The School District of the City of Saginaw
Request for Proposals

Objective

Saginaw Public Schools is accepting proposals to replace an existing security camera and building access control system. The District is interested in the most cost effective solution that meets all requirements outlined in the following specifications.

Section I.
General Requirements

1.0 Saginaw Public Schools reserves the right to accept or reject any or all bids in whole or in part, and to waive any irregularities in the bidding. They also reserve the right to award any contract as deemed in the best interest of the School District.

1.1 All goods and services quoted must be delivered F.O.B. destination with all transportation charges prepaid and included in the bid price.

1.2 Saginaw Public Schools policy is to not discriminate on the basis of race, religion, color, creed, sex, national origin, age, political beliefs or disability in its educational programs, employment practices and bidding processes. The bidder, by signing this Invitation to Bid, commits that it has a similar policy and will comply with Saginaw Public Schools non-discrimination policy.

1.3 Bidders must provide a complete bill of materials for the project including unit pricing.

1.4 No taxes are to be included in any bid price. Saginaw Public Schools is exempt from Federal and State taxes.

1.5 The district is not responsible for any costs incurred in preparing a bid response.

1.6 All project costs must be included in bid pricing. Charges such as travel, meals, lodging, equipment rental and the like not included in the bid price will not be accepted.

1.7 The District reserves the unrestricted right to reduce the contract amount by reducing the scope of work and/or components in order to meet budget or project requirements. Unit pricing from the bill of materials will be used to make contract adjustments.

1.8 Proposal must be mailed or delivered to the address below and received no later than June 8, 2018 at 12:00 noon. The District will not accept late submissions.

> Attn: Anitra Sweeney
> SPSD Security Camera RFP
> Saginaw Public Schools
> 550 Millard St.
> Saginaw, MI 48607

1.9 All questions regarding this RFP must be directed to Jean Lisee via email at jlisee@spsd.net. Question email messages must have a subject line of "SPSD Security Camera RFP". No phone inquiries will be accepted during the bid process.

Section II.
Project Requirements

Saginaw Public Schools has an existing IP camera network, video management and building access control system built on Honeywell Prowatch and MaxPro software. The District is seeking proposals to remove existing systems, and install new cameras, video management software, and access control. The project will be implemented over one to three years. Detailed proposal pricing is essential to allow for project segmentation and scaling the scope of work to meet budget goals.

1.0 Bid Responses must include the following:
    1.1. Two hardcopy and one electronic proposal
    1.2. A Proposal Overview
    1.3. Vendor Information
        1.3.1. Company's Legal Name, and name of any parent company
        1.3.2. Number of years performing security camera and access control work
        1.3.3. Have there been any lawsuits or legal actions involving your company over the past 3 years.
        1.3.4. List key personnel who will be assigned to the project with qualifications
    1.4. An annotated copy of RFP with acknowledgments of requirements and notes detailing any non-compliance with bid requirements
    1.5. Product documentation for all hardware or software included in the proposal
    1.6. Itemized Bill of materials
    1.7. Out of scope labor rate schedule
    1.8. Two verifiable references including contact names and phone numbers
    1.9. Evidence of liability Insurance and coverage levels
    1.10. A signed and notarized "familial relationship statement" disclosing any familial relationship(s) that may exist between the owner or employees of the bidder and any member of the Board of Education or its Superintendent.
    1.11. Affidavit of Compliance-Iran Sanctions
    1.12. Proposed contract language
2.0 Bidder Qualifications
    2.1 Bidders must be a reputable firm regularly doing this type of work with skilled and fully trained technicians capable of performing the installation in accordance with standard industry practices.
    2.2 Bidders must either be the manufacturer of the proposed equipment or a factory authorized distributor/contractor.
    2.3 Bidders may not use subcontracted labor as the primary project engineer or as the primary onsite installation technician.
    2.4 Bidders may be requested to provide documentation that they have the experience and financial ability to perform any contract awarded
    2.5 Contractor and subcontractor staff may be required to pass criminal background checks
3.0 General Project Requirements
    3.1 Contractors may store materials on site at their own risk. No materials will be accepted by the owner until physically installed.
    3.2 Contractors are responsible for acquiring any permits required for their work.
    3.3 All work must be in compliance with applicable laws, regulations, fire and building codes.

3.4 Work sites must be kept clean and free of debris. The contractor is responsible for disposing of all removed equipment, packing materials, and general debris each day.

3.5 Project timelines and invoicing schedules will be mutually agreed to as part of the final scope of work and material orders.

3.6 All materials must be new and the latest model available. No materials may be refurbished, used, or have an announced end-of-life or end-of-sale date.

3.7 The contractor will be responsible for all building damage related to their work. E.g. ceiling tiles, floors, facade

3.8 Bidders are asked to provided fixed pricing for 36 months

3.9 New cameras placements are ranked P1, P2, or P3 indicating their relative priority. Installation phases will generally follow these grouping for specific subsets of buildings.

3.10   Camera counts for each priority are owner estimates based on preliminary placements. Exact counts and placements will be determined by the contractor in cooperation with the Saginaw Public Schools Chief of Security prior to each implementation phase.

3.11   The contractor will provide a scope of work document and corresponding bill of materials based on bid pricing for each project phase.

4.0 Bid submissions will be reviewed based on the following criteria

4.1 Compliance with specifications

4.2 Purchase price and total cost of ownership

4.3 Quality of technical solution

4.4 Systems features

4.5 Vendor and product references

5.0 Saginaw Technical Environment

5.1 The owner operates (3) servers with dual E5-2680 processors, 256G memory running VMWare 6.5 with iSCSI based VMFS storage

5.2 All buildings are connected to the district data center using 1Gbps full duplex single mode fiber.

5.3 Building wiring closets are interconnected with fiber at 1Gbps. Switch stacks are interconnected with high speed stacking cables.

5.4 The owner will provide IEEE 802.3af powered switch ports for cameras. If the proposed solution requires IEEE 802.3at power this must be provided in the bid via multi-port mid-spans.

5.5 District structured cabling is certified CAT5e.

Section III.
Video Management System

1.0 Acceptable Video Management OEMs are Avigilon, Exacq, or Milestone
2.0 Removal and Disposal
    2.1 The owner will remove and dispose of existing network video management servers
       and storage.
3.0 Video Management System Requirements
    3.1 General
        3.1.1   Solutions that maximize the ability of the owner to independently
               operate and support the VMS system will be preferred.
        3.1.2   Video management servers must be implemented as VM guest
               machines in the owners existing VMWare environment.
        3.1.3   List all virtual server instances required under the proposed solution,
               including CPU, memory, and storage requirements.
        3.1.4   Proposals must include a new iSCSI storage unit sized and configured to
               meet video storage requirements for the complete project. iSCSI video
               storage will be directly mounted to VMS guest servers. VM system
               partitions will be provided by the owner.
        3.1.5   VMS software must be the latest version available at the time of owner
               acceptance of the project.
    3.2 System Features
        3.2.1   The VMS must present camera positions on building floor plans and by
               groups allowing access to live or recorded video for the selected
               camera.
        3.2.2   The VMS must support event driven SMTP messaging. Event types must
               include loss of camera image, motion in fenced areas of an image,
               system warnings and failures
        3.2.3   The VMS must use NTP for time
        3.2.4   The VMS must provide full camera viewing functionality via web
               browsers (Edge, IE, Chrome, Firefox) on existing district Windows 7/10
               computers over TLS communications.
        3.2.5   If browser plugins are required to view system video streams or manage
               the system, these must be listed
        3.2.6   VMS management may use a Windows based client, although web
               based is preferred.
        3.2.7   Systems must include iOS/Android mobile clients or use an adaptive
               web design to allow authenticated remote access to the VMS system.
        3.2.8   Event driven video capture with pre and post event recording must be
               supported
        3.2.9   The system must simultaneously support (1) viewer per building and (3)
               global access viewers without degradation of video capture,
               management, or viewing service.
        3.2.10 The proposed solution must store a minimum of 30 days of video for all
               new cameras listed in appendix A.
        3.2.11 The system must support continuous, scheduled, and event/motion
               based recording. Cameras must be configured to capture relevant video
               using recording methods appropriate for each camera location.

3.2.12   Specific video capture settings will be determined in consultation with the contractor but will not be less than 10fps with a 3 second pre and post event recording with motion masking and privacy screening as needed.

3.2.13   Camera video streams must use H.264.

3.2.14   Event based, time coordinated multi-camera playback of stored video must be supported

3.2.15   Display of pre-defined camera groups must be supported.

3.2.16   All camera audio capture must be disabled on cameras and in VMS software.

3.2.17   The VMS must support Network Video Interface Forum (ONVIF) standards

3.2.18   Video must be exportable in industry standard formats

3.2.19   Video must be exportable with timestamps and watermarks acceptable as evidence in legal proceedings either in standard formats or bundled with a distributable reader.

3.2.20   Systems must support LDAP for user authentication

3.2.21   Systems must allow printing still images from stored or live video

3.3 Services

3.3.1   The proposed system must be a fully functional turnkey implementation including all materials and services required to install and perfect video management services and camera installations.

3.3.2   Vendors must rack and configure the proposed video iSCSI storage. The owner will be responsible for any network or VMWare configuration work needed to present the storage to virtual VMS systems.

3.4 Warranty and Support

3.4.1   VMS software and installation work must be warranted free from defects in material and workmanship for 12 months from owner acceptance of project completion.

3.4.2   12 months OEM software telephone support is required

3.4.3   Software patches and upgrades must be provided for 12 months

3.5 Training

3.5.1   (3) onsite training classes must be provided for building level camera system viewers covering basic system access and operation

3.5.2   (1) onsite training class must be provided for security and IT staff covering system administration and advanced system operation

3.5.3   Describe any available online print and video training materials for system administrators and build level users

3.6 Documentation and Labeling

3.6.1   As-built documentation must include camera names, ID numbers, building, location description, MAC, DHCP assigned IP reservation, Camera make, model, and serial. If this information exists in the VMS management console, separate printed documentation is not necessary.

Section IV.
Camera Requirements

1.0 Acceptable Camera OEMs are Avigilon, Axis, Samsung, and Sony
2.0 Removal and Disposal
      2.1 All existing cameras and mounts must be fully removed.
      2.2 Removal costs are requested on a building by building basis to allow project
          segmentation.
      2.3 No old cabling may be left exposed.
3.0 Camera Requirements
   The owner would like to standardize on as few camera models as possible. For the purposes
of the bid, pricing should be based on one outdoor and one indoor camera model. Quotes
for additional or alternative camera models are encouraged. These must be listed as
alternate options outside of base bid pricing. Camera models not listed within bid pricing as
primary or alternate options will not be considered.
      3.1 Outdoor Cameras
          3.1.1   Cameras placements must comply with all legal requirements and be
                configured with privacy screening where necessary
          3.1.2   All default passwords must be changed at installation
          3.1.3   must use an vandal resistant bullet or clear dome design
          3.1.4   must be designed to prevent fogging, humidity, and condensation
                related issues
          3.1.5   IP66/NEMA 4x rated
          3.1.6   Cameras with optical zoom capabilities must be capable of and
                configured to return to a preset framing automatically
          3.1.7   Must be rated for ambient operating temperatures of at least -40C to
                50C
          3.1.8   Must provide high quality wide dynamic range capabilities
          3.1.9   Appropriate mounting brackets must be included
          3.1.10 Must use H.264 communications
          3.1.11 Must use progressive scan
          3.1.12 Min Resolution 3MP (approx. 2048x1536)
          3.1.13 Must be capable of a sustained 30 frames per second at full resolution
          3.1.14 Auto-Iris
          3.1.15 Varifocal
          3.1.16 Auto-focus
          3.1.17 IR-cut filter for day/night use
          3.1.18 Min 30 meter IR illumination
          3.1.19 Support for ONVIF
          3.1.20 Cameras must be at their most current firmware levels when accepted
                by the owner.
      3.2 Indoor cameras
          3.2.1   must use an vandal resistant clear dome design
          3.2.2   All default passwords must be changed at installation
          3.2.3   Internal cameras must produce clear images not blurred by the
                conditions and rates of movement typically found inside school
                buildings

      3.2.4   Cameras must support a depth of field, light management, and other characteristics related to image clarity important to achieve the owners goal of maximizing the ability to recognize faces in live and stored video.

      3.2.5   Must provide high quality wide dynamic range capabilities

      3.2.6   Capable of portrait or landscape image orientations

      3.2.7   Must use H.264 communications

      3.2.8   Must use progressive scan

      3.2.9   Min resolution 2MP (Approx. 1920x1080)

      3.2.10 Must be capable of a sustained 30 frames per second at full resolution

      3.2.11 Varifocal

      3.2.12 Autofocus

      3.2.13 Auto-Iris

      3.2.14 IR-Cut filter for day/night use

      3.2.15 Min 15 meter IR illumination

      3.2.16 Support ONVIF

      3.2.17 Cameras must be at their most current firmware levels when accepted by the owner.

4.0 Services

    4.1 The contractor must mount, aim, and focus the cameras in cooperation with the Chief of Security for Saginaw Schools.

    4.2 Camera installation must be performed outside of student instructional hours.

    4.3 Existing Ethernet cabling should be reused when present. If Ethernet cabling is not present, the contractor is required to install a new CAT5e drop terminated on an owner provided patch panel using a contractor supplied device side RJ45 biscuit and patch cable.

    4.4 Cabling must be in conduit or raceway suitable for the installation location. Cabling may not be exposed.

    4.5 Since an exact drop count will not be known until the final scope of work is determined and camera placements are finalized, a fix rate per drop is requested as an optional bill of materials item.

    4.6 Other materials that may be required such as raceway or mounting brackets must be listed as optional bill of materials components.

    4.7 Cameras must be fully configured in the VMS by the contractor. Specific video capture settings will be selected with owner approval.

5.0 Warranty and Support

    5.1 Cameras must carry a 1 year warranty from the date of final project acceptance

    5.2 Cameras that fail within the first year must be serviced and replaced as needed by the contractor at no additional expense to the owner.

6.0 Documentation

    6.1 Camera names, IP addresses, buildings, location description, and MAC address must be documented. If this information is readily accessible from the video management console, that is sufficient.

Section V.
Access Control Requirements

1.0 General
  1.1 Saginaw Schools currently uses Honeywell Prowatch for building access control.
  1.2 Existing readers, door strikes and latch hardware must be reused where possible.
  1.3 Proposals must include all materials and labor to replace the existing access control service on the entrances listed in appendix A.
  1.4 Doerr elementary currently has no controllers, readers, or electric door strikes. Proposals must include new access control for (2) entrances at Doerr.
  1.5 Service Center II currently has no controller, readers, or electric door strikes. Proposals must include new access control for (1) entrance at Service Center II.
  1.6 The existing system uses "Indala T2" fobs.
  1.7 The existing system uses PW5000 panels.
2.0 Removal and Disposal
  2.1 Any replaced building controllers, power backup units, and related hardware must be fully removed and disposed of.
  2.2 Removal costs are requested on a building by building basis to allow project segmentation.
  2.3 Building access control hardware must be removed and the service migrated in a way that minimizes downtime.
3.0 System Requirements
  3.1 Access control management solutions that will run the District's existing VMWare environment will be preferred.
  3.2 Solutions managed from browser based interfaces will be preferred. If there are plugin dependencies, these must be specified.
  3.3 The system must integrate with Active Directory for role based system management and authentication.
  3.4 The system must pull data from Active Directory or the District HR system for automated loading of employee data.
  3.5 The system must centrally manage building entrances using semi-autonomous building based controllers.
  3.6 Building access control must remain functional when commercial power fails for a minimum of 4 hours.
  3.7 The system as a whole must be capable of managing up to 100 readers and doors across 20 buildings.
  3.8 The system must support up to 1000 cardholders
  3.9 The system must support 1 operator per building, and 2 global operators.
  3.10   The system must be compatible with existing readers, and door strike hardware or include any necessary controllers, strikes, readers, and related equipment.
  3.11   Event, and system fault email notifications must be supported
  3.12   Scheduled, and manually triggered door actuations must be supported
  3.13   Centralized management and reporting is required
  3.14   Describe any capability to display building floorplans with door status information
4.0 Warranty and Support
  4.1 The system must be covered by a 1 year warranty against defects in hardware, software, and workmanship.

4.2 The access control software must be include 1 year of support

5.0 Documentation

5.1 As-Built documentation is required listing hardware make, model, serial, installation location, IP & MAC address, and doors managed.

6.0 Training

6.1 (1) Onsite system administration training must be provided

6.2 (3) Onsite building operator training sessions also must be provided. Training sessions may be held with the corresponding camera training.

Section VI.
Quote

Required Attachments
[ ]   Vendor information
[ ]   Proposal Overview
[ ]   Annotated copy of full RFQ with acknowledgments of requirements and notes for any deviation
         from or qualifications of bid specifications
[ ]   Product documentation
[ ]   Itemized Bill of materials
[ ]   Out of scope labor rate schedule
[ ]   Customer References
[ ]   Liability Coverage
[ ]   Familial Disclosure Statement
[ ]   Affidavit of Compliance-Iran Sanctions
[ ]   Proposed contract language

Total Project Bid $_____

Company   _____
Name   _____
Authorized Signature _____
Telephone   _____
Date   _____

Building	Building Camera Removal	Access Control, Removal and Installation	P1 Cameras and Installation	P2 Cameras and Installation	P3 Cameras and Installation
Saginaw High	$	$	$	$	$
Arthur Hill	$	$	$	$	$
Saginaw Career Complex	$	$	$	$	$
Saginaw Arts and Sciences Academy	$	$	$	$	$
Thompson	$	$	$	$	$
Zilwaukee	$	$	$	$	$
Arthur Eddy	$	$	$	$	$
Handley	$	$	$	$	$
Herig	$	$	$	$	$
Kempton	$	$	$	$	$
Loomis	$	$	$	$	$
Merrill Park	$	$	$	$	$
Chester Miller	$	$	$	$	$
Jessie Rouse	$	$	$	$	$
Stone	$	$	$	$	$
Doerr	$	$	$	$	$
Maintenance/Transportation	$	$	$	$	$
Administration	$	$	$	$	$
Service Center II	$	$	$	$	$

Sworn and Notarized Familial Disclosure Statement

The undersigned, the owner or authorized officer of _____
(the "Bidder"), hereby represents and warrants except as provided below, that no familial
relationships exist between the owner or any employee of the bidder and any member of
the Board of Education or the Superintendent of the School District of the City of
Saginaw.

[ ]   The following are the familial relationship(s):

Owner/Employee Name: Related to: Relationship:

_____   _____   _____

_____   _____   _____

_____   _____   _____

[ ]   There are no familial relationships that exist between the owner or employee(s)
          of the Bidder.

BIDDER:

_____

By: _____

Printed Name & Title:

_____

STATE OF MICHIGAN   )
)ss.
COUNTY OF _____)

Subscribed and sworn before me, this _____

day of _____, 20_____, in and for

_____ County, Michigan

by _____

(Signature)   NOTARY PUBLIC

My Commission Expires _____

Iran Business Relationship Affidavit

Effective April 1, 2013 all bids, proposals and/or qualification statements received in the State of Michigan must comply with the "Iran Economic Sanctions Act". The Following certification is to be signed and included at time of submittal:

Pursuant to the Michigan Iran Economic Sanctions Act, 2012 P.A. 517, by submitting a bid, proposal or response, respondent certifies, under civil penalty for false certification, that it is fully eligible to do so under law and that it is not an "Iran linked business," as that term is defined in the Act.

_____   _____
Signature   Title

_____   _____
Company   Date

Appendix A

Building	New P1 Internal Cameras	New P1 External Cameras	New P2 Internal Cameras	New P2 External Cameras	New P3 Internal Cameras	New P3 External Cameras	Existing Cameras	Existing Access Control Panels PW5000	Existing Access Controlled Doors/ Readers
Saginaw High	68	0	11	6	8	0	111	3	11
Arthur Hill	68	0	11	6	9	0	99	2	8
SCC	20	1	1	6	0	0	42	3	13
SASA	28	0	6	7	5	0	54	1	4
Thompson	35	0	7	6	6	0	70	1	7
Zilwaukee	7	3	13	4	1	0	38	1	5
Arthur Eddy	6	3	22	4	2	0	0	1	3
Handley	5	2	37	3	5	0	14	1	4
Herig	4	4	23	4	2	0	30	1	5
Kempton	7	4	17	4	2	0	27	1	4
Loomis	5	4	18	6	2	0	27	1	3
Merril Park	3	4	15	2	1	0	4	1	1
Miller	4	4	17	2	1	0	2	1	1
Rouse	6	4	15	3	2	0	1	1	1
Stone	4	2	27	3	2	0	46	1	3
Doerr	3	2	10	1	1	0	0	0	0
Admin	2	0	4	2	0	0	4	1	1
Maint/Trans	4	0	3	3	0	0	1	1	2
Service Ctr II	3	0	1	2	0	0	0	0	0
	282	37	258	74	49	0	570	22	76

Managed Doors

Admin-N. Main Entry	Trans-Driver Entry	SCC-BldgB-Bus Mgmt Entry
Arthur Hill-Gym	Trans-Entry	SCC-BldgB-Comp Tech Entry
Arthur Hill-Main Entry	MerrilPark-Main Entry	SCC-BldgB-Sci/Law Entry
Arthur Hill-N. Front Entry	Miller-Staff Entry	SCC-BldgC-Auto Entry
Arthur Hill-NE Entry by Gate	Rouse-Staff Entry	SCC-BldgC-Contruction
Arthur Hill-Receiving	SH -Gym	SCC-BldgC-Electricity
Arthur Hill-SE entry	SH Main Entry	SCC-BldgC-Engineering
Arthur Hill-SW entry	SH NE Entry	SCC-BldgC-Welding
Arthur Hill-Staff Entry	SH NW Entry	Stone B&G Club Entry
Handley-Front Entry	SH Pool	Stone Main Entry
Handley-NE Entry	SH S Gym Hall	Stone W Entry
Handley-NW Entry	SH SE Entry	Thompson Art/Tech Ed
Handley-Playground Entry	SH Staff Entry	Thompson Band Area
Herig-Main Entry	SH SW Receiving	Thompson Boys Locker
Herig-N Entry	SH Webber St	Thompson Commons
Herig-Playground Entry	SASA Food Service Entry	Thompson Girls Locker
Herig-S Entry	SASA Front Entry	Thompson Gym
Herit Staff Entry	SASA Gym Entry	Thompson Main Entry
Kempton-E Gym Entry	SASA S Entry	Zilwaukee-E Entry
Kempton-Main Entry	SCC BldgA-Fence	Zilwaukee-N Entry
Kempton-N Playground Entry	SCC BldgA-Headstart	Zilwaukee NW Entry
Kempton-W Cafeteria Entry	SCC BldgA-Main Entry	Zilwaukee SW Entry
Loomis-Main Entry	SCC BldgA-W Entry	Zilwaukee W Entry
Loomis-S Entry		
Loomis-W Entry		