

**Notice of Request for Proposal
Hybrid Cloud Video Camera System Upgrade
Starmont Community School District**

DUE DATE FOR PROPOSALS: 3 p.m. -Thursday, October 10, 2024

I. GENERAL INFORMATION

The Starmont Community School District (Starmont) will consider all qualified responses to this RFP and score each response based on the evaluation criteria established in this RFP document. Sealed proposals are being solicited to add to Starmont's various camera systems in each of its three (3) locations. In order to be considered, proposals must be received in the Starmont business office by **3 p.m. on Thursday, October 10, 2024**.

STARMONT COMMUNITY SCHOOL CONTACT INFORMATION

Please contact Jerry Bentley, Technology Director, at jbentley@starmont.k12.ia.us for any questions, requests for clarification or interpretations. Responses will be handled as an addendum to this RFP and will be communicated to all potential vendors.

Contact Name: Jerry Bentley
Email: jbentley@starmont.k12.ia.us
Telephone: 563-933-4598
Address: 3202 40th Street, Arlington, Iowa 50606

II. SUBMISSION OF PROPOSALS

All proposals are due by 3 p.m. on or before Thursday, October 10, 2024. Proposals are to be mailed or hand delivered to the following location:

Starmont Community School District
RE: Video Surveillance and Access Control System Upgrade
Attn: Rob Busch
3202 40th Street
Arlington, Iowa 50606

III. SUBMISSION OF PROPOSALS

Any proposal received at the designated location after the required time and date specified

for receipt shall be considered late and non-responsive. Late proposals will not be evaluated for award.

Coverage & Participation

The intended coverage of this RFP, and any agreement resulting from this solicitation, shall be for the use of all buildings within the Company and itemized below. Starmont Community School District reserves the right not to enter into any contract, to add and/or delete elements, or to change any element of coverage and participation at any time without prior written notification and without any liability or obligation of any kind or amount.

Good Faith Statement

All information provided by Starmont Community School District in this RFP is offered in good faith. Individual items are subject to change at any time. Starmont Community School District makes no certification that any item is without error. Starmont Community School District is not responsible or liable for any use of the information or for any claims asserted there from.

IV. BACKGROUND

Starmont Community School District consists of three (3) sites:

- Starmont High School
- Starmont Middle School
- Starmont Elementary

All buildings are located at 3202 40th Street, Arlington, Iowa 50606

V. SYSTEM REQUIREMENTS

Starmont Community School District is seeking to update our current security camera system with additional cameras and monitors.

Camera Qualifications

The number of cameras needed is: 30 Total -11 exterior dome cameras with 4k resolution, 16 indoor dome cameras with 5MP resolution, 3 exterior fisheye cameras with 12MP resolution. All bids to be considered must include a 10 year software license with no recurring monthly or annual subscription fees. Acceptable bids will include all required parts, labor and installation costs for the new camera system.

All indoor and outdoor cameras shall have the following specifications at a minimum:

- **Platform:** Preference will be given to a hybrid cloud security platform, where products are managed through a single pane of glass
- **Platform:** Preference will be given to a solution that does not necessitate the use of NVRs / DVRs
- **Updates:** Automatic firmware and software updates, at no additional cost
- **Support:** 24/7 technical support included (call, email, chat), at no additional cost, including weekends and holidays
- **Camera Portfolio:** Full range of camera types offered: domes, mini-domes, bullets, fisheyes, multi sensors and PTZs
- **Resolution:** minimum of 5MP (1920 x 1080), and up to 8MP (3840 x 2160) resolution; up to 12MP (4056 x 3040) for fisheye cameras
- **Physical Impact:** IK08 vandal resistant rating or above, to protect against external mechanical impacts
- **Onboard Storage:** minimum of 128GB and up to 2TB for mini / standard domes, up to 8TB for multisensor, and up to 3TB for PTZ
- **Retention:** built in solid state storage drive, with a minimum of 30 (guaranteed), and up to 365 days of retention available via cloud backup license if needed
- **Backup:** 30-days cloud backup included with each camera
- **Recording:** recording 24/7
- **Recording:** Capability to record audio
- **Viewing:** Day and night viewing and recording capability
- **Frame Rate:** minimum of 24 FPS
- **Bandwidth:** Solution should have a small bandwidth footprint (20-50 kbps). No extra server/bandwidth/network upgrades required
- **Power:** Standard RJ45 connectivity including Power Over Ethernet (PoE) capability to receive power
- **Infrared (IR):** IR illumination for night visibility, minimum of 10m (33ft.) and up to 30m (98ft.) range; up to 100m (328ft.) for PTZ
- **Warranty:** all cameras (except the PTZ) must come with a 10-year warranty
- **Scalability:** Capability exists to add additional cameras on demand, as deemed necessary in the future
- **Support:** Advanced RMA at no additional cost
- **Support:** Ease of access to technical support team with 24/7 live support via phone, chat and email available
- **Analytics capability:** Capability to perform computer vision analytics at the edge - people analytics, vehicle analytics, license plate recognition, tamper alerts
- **Archiving:** True unlimited archiving, any footage archived goes to the cloud and is kept indefinitely across all cameras. No earmarking on the camera/cloud connector/NVR or a limit of 2-3 years.
- **Facial Recognition:** Facial recognition capability available (upload picture, save

faces, automated)

- **Setup: fast setup with plug-n-play cameras, without needing to open port forwards or set up VPNs**

Two additional video intercom units that integrate with the existing camera system and that have a ten year warranty. Here are some specifics you could also include.

- **Platform:** Preference will be given to a hybrid cloud security platform, where products are managed through a single pane of glass
- **Platform:** Preference will be given to a solution that does not necessitate the use of NVRs / DVRs
- **Updates:** Automatic firmware and software updates, at no additional cost
- **Support:** 24/7 live technical support included (call, email, chat), at no additional cost, including weekends and holidays
- **Integration:** Native integration with cameras, to allow for a comprehensive response to security threats
- **Physical Impact:** IP66 rating or better
- **Viewing Footage:** Can view anywhere in the world, onsite or remote
- **Install:** Ability to deploy any combination of video intercoms and receivers
- **Contingencies:** Built-in call routing for failover receivers and schedule-based call logic
- **Viewing Footage:** Ability to record and annotate all intercom calls

Company should offer a centralized platform to view camera footage with the following requirements:

- **Analytics:** Analytics capabilities comes included with purchase
- **Sharing:** Provide ability to share live link of live footage, historical footage and floor plans of a single camera or group of cameras with a set of external contacts via email and SMS (e.g., first responders)
- **Users:** Allows an unlimited number of Administrative Users. No additional software licenses are necessary for additional users
- **Analytics:** Provide the ability to filter video based on date and time range, and the physical description of a person (clothing color on top, clothing color on bottom, wearing a backpack, etc.)
- **Analytics:** Have the ability to search for a unique face captured by the camera across multiple cameras and multiple sites
- **Analytics:** Provide the ability to filter video based on date and time range in combination with the make, body and color of vehicles (cars, buses, trucks and motorcycles)

- **Analytics:** Ability to identify and search “hot spots” in a camera’s field of view for motion
- **Viewing Footage:** Facial recognition capability available
- **Viewing Footage:** Person of Interest (POI) notifications
- **Viewing Footage:** Can view anywhere in the world, onsite or remote
- **Viewing Footage:** Have the ability to export industry-standard video formats of selected video footage that can be viewed on standard platforms without a proprietary viewer
- **Viewing Footage:** Ability to securely access and view footage both on and off site at any time and on mobile, and to conduct person/vehicle analytics via the mobile device as well (both iPhone and Android)
- **Alerts:** Live alerts and notifications for when uploaded faces/people are detected by any camera
- **Alerts:** Provide either email or SMS notification of critical system events (camera failure, tampering, etc.)
- **Archive:** Ability to archive video footage with unlimited storage and to be saved on the cloud indefinitely

Installation and Configuration Qualifications

- Starmont Community School District is looking for a “turnkey” solution. The vendor will be responsible for all camera hardware, licensing, mounting, and configuration of equipment
- The vendor will be responsible for coordinating with the Starmont Community School District’s technology director in configuring the networking equipment to work with the existing networks
 - Cameras will be placed in an appropriate VLAN at each site and will use DHCP for addressing
 - Vendor shall supply camera specifications including: manufacturer, model, description, any special maintenance requirements and warranty
- Vendor to configure the camera frame rate and compression rates to balance quality, storage, and bandwidth utilization
- Vendor to configure the motion detection sensitivity (where appropriate)
- Vendor to configure each camera’s identification and description (using a naming scheme that incorporates building and location, scheme to be approved by staff before setup begins)
- Vendor shall be an authorized seller or partner of their proposed solution.
- Vendor is responsible for all mounting hardware, brackets, conduit, and accessories as required by manufacturer and/or site conditions to successfully place the cameras per proposal

- The field of view on all cameras is to be coordinated and confirmed with staff

VI. GENERAL TERMS

Consideration of Proposals

Starmont Community School District reserves the right to reject any and all proposals; to accept portions of bids and alternates in any order or combination; is not obligated to accept the lowest or any RFP; and may waive any informality or irregularity in submittal procedures.

Proposal Binding Period

Prices quoted in the Vendor's response for all labor and materials will remain in effect for a period of at least ninety (90) business days from the issuance date of the Vendor's response. Labor rates should remain in effect for the length of the project.

Price Stability

Contract prices and discounts shall be fixed at a not to exceed price at the time the contract is signed. In no case shall the price exceed the proposal price.

Proposal Ownership

All proposals shall remain the property of Starmont Community School District. This RFP is not an offer to contract. Acceptance of a proposal neither commits Starmont Community School District to award a contract to any supplier, even if all requirements stated in this RFP are met, nor limits our right to negotiate in our best interest. We reserve the right to contract with a supplier for reasons other than lowest price. We will thoroughly examine each proposal for best price, product quality, performance measures, flexibility and customer support.

Proposals are to be made in good faith, without fraud, collusion or connection of any kind with any other contractor for the same work. All bidders must complete in their own interest and on their own behalf. If you are subcontracting any portion of this agreement, you must identify the subcontractor in your proposal and agree that all subcontractors are bound to all terms and conditions of this RFP.

The supplier will absorb all costs incurred in the preparation and presentation of the proposal. All suppliers who submit proposals will be notified of the results of the selection process.

Starmont Community School District reserves the right to reject any or all proposals, in whole or in part, with or without cause, even if all the stated requirements are met. In

addition, Starmont Community School District may enter into negotiations with one or more entities simultaneously and award a contract without notification. At the sole discretion of Starmont Community School District, bidder presentations may be requested before award of the contract. Starmont Community School District may also request the opportunity to view a demonstration of the proposed technology.

Debarred Bidders or Subcontractors

A vendor who is currently subject to state or federal debarment order or determination shall not be considered for evaluation by the procurement team.

Conflict of Interest

A vendor may be disqualified on the basis of a real or apparent conflict of interest that is disclosed by the proposal or other data available to the Starmont Community School District.

Hold Harmless/Indemnification

The Vendor shall assume the entire responsibility and liability for any and all damages to persons or property caused by or resulting from or arising out of any act or omission on the part of the Vendor, its subcontractors, agents or employees under or in connection with this contract or the performance or failure to perform any work required by this contract. The Vendor shall hold harmless and indemnify the Starmont Community School District and its agents, volunteers, servants, employees, and officers from and against any and all claims, losses or expenses, including but not limited to attorney's fees, which either or both of them may suffer, pay or incur as the result of claims or suits due to, arising out of or in connection with any and all such damage or injury, real or alleged resulting from any act or omission of the Vendor. The Vendor shall, upon written demand by the Starmont Community School District, assume and defend at the Vendor's sole expense any and all such suits or defense of claims

Information provided to Bidders

The Vendor is deemed to have examined the Bid Documents and satisfied itself as to the sufficiency of the information provided and that its pricing summary covers the cost of complying with all of the requirements of the Bid documents and of all matters and things necessary for the due and proper performance and completion of professional services

Pricing

All Pricing should be submitted free of any sales tax. Starmont Community School District is sales tax exempt.

References

Provide a list of at least three (3) current references where similar maintenance packages are successfully being performed. The reference list is to include: contact individuals, organization name, current email address, and current telephone numbers.

Starmont Community School District reserves the right to contact any individuals that are listed for references regarding the technology, vendor, service, or any other factor.

Oral Contracts

Any alleged oral contracts or arrangements made by a respondent with any employee of Starmont Community School District will be superseded by the written contract.

Amending or Canceling Requests

Starmont Community School District reserves the right to amend or cancel this RFP, at any time, if it is in the best interest of Starmont Community School District.

Rejection for Default or Misrepresentation

Starmont Community School District reserves the right to reject the proposal of any vendor that is in default of any prior contract or for misrepresentation.

Clerical Errors in Awards

Starmont Community School District reserves the right to reject inaccurate awards resulting from clerical errors.

Rejection of Qualified Proposals

Proposals are subject to rejection in whole or in part if they limit or modify any of the terms and/or specifications of the RFP. Please note that sealed bids received after the above stated deadline may be rejected and considered disqualified, and no faxed bids will be accepted.

Dispute Resolution

Vendor disputes arising out of, or relating to, the contract must be submitted in writing to the Director of Business. The Director of Business will issue a decision within 10 business days. Vendors that wish to appeal the decision must do so by contacting the Superintendent within 5 business days of notification of the Director of Business. The Superintendent will issue a decision within 10 business days of receiving a written appeal of the Director of Business decision. The decision of the Superintendent is final.

Presentation of Supporting Evidence

If requested, respondent(s) shall present evidence of experience, ability and financial standing necessary to satisfactorily meet the requirements set forth in the RFP or those

implied in the proposals.

Changes to Proposals

No additions or other changes to the original proposal will be allowed after submission. While changes are not permitted, clarification at the request of Starmont Community School District may be required at the sole expense of the respondent.