



**Request for City Council Committee Action
From the Departments of Information Technology and Procurement**

Date: August 27th, 2013
To: Honorable Betsy Hodges, Chair Ways & Means Committee
Subject: Approval of Official Publication No. 7832 Bids for City Wide Camera Surveillance System

Recommendation:

Acceptance of the low bids as indicated below, for a total estimated annual expenditure of \$500,000.00 distributed between two (2) vendors, to furnish and deliver all labor, materials, equipment and incidentals necessary for City Wide Camera System Surveillance System Service and Maintenance for the Minneapolis Information Technology Department, per attached pricing schedule.

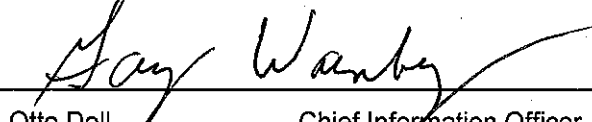
A + Systems Group and Pro-Tec Design, Inc.

Terms are net-30 days F.O.B.: Destination

Further recommend proper Officers be authorized and directed to execute a contract for this service, all in accordance with our specifications.

This has been approved by the Civil Rights Department.

Prepared by: Gary Warnberg Director, Purchasing



Approved by: Otto Doll Chief Information Officer

Financial Impact (Check those that apply)

No financial impact - or - Action is within current department budget.
(If checked, go directly to Background/Supporting Information)
 Action requires an appropriation increase to the Capital Budget
 Action requires an appropriation increase to the Operating Budget
 Action provides increased revenue for appropriation increase
 Action requires use of contingency or reserves
 Other financial impact (Explain): Action is within Budget
 Request provided to the Budget Office when provided to the Committee Coordinator

Background/Supporting Information:

Tabulation of four (4) bids received on Official Publication No. 7832 Bids for City Wide Camera Surveillance System

Attachments - Pricing Schedule
Tabulation Sheet

cc: B. Malinski
C. Teigen
A. Thomas
R. Crossland

PRICING SCHEDULE FOR A + SYSTEMS GROUP

Table A through E:

A. Time and Labor:

	Description	Crew Type	Unit Type	Price
1.	Weekday Cost	Service Technician	Hour	\$ 95.00/hour
		Installer	Hour	\$ 95.00/hour
		Project Manager	Hour	\$ 95.00/hour
		System Engineer	Hour	\$125.00/hour
		Layout/CAD Drawings	Hour	\$125.00/hour
2.	Weekday Evening Cost	Service Technician	Hour	\$190.00/hour
		Installer	Hour	\$190.00/hour
3.	Weekend/Holiday Cost	Service Technician	Hour	\$190.00/hour
		Installer	Hour	\$190.00/hour
4.	Lift Truck Rental	N/A	Daily	\$195.00/day

B. Equipment – New and Replacement Parts; furnish and deliver:

	Description	Brand	Percentage Discount Off MSRP
1.	Audio Monitoring Equipment	Louroe Electronics	20%
2.	Microphone Equipment	Louroe Electronics	20%
3.	Camera Equipment	Sperry West	---%
4.	Camera Equipment	Inter-Pacific	---%
5.	Camera Equipment	GE/Kalatel	---%
6.	Camera Equipment	Panasonic	20%
7.	Camera Equipment	Bosch	---%
8.	Camera Equipment	Altronix	20%
9.	Camera Equipment	Axis	22%
10.	Camera Equipment	Moog Quickset	---%
11.	Audio and Video Encoders	Axis	22%
12.	Audio and Video Encoders	Panasonic	20%
13.	HVR Equipment	BCDVideo	---%
14.	DVR Equipment	GE/Kalatel	---%
15.	Intercom and Patch Bay	Zenitel	---%
16.	Intercom and Patch Bay	Chatsworth	---%
17.	CCTV Monitors	Samsung	15%
18.	CCTV Mounting Bracket	Videolarm	15%
19.	Cable	Sewell	15%

C. Video Software License

	Description	Percentage Discount Off MSRP
1.	Milestone software (each)	16%
2.	Lenel On Guard software license (each)	---%
3.	Pivotal Vision software license (each)	---%

D. Software Support and Maintenance

	Description	Percentage Discount Off MSRP
1.	Milestone software license (yearly)	16%
2.	Lenel On Guard software license (yearly)	---%
3.	Pivotal Vision software license (yearly)	---%

Basis of Award:

1. Basis of Award Table
 - o This bid will be awarded to the two lowest responsive bidders, per the Basis of Award Table.
2. Work Distributed Between Contractors
 - o All service and maintenance related work requested by City Departments will be distributed to the original lowest awarded Contractor. If the lowest awarded Contractor is unavailable to perform the work requested within 10 business days or less, the City will request the second lowest awarded Contractor to perform that particular work request.
 - o Whenever non- maintenance/service related Project Work is anticipated to exceed \$10,000, the City will require itemized job quotes from the two awarded vendors. The Contractor with the lowest quote, for that particular project, will be awarded that particular job.
 - o Quotes must reflect your hourly rates and discounts, or lower, as submitted on your Bid Form.
 - o Quotes must be delivered to the Authorized Requestor within 10 business days.

PRICING SCHEDULE FOR PRO-TEC DESIGN, INC.

Table A through E:

A. Time and Labor:

	Description	Crew Type	Unit Type	Price
1.	Weekday Cost	Service Technician	Hour	\$110.70/hour
		Installer	Hour	\$ 48.00/hour
		Project Manager	Hour	\$ 86.16/hour
		System Engineer	Hour	\$ 86.16/hour
		Layout/CAD Drawings	Hour	\$ 86.16/hour
2.	Weekday Evening Cost	Service Technician	Hour	\$150.75/hour
		Installer	Hour	\$ 72.00/hour
3.	Weekend/Holiday Cost	Service Technician	Hour	\$218.40/hour
		Installer	Hour	\$ 96.00/hour
4.	Lift Truck Rental	N/A	Daily	\$150.00/day

B. Equipment – New and Replacement Parts; furnish and deliver:

	Description	Brand	Percentage Discount Off MSRP
1.	Audio Monitoring Equipment	Louroe Electronics	30.0%
2.	Microphone Equipment	Louroe Electronics	30.0%
3.	Camera Equipment	Sperry West	28.0%
4.	Camera Equipment	Inter-Pacific	17.0%
5.	Camera Equipment	GE/Kalatel	%
6.	Camera Equipment	Panasonic	24.0%
7.	Camera Equipment	Bosch	30.0%
8.	Camera Equipment	Altronix	35.0%
9.	Camera Equipment	Axis	6.0%
10.	Camera Equipment	Moog Quickset	%
11.	Audio and Video Encoders	Axis	6.0%
12.	Audio and Video Encoders	Panasonic	24.0%
13.	HVR Equipment	BCDVideo	10.0%
14.	DVR Equipment	GE/Kalatel	%
15.	Intercom and Patch Bay	Zenitel	12.0%
16.	Intercom and Patch Bay	Chatsworth	5.0%
17.	CCTV Monitors	Samsung	40.0%
18.	CCTV Mounting Bracket	Videolarm	25.0%
19.	Cable	Sewell	0.0%

C. Video Software License

	Description	Percentage Discount Off MSRP
1.	Milestone software (each)	14.0%
2.	Lenel On Guard software license (each)	20.0%
3.	Pivotal Vision software license (each)	13.0%

D. Software Support and Maintenance

	Description	Percentage Discount Off MSRP
1.	Milestone software license (yearly)	14.0%
2.	Lenel On Guard software license (yearly)	20.0%
3.	Pivotal Vision software license (yearly)	13.0%
4.	WaveReader	%

Basis of Award:

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 - o Quotes must reflect your hourly rates and discounts, or lower, as submitted on your Bid Form.
 - o Quotes must be delivered to the Authorized Requestor within 10 business days.

Purchasing Division - Bid Tabulation Summary

Official Publication No. 7832

Bids for City Wide Camera Surveillance System Maintenance & Service

Department: City Wide Contract

Bids Due: July 23rd, 2013 at 10 AM, local time

- Vendors:**
- 1. Converjint Technologies
7101 Ohms Lane
Edina, MN 55439
Erik Loken
 - 2. A+ Systems Group DBA A+ Security, Inc.
301 N Second Street
Mankato, MN 56002-3585
Jeffrey Domas
 - 3. Pro-Tec Design
5005 Cheshire Parkway N, Suite 3
Plymouth, MN 55446
Tom Hagen
 - 4. VideoTronix, Inc DBA VTI Security Integrators
401 West Travelers Trail
Burnsville, MN 55337-2554
Bryan Vlau

Basis of Award Table:		Qty.	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
Service Technician Weekday (per hr)		8	104.00	832.00	95.00	760.00	110.70	885.60	125.00	1,000.00
Installer - Weekend (per hr)		8	76.00	608.00	95.00	760.00	48.00	384.00	98.00	784.00
Lift Truck (per day)		2	350.00	700.00	195.00	390.00	150.00	300.00	350.00	700.00
Outdoor PTZ Cameras (% off MSRP)		2	8.00%	5,519.98	22.00%	4,679.98	6.00%	5,639.98	8.00%	5,519.98
Cable and Wire (per foot)		500	0.169	84.50	0.34	170.00	0.17	85.00	0.17	85.00
Milestone Software Licenses for Cameras (each)		2	282.94	565.88	329.00	658.00	282.94	565.88	268.15	536.30
			14.00%	486.66	16.00%	552.72	14.00%	486.66	18.50%	437.08
TOTAL:				\$ 8,231.14		\$ 7,312.70		\$ 7,781.24		\$ 8,526.07

Misc. Information:

Outdoor PTZ Camera MSRP Price: 2,999.99
 Extended Price (2): 5,999.98
 Outdoor PTZ Camera Discount: 480.00
 Milestone Discount: 79.22

1,320.00
105.28

360.00
79.22

480.00
99.22

