



MEMORANDUM

To: Ms. Teresa Wilson, City Manager

From:  Sandra A. Wright, Purchasing Agent

Date: June 16, 2014

Re: Request for Council Approval/R153406

This is a request for City Council's approval to award the Video Security Services RFP to Statewide Security Systems, Inc., located at 1719 Taylor Street, Columbia, SC. Statewide Security Inc. will own, operate, and maintain video surveillance cameras on behalf of the City of Columbia; the City of Columbia will own the data.

Five (5) proposals were received in response to RFP00010-13-14, with one deemed non-responsive. We seek Council's approval for the contracting of the Video Security Services from the highest ranked, responsive and responsible offeror, Statewide Security Systems Inc. It is estimated the initial rollout will include cameras at 150 locations placed strategically throughout the City, at locations determined by the City. The initial rollout of the estimated 150 locations is expected to cost approximately \$427,500 with an annual maintenance cost of \$99,000. There will be an additional cost for live internet access of approximately \$90,000 (based on such service being provided to 75 of the 150 locations). The total annual cost estimate for the 150 locations is \$616,500. The exact amount to be spent will be dependent on the actual features utilized at each location, therefore the exact number of cameras may increase or decrease based on the specifics of the rollout.

The initial term of this agreement shall be for a period of three (3) years with the option to extend for an additional two (1) year periods, upon written agreement by both parties.

All work will be done in accordance with RFP00010-13-14 and with the professional services contract as negotiated and mutually agreed upon by both parties.

The funding for this project is comprised of multiple funding sources to include up to \$100,000 from Hospitality Funds and up to \$575,000 from the General Fund.

APPENDIX I – Cost Proposal Form

Note: Failure to use the City’s proposal form may result in rejection of proposal. City will use this form only for basis of project cost determination and will not consider other cost options found within an individual proposal.

Video Security Services – Proposal Form					
A	B	C	D	E	F
Bid Item	Item Description	Unit	Quantity	Unit Cost	Total Cost (D x E = F)
1	Camera Box Location with 4 cameras to include any set-up fees	EA	200		
2	Add on camera to an individual camera box/location²	EA	50		
3	Camera box with Dual 180 degree cameras (Optional Camera Setup)³	EA	10		
4	360 degree camera (Optional Camera Setup)⁴	EA	10		
5	Cost for O&M, Data Retrieval and Analysis) based on 200 boxes X 12 months	EA	2400 <i>(200 boxes per month for 12 months)</i>		
6	Additional charge for live internet-based viewing capabilities based on 100 boxes x 12 months	EA	1200 <i>(100 boxes per month for 12 months)</i>		
7	City’s Use of Contractor’s Monitoring Center - hourly/rate for Special Events	Hr	72		
8	Relocation Fee for Camera Box System	EA	20		

² Special Note: While most camera boxes will include 4 cameras per box, if additional cameras are added to the box, the maximum number will not exceed 6.

³ Please see definitions for further information regarding the optional dual 180° camera setup.

⁴ Please see definitions for further information on the 360° single camera setup.

Item Description	Unit	Quantity	Unit Cost TSC	Total Cost (D x E=F) TSC	Unit Cost ADS	Total Cost (D x E=F) ADS	Unit Cost Statewide Security	Total Cost (D x E=F) Statewide Security	Unit Cost SeSys	Total Cost (D x E=F) SeSys
Camera Box Location with 4 cameras	Ea	200	\$600.00	\$120,000.00	\$3,000.00	\$600,000.00	\$3,000.00	\$600,000.00	\$12,527.00	\$2,505,400.00
Add on camera to an individual camera box/location	Ea	50	\$100.00	\$5,000.00	\$1,200.00	\$60,000.00	\$300.00	\$15,000.00	\$12,527.00	\$626,350.00
Camera box with Dual 180 degree cameras	Ea	10	\$120.00	\$1,200.00	\$0.00	\$0.00	\$5,000.00	\$50,000.00	\$0.00	\$0.00
360 degree camera	Ea	10	\$140.00	\$1,400.00	\$0.00	\$0.00	\$6,000.00	\$60,000.00	\$0.00	\$0.00
Cost per camera box/per month (O&M, Data Retrieval and Analysis)	Ea	2400 (200 boxes per month for 12 months)	\$150.00	\$360,000.00	\$200.00	\$480,000.00	\$40.00	\$96,000.00	\$31.21	\$74,904.00
Additional charge per camera box location/per month for live internet-based viewing capabilities	Ea	1200 (100 boxes per month for 12 months)	\$10.00	\$12,000.00	\$100.00	\$120,000.00	\$100.00	\$120,000.00	\$9.50	\$11,400.00
City's Use of Contractor's Monitoring Center - hourly/rate for Special Event	Ea	72	\$100.00	\$7,200.00	\$150.00	\$10,800.00	\$75.00	\$5,400.00	\$182.00	\$13,104.00
Relocation Fee for Camera Box System	Ea	20	\$200.00	\$4,000.00	\$1,000.00	\$20,000.00	\$100.00	\$2,000.00	\$312.50	\$6,250.00
Total Project Cost for Year 1				\$510,800.00		\$1,290,800.00		\$948,400.00		\$3,237,408.00
Total Project Cost for Year 2				\$383,200.00		\$630,800.00		\$223,400.00		\$99,408.00
Total Project Cost for Year 3				\$383,200.00		\$630,800.00		\$223,400.00		\$99,408.00
Total Project Cost for Year 4				\$383,200.00		\$630,800.00		\$223,400.00		\$99,408.00
Total Project Cost for Year 5				\$383,200.00		\$630,800.00		\$223,400.00		\$99,408.00
Total Cost				\$2,043,600.00		\$3,814,000.00		\$1,842,000.00		\$3,635,040.00

This is the original cost spreadsheet summarizing all responsive and responsible bidders' cost and prior to negotiating with the highest ranked Offeror (Statewide Security Services).

The assumptions above were based on all bidders providing cost estimates for 200 camera box locations and other options plus annual maintenance. Due to budgetary limitations, the amount requested was reduced to an initial rollout of can
Explanation of columns in original solicitation (Appendix I attached)

A= Bid Item