounted swing-out network equipment rack.
   - Provide and install a 48-port CAT6 patch panel.
   - Provide and install two (2) Altronix NETWAY16G managed PoE+, 480W midspans. These midspans will provide 30 Watts of power to multi-sensor cameras only.
   - Provide and install two (2) Altronix EBRIDGE IP over Coax units.
   - Provide Lenel Digital Video per-camera channel licenses for each camera (39).
     - All programming for the cameras into the Lenel Digital Video. Management System environment is by COJ.
     - This proposal does not include additional network video storage.
   - The City of Jacksonville is responsible for providing, installing, and linking a 48-port PoE providing network switch into the equipment rack.

(b) Field Equipment – Thirty-Nine (39) Cameras – See the Design Plan for Camera Locations

- Demolish the existing coaxial and power cabling from the existing camera conduit infrastructure.
  - This proposal assumes that the existing in-ground conduits are home-run direct from where they are traceable within the garage 1st and 3rd floors to where they turn-up in the Power Closet Room 105.
- Provide and install two (2) in-cab elevator dome cameras.
  - Provide and install two (2) coaxial cables from the Power Closet Room 105 in existing conduit to the Elevator Equipment Room. Extend the existing conduit from the junction box to each elevator equipment cabinet and splice the new coaxial cable into the existing travel cable coaxial cable.
  - Provide and install two (2) Altronix EBRIDE IP over Coax units, one in each elevator cab, and connect the unit with the associated camera.
- Provide and install one (1) dome camera in the elevator Lobby 111.
  - This proposal assumes that there is an existing conduit path from the elevator lobby to Power Closet Room 105.
  - Provide and install CAT6 cabling for the camera.
- Provide and install twenty-two (22) Multi-Sensor 360 cameras throughout the garage.
  - Mount the cameras so that the lenses are just below the garage concrete ribbing using a pendant mount and drop-down pipe in seventeen (17) locations.
  - Mount the cameras using a wall/pole mount for the four (4) rooftop cameras.
  - Mount the W. Duval Street/Main Street exterior corner camera using a telescoping parapet mount just above the existing Enterprise Rental Car sign, extending the camera out over the building corner as far as the bracket will allow. Provide and install surface mounted conduit from the nearest existing junction box to the new camera location.
  - Provide and install CAT6 cabling for the cameras using the existing conduit infrastructure.
  - Provide and install GameChanger wire for cabling that will exceed three hundred feet (300′) in overall length.
- Provide and install fourteen (14) dome cameras throughout the garage.
  - Mount the cameras so that the lenses are just below the garage concrete ribbing using a pendant mount and drop-down pipe in eleven (11) locations.
  - Provide and install CAT6 cabling for the cameras using the existing conduit infrastructure.
  - Provide and install GameChanger wire for cabling that will exceed three hundred feet (300′) in overall length.

(c) Programming and Final Focus and Adjust

- Program the customer provided IP address into each camera and into the NETWAY16G managed midspans.
- Perform a final focus and adjustment of each camera with a COJ representative to ensure each is in crisp focus and has the desired field of view.

(d) Notes:

- Contractor must remove existing coaxial and power cabling currently within the existing conduit infrastructure.
- Contractor must provide and install the associated mounts and ancillary equipment required for each camera location.
  - Interior cameras will be mounted directly to the existing ceiling tiles or hard ceiling as applicable.
  - Exterior cameras will include a wall mount bracket, corner mount bracket, or hard ceiling mount bracket where applicable.
- Include a lift for high work at the location, including floor-coverings as needed.
- All POE+ network switches will be provided and configured by COJ.
- Provide and install CAT6 patch panels, to be mounted into Contractor provided enclosures for CAT6 cable termination, per provided design drawings.
- Contractor will program the COJ provided IP address into each camera and perform a final focus and adjustment with a COJ representative to ensure the proper field of view. Lenel Digital Video servers will be provided by COJ.
- Contractor will provide COJ with a floorplan indicating camera locations marked with the associated camera name and IP address.
- COJ will provide a digital copy of the floor plan for as-built creation.

Continued on next page.

4.3 Materials

Use the following table for specific camera and equipment requirements (no substitutions, refurbishments, or used parts):

Line	Qty.	Part	Description	Manufacturer
Head End Equipment				
1	1	NO- CWR1226PD	12 SP 26 D WALL CAB W/PLEXI DR	Middle Atlantic
2	2	AX- NETWAY16 G	16PORT MANAGE POE+ MIDSPN 480W	Altronix
3	1	0E-C6PP48	CAT6 PATCH PANEL 48 PORT	W Box Technologies
4	2	AX- EBR1CRT	1-PORT IP-OVR-COAX REC/TRN KIT	Altronix
5	39	SW-LNR- CH1	LenelS2 Network Video Recorder Software - Includes a single channel software license for one IP/ Network-based camera channel to be used with either a customer provided PC or adding on to a turnkey system. The customer-provided PC must meet or exceed the minimum DVC-SX PC configuration requirements listed above (maximum of 63 IP/network channels per recorder based on video resolution, frame rate, quality and processing options being utilized).	Lenel
Cameras and Brackets				
6	22	Z4- 02218001	P3727-PLE Panoramic Camera, 4x2MP, 360 IR Coverage	Axis
7	22	Z4- 01513001	T94N01D PENDANT KIT	Axis
8	17	Z4-5504641	T91B63 Ceiling Mount	Axis
9	4	Z4-5504821	T91D61 Wall Mount 1.5 NPS	Axis
10	1	Z4-5507271	T91D62 Telescopic Parapet Mount	Axis
11	17	Z4- 02328001	P3265-LVE High-performance fixed dome camera with Deep Learning Processing Unit (DLPU).	Axis
12	14	Z4-5505871	T94T01D Pendant Kit	Axis
13	14	Z4-5504641	T91B63 Ceiling Mount	Axis
Wire				
14	16	6M-258310333	GameChanger Extended Range Wire, CAT6, Non-Plenum	Paige Cable
15	7	7756030	23-4P Unshielded Solid Non-Plenum Cat6 Ylw Jkt	Windy City Wire
16	11	0E-C6YW16	CAT6 Patch Cable, Yellow, 1', 6 Pack	W BOX TECH
17	1	G0- S451700P	CAT6 RJ45 Connector, Pack of 100	Simply45

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(End of Section)