SUBJECT: JACKSONVILLE PUBLIC LIBRARY AND THE OFFICE OF PUBLIC PARKING DIVISION CAMERA SECURITY SOLUTION AND INTEGRATION

BID #: ESC-0550-19 **OPEN DATE: 2019-08-07**

COMPETITIVE SEALED PROPOSAL EVALUATION COMMITTEE

KIND AND BASIS OF CONTRACT: SUPPLY CONTRACT – FROM DATE OF AWARD THROUGH THE COMPLETION OF PROJECT
AGENCY: INFORMATION TECHNOLOGIES DIVISION

BASIS OF AWARD: HIGHEST SCORING RESPONSIVE, RESPONSIBLE BIDDER BASED ON THE EVALUATION CRITERIA

NUMBER OF BIDS INVITED: 26 **NUMBER RECEIVED:** 4 **OTHER:** 1

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to the highest scoring responsive, responsible bidder A3 COMMUNICATIONS, INC. in the amount of $545,967.24 for JACKSONVILLE PUBLIC LIBRARY AND THE OFFICE OF PUBLIC PARKING DIVISION CAMERA SECURITY SOLUTION AND INTEGRATION. Period of service will be from date of award through the completion of the project. The bidders with the following scoring ranking:

1. A3 Communications, Inc. – 89.83 points
2. W.W. Gay Fire & Integrated Systems, Inc. – 73.27 points
3. Security 101 – 70.62 points
4. Convergint Technologies LLC. – 60.58 points

Funding to be encumbered by account AFIT531CAM-06429 and DIPP412PGWS-06429, to be executed by formal contract through the Office of General Counsel.

Attachments: Recommendation Memo, Bid Tabulation Sheet, Scoring Matrix, Terms and Conditions, Description of Services

Analyst: _____ RUBEN OLA

RESPECTFULLY SUBMITTED: _____ GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Kenneth Lathrop, Chief of Information Technologies Division

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

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

INFORMATION TECHNOLOGIES DIVISION

CITY OF JACKSONVILLE

September 9, 2019

TO: Greg Pease, Chief of Procurement Division

THRU: Kenneth E. Lathrop, Chief of Information Technologies / CIO Kenneth E. Lathrop

FROM: Thomas Ossi, Technology Contract and Records Manager, ITD Thomas Ossi

SUBJECT: **ESC-0550-19 Jacksonville Public Library and the Office of Public Parking Division Camera Security Solution and Integration**

The Information Technologies Division (ITD) in conjunction with the Jacksonville Public Library and the Office of Public Parking Division, submitted an RFP for a Camera Security Solution and Integration. The solution will provide the purchase of technical services, hardware, software, licenses, and materials to install and integrate camera and video recording hardware at multiple Libraries and the Public Parking Water Street Garage.

The evaluation description criteria and maximum points for each category are provided in the evaluation matrix. The total maximum points a vendor can score is 100. The equipment and technical services will be awarded based on the evaluation criteria and will require a formal contract through Office of General Counsel. The term of the agreement will commence upon execution of the Contract and will continue until the project has been completed and accepted by ITD Project Manager and CIO (or designee).

The bid opened on July 24, 2019 and Procurement Division received four (4) vendor responses and one (1) no bid for BID # ESC-0550-19. Procurement Division forwarded the bid responses for our review.

Vendor Name	Overall Score
A3 Communications, Inc.	**89.83**
W.W. Gay Fire & Integrated Systems, Inc.	73.27
Security 101	70.62
Convergint Technologies LLC.	60.58

ITD Management recommends awarding bid to A3 Communications, Inc. as the highest ranking, responsive, responsible bidder based on points received, criteria, and price in the amount of $545,967.24. The evaluation committee consisted of Ray Albury, Executive Assistant, Public Library; Scott Barengo, Security Engineer, ITD; and Robert Carle, Public Parking Officer. The period of service will commence upon execution of the contract and services will be paid via purchase orders. Funding Sources: AFIT531CAM-06429 $449,371.28 and DIPP412PGWS-06429 $96,595.96.

Your favorable consideration of this request is appreciated.

cc: CG Craig Galley, Information Security Officer, ITD
Attachments: Bid Tabulation Sheet / Scoring Matrix Summary / Evaluator Score Sheets

BID TABULATION SHEET

TITLE: Jacksonville Public Library and the Office of Public Parking Division Camera Security Solution and Integration
BID NO: ESC-0550-19
OPEN DATE: 08/07/2019
PURCHASING ANALYST: RUBEN OLA
NO. INVITED: (26) No. Received: (4) No Bids: (1)
RECORDED BY: J. Hernandez

			A3 COMMUNICATIONS, INC.	SECURITY 101	CONVERGINT TECHNOLOGIES LLC	W.W. GAY FIRE & INTEGRATED SYSTEMS, INC.
ITEM #1 Jacksonville Public Libraries Requirements			$449,371.28	$138,375.84	$220,223.00	$627,838.00
ITEM #2 Public Parking Water Street Garage Requirements			$96,595.96	$661,483.01	$899,347.00	$178,849.00
	LUMP SUM PRICE		$545,967.24	$799,858.85	$1,119,570.00	$806,687.00
ITEM NO.	DESCRIPTION	POINTS				
1	Form 1 –LUMP SUM PRICE/PRICE SHEET (The contractor submitting the lowest cost to the City shall receive the maximum number of points for cost, 60 points. Each sub-sequentially higher cost shall be divided into the lowest cost received and the products score % will be multiplied by the maximum points available to render the points.) Score = (Lowest Bid/The Bid) X 60)	60	60.00	40.95	29.25	40.61
2	Vendor References - Form 4 (more Lenel integrations receives a higher score)	15	9.17	11.67	15.00	10.00
3	Project Plan, SOW and Timeline Meet the Requirements (see Section 4.2.1)	20	16.67	15.33	11.67	18.33
4	Project Resource Resume & Qualifications (see Section 1.4)	5	4.00	4.67	4.67	4.33
	Total Points	100	89.83	70.62	60.58	73.27
	Minimum Requirements:					
	Business/Corporate References:		✓	✓	✓	✓
	Insurance Agent Acknowledgement Form:		✓	✓	✓	✓
	Conflict of Interest:		✓	✓	✓	✓
	Addendums (1,2,):		✓	✓	✓	✓

SCORING MATRIX ESC-0550-19

Jacksonville Public Library and the Office of Public Parking Division Camera Security Solution and Integration

Total Points	60 Points	15 Points	20 Points	5 Points	OVERALL	Rank
Criteria	Form 1 –LUMP SUM PRICE/PRICE SHEET (The contractor submitting the lowest cost to the City shall receive the maximum number of points for cost, 60 points. Each sub-sequentially higher cost shall be divided into the lowest cost received and the products score % will be multiplied by the maximum points available to render the points.) Score = (Lowest Bid/The Bid) X 60)	Vendor References - Form 4 (more Lenel integrations receives a higher score)	Project Plan, SOW and Timeline Meet the Requirements (see Section 4.2.1)	Project Resource Resume & Qualifications (see Section 1.4)	Total Points (100)	
A3 COMMUNICATIONS, INC.						
Reviewer 1 (Bob Carle)	60.00	7.50	20.00	5.00	92.50	1
Reviewer 2 (Ray Albury)	60.00	15.00	20.00	5.00	100.00	
Reviewer 3 (Scott Barengo)	60.00	5.00	10.00	2.00	77.00	
Average	60.00	9.17	16.67	4.00	89.83	
SECURITY 101						
Reviewer 1 (Bob Carle)	40.95	10.00	0.00	4.00	54.95	3
Reviewer 2 (Ray Albury)	40.95	15.00	20.00	5.00	80.95	
Reviewer 3 (Scott Barengo)	40.95	10.00	20.00	5.00	75.95	
Average	40.95	11.67	13.33	4.67	70.62	
CONVERGINT TECHNOLOGIES LLC						
Reviewer 1 (Bob Carle)	29.25	15.00	20.00	5.00	69.25	4
Reviewer 2 (Ray Albury)	29.25	15.00	10.00	5.00	59.25	
Reviewer 3 (Scott Barengo)	29.25	15.00	5.00	4.00	53.25	
Average	29.25	15.00	11.67	4.67	60.58	
W.W. GAY FIRE & INTEGRATED SYSTEMS, INC.						
Reviewer 1 (Bob Carle)	40.60	15.00	20.00	5.00	80.60	2
Reviewer 2 (Ray Albury)	40.60	15.00	20.00	5.00	80.60	
Reviewer 3 (Scott Barengo)	40.60	0.00	15.00	3.00	58.60	
Average	40.60	10.00	18.33	4.33	73.27	

Section 4
Description of Services and Deliverables

4.1. Background

The Information Technologies Division (ITD) of the City of Jacksonville, Florida is currently accepting bids to obtain source(s) of supply for the item(s) / service(s) as outlined in the bid documents provided. The purpose of this bid invitation 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 Jacksonville Public Libraries and the Office of Public Parking Water Street Garage. 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 333 new cameras in multiple Jacksonville Public Libraries locations and one Public Parking Garage location.

1. Contractor must provide a separate project plan and statement of work (SOW) with associated timelines which will include all the items in the Jacksonville Public Libraries and Office of Public Parking requirements sections. Complete project must be ready for final testing by: October 31, 2019.
2. The SOW must include the Project Manager's contact information for the duration of the project.
3. A documented Solution Warranty of 12 months will be activated on Go-Live date.
4. Non-customer impacting work can be performed for the Jacksonville Public Libraries during normal business hours (Hours vary by location and are available on the www.jaxpubliclibrary.org/locations). All work for the Water Street 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.

4.3 Jacksonville Public Libraries (JPL) - REQUIREMENTS (REQUIRED FEATURES)

1) Provide and install the cameras listed in Section 4.3.4 per JPL Facility.

a. Provide and install the associated mounts and ancillary equipment required for each camera location.

1. Interior cameras will be mounted directly to the existing ceiling tiles.
2. Exterior cameras will include a wall mount bracket or corner mount bracket where applicable.
3. Include a lift for high work at each location, including floor-coverings as needed.

b. Provide and install CAT6 cabling for each camera.

1. All POE+ network switches will be provided and configured by COJ.
2. Provide and install CAT6 patch panels, to be mounted into existing COJ network equipment racks, for CAT6 cable termination.

c. Provide a Lenel IP channel license for each new camera location.

1. All programming of the new cameras into the existing Lenel Digital Video System will be done by COJ.
2. Lenel Digital Video servers will be provided by COJ.

2) 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.

3) Provide COJ with a floor plan indicating camera locations marked with the associated camera name and IP address.

a. COJ will provide a digital copy of the floor plan for as-built creation.

b. As-built will be created in a PDF format.

4) Use the following table for specific camera, equipment, and license requirements for Jacksonville Public Libraries (No substitutions, refurbishments, or used parts):

Jacksonville Public Libraries

Location Name & Address	Fixed Interior AXIS M3045V	Fixed Exterior AXIS P3225LVE-MKII	360 Interior AXIS P3717-PE	360 Exterior AXIS P3717-PE	PTZ Exterior AXIS P5635E-MKII	How Many Cameras Require a Lift?	Are IP Camera Licenses Required?	Total Camera Count
Regency Library 9900 Regency Square Blvd	4		2	6		6	Yes	12
Argyle Library 7973 Old Middleburg Rd. S			2	4		2	Yes	6
Charles W. Wesconnet Library 6887 103rd Street	1		2	6		5	Yes	9
Highlands Library 1826 Dunn Avenue	2		1	7		5	Yes	10
Brown Eastside Library 1390 Harrison St.	2			4		3	Yes	6
Dallas Graham Library 2304 Myrtle Avenue			1	6		3	Yes	7
Beaches Library 600 3rd Street	2		3	8		6	Yes	13
Mandarin Library 3330 Kori Road	4		2	7		6	Yes	13
Main Library 303 N. Laura Street	27		31	6	2	31	Yes	66
Maxville Library 8375 Maxville Blvd. 3 4			3	4		3	Yes	7
Murray Hill Library 918 Edgewood Avenue S.	1		1	4		3	Yes	6
Brentwood Library 3725 N. Pearl Street	2		4	1		3	Yes	7
Bradham Brooks, N.W. Library 1755 Edgewood Avnue W.	8	3		5		6	Yes	16
Oceanway Community Center 12215 Sago Avenue W				2		1	Yes	2
Pablo Creek Library 13295 Beach Blvd.	3		5	5		6	Yes	13
Southeast Library 10599 Deerwood Park Blvd	10		3	6		6	Yes	19
San Marco Library 1513 Lasalle Avenue	3		2	7		6	Yes	12
University Park Library AND SST 3435 University Blvd.	5		7	9		11	Yes	21

Willowbranch Library 2875 Park St.	1	2	5	5		6	Yes	13
Westbrook Library 2809 Commonwealth Avenue				3		1	Yes	3
West Regional Library 1425 Chaffee Rd. S.	4		4	7		6	Yes	15
South Mandarin Library 12125 San Jose Blvd.	2		4	6		6	Yes	12

4.4 Public Parking Water Street Garage - REQUIREMENTS (REQUIRED FEATURES)

1) Provide and install the cameras, connections, and related equipment listed in Section 4.4.4 for the Office of Public Parking Water Street Garage

a. Provide and install the associated mounts and ancillary equipment required for each camera location.

1. Interior cameras will be mounted directly to the existing ceiling tiles or hard ceiling as applicable.

2. Exterior cameras will include a wall mount bracket, corner mount bracket, or hard ceiling mount bracket where applicable.

3. Include a lift for high work at the location, including floor-coverings as needed.

b. Provide and install CAT6 cabling for each camera.

1. All POE+ network switches will be provided and configured by COJ.

2. Provide and install CAT6 patch panels, to be mounted into Contractor provided enclosures for CAT6 cable termination per provided design drawings.

3. CAT6 should be installed in rigid conduit where applicable.

c. Provide a Lenel IP channel license for each camera.

1. All programming of the new cameras into the existing Lenel Digital Video System will be done by COJ.

2. Lenel Digital Video servers will be provided by COJ.

2) 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.

3) Provide COJ with a floor plan indicating camera locations marked with the associated camera name and IP address.

a. COJ will provide a digital copy of the floor plan for as-built creation.

b. As-built will be created in a PDF format.

4) Use the following table provided for specific camera and equipment requirements for Public Parking Water Street Garage (No substitutions, refurbishments, or used parts):

Water Street Garage

Qty	Part	Description	Manufacturer
45	SW-LNR-CH1	Lenel 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-EX 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
45	Z4-01506001	P1445-LE HDTV FXD BLT CAM	Axis
5	TC-SMT1500LC	UPS 1500VA LCD POWER SUPPLY	Tripp Lite
1	NO-CWR1832PD	3' DATA WALL CAB,PLEXI,32D	MIDDLE ATLANTIC - U.S.
4	BW-RACKFC	22X24X24 NEMA 3R,OTDR/INDR FAN	MIERPRODUCT/FORMERLY BW/
20	NO-RR23RCN	2 SPACE, 3" DEPTH RACK RAIL RE	MIDDLE ATLANTIC - U.S.
6	H2-FORPP1RM	BLANK PP F/FBR OPTIC PNL 1RMS	ICC (INT'L CONN & CABLECORP)
10	H2-FOPT26BK	6PRT ST SMPLX ST ADPTR PNL BLK	ICC (INT'L CONN & CABLECORP)
14	556609	23-4P Unshielded Solid Plenum Cat6 Blue-Jacket	Windy City Wire
2000 feet	M9B045T	Multi-Mode Fiber, Indoor/Outdoor, 6-Strand 62.5/125	West Penn Wire
10	616MMST	6-Port ST Patch Panel, Multi-Mode	Optical Cable Corp
60	FQ-9500050	UNICAM CONNECTOR	FIBER INSTMNT
1	H2-FOJ7C301	1MTR ST/ST MM DUPLX F/O JMPR	ICC (INT'L CONN & CABLECORP)
8	H2-FOJ3M301	1MTR FBR JUMPER LC TO ST CONTR	ICC (INT'L CONN & CABLECORP)
5	ICMPP02460	24 Port CAT6 Patch Panel - Rack Mount	ICC (INT'L CONN & CABLECORP)
45	ICPCSK03BL	CAT6 Patch Cable, 3', Blue	ICC (INT'L CONN & CABLECORP)
12	N1-EL1500UW	OUTDR/POE-EXTENDER/KIT/-40C	NITEK

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) hard copies of the entire Response.

3) One (1) digital scanned copy (in pdf format) of entire Response, on a separate CD-ROM or flash drive. Large files may be scanned as several separate PDF files.

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 of 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.
- communications with the city employee responsible for administering the Jacksonville Small Emerging Business Program, provided the communication is limited strictly to matters of programmatic process or procedures.
- communications at any pre-proposal conferences.
- communications with the Office of Inspector General and his/her staff regarding any perceived inefficiency, misconduct or abuse by City employees.
- presentations before publicly noticed committee meetings.