

JACKSON COUNTY PUBLIC SCHOOLS REQUEST FOR PROPOSALS, #199-500200129

RFP Posted: January 29, 2020

1. Project Background and Description

Jackson County Public Schools in North Carolina is accepting proposals for PER-UNIT PRICING on IP Based Security Cameras and Video Recording.

JCPS recently received funding from Jackson County to increase our surveillance and security safety at our schools.

Deadline: Thursday, February 13th at 4:00 PM

2. Project Scope

Upon completion of this bid process and the approval of the winning proposal by the Jackson County Board of Education, JCPS intends to purchase at least 134 new IP based Security cameras and the Network Video Recording to go along with it. JCPS currently has 106 IP Cameras from Axis and Avigilon. These range from 3840x2160 to 720x480. The winning bidder must be able to support the existing cameras with their suggested video recording system. Current camera models will be listed in Appendix A. The system must be able to support at least 256 cameras.

JCPS will choose a winning vendor based on "best value" and most advantageous to Jackson County Public Schools. OEM's are encouraged to provide resellers with "first-preferred vendor" pricing for this project. Following approval of the winning proposal, a purchase order will be issued to the winning vendor as soon as possible.

All of the devices must be delivered to a single location at Jackson County Board of Education located at 398 Hospital Road, Sylva, NC 28779. There is no loading dock at the delivery location, so the delivery vehicle should be equipped with a lift gate if it is a large truck.

Deadline: Thursday, February 13th at 4:00 PM

The winning vendor shall:

- Have previously secured a purchase contract of similar size and value.
- Have been in the business of selling IP Surveillance for a minimum of three (3) years. Include a verification statement in the proposal that confirms the number of years the vendor has been in the business of selling computers.
- Provide three (3) references from current customers that have made volume purchases similar in scope to this procurement. Each reference must contain the point-of-contact's name, physical address, and telephone number. (at least one contact should be a school system.)
- Identify the names and contact information for any individuals assigned the responsibility of handling this account.
- Be the manufacturer, or authorized to purchase products directly from the manufacturer, or a reseller authorized to purchase from a distributor that is factory-authorized to purchase products directly from a camera manufacturer.
- Be the manufacturer or certified by the manufacturer of the item(s) to provide warranty and/or repair on the equipment included in the proposal.
- **Bids that cannot meet the delivery deadline will be scored according in the evaluation matrix.**
- Describe in detail any applicable self-maintainer or warranty.
- Ship all devices and accessories to:

Jackson County Public Schools
Attention: Jeremiah Jackson
100 Smoky Mountain Drive
Sylva, NC 28779

- Ensure the delivery vehicle is equipped with a lift gate if it is a large truck.
- Include Shipping cost in bid
- Include an estimated amount of time from receipt of PO to fulfillment of the order.
- Consider any shortages of parts that might affect the ability to meet the shipping deadline. Include an explanation in the bid packet.
- No Chinese camera manufacturers accepted. (Hikvision etc.)
- Include renewal cost for licensing after first year.
- Demo the product to the evaluation team on February 17th. You will be contacted on February 14th to schedule a time.
- Price all needed components and licenses for the NVR
- Price the cameras and components on a quantity of 1 to make comparison easy. Include prices for mounts and other common accessories.

3. Camera Specifications/Minimum Requirements

Following are the required specifications IP Cameras.

Inside Dome IP Camera (single sensor)

- 3 Megapixel or higher
- Remote Auto-Focus preferred
- Must support 30 frames per second.
- IR emitters preferred
- Remote Varifocal lens (adjust field of view)
- Motion detection
- Day/Night Mode
- Multi-stream capable
- H.264, H.265, Motion-JPEG
- Ethernet, RJ-45
- Power over Ethernet – 802.3at or 802.3af or 802.3bt
- Surface mount or Ceiling Mount
- Dynamic Stream Management (HDSM, Zipstream, etc)
- ONVIF compliant
- HTTPS management
- Alarm In/Alarm Out terminals
- Shatter and vandal resistant.
- Analytics (person or object detection) preferred

Multi-Sensor Camera

- 3 Megapixels or higher per sensor
- 360 degree, 270 degree or 180 degree coverage options
- 3 or 4 camera sensors in the same enclosure
- IR emitters available
- Must support at least 10 frames per second
- Motion Detection
- Day/Night Mode
- Multi Stream Capable
- H.264, H.265, Motion JPEG
- Ethernet RJ-45
- Power over Ethernet - 802.3at, or 802.3af, or 802.3bt
- Indoor or Outdoor
- Ceiling mount, NPT mount, Wall Mount, Surface Mount
- HTTPS Management
- ONVIF Compliant
- Stream Compression (HDSM, ZipStream etc)
- Alarm In/Out
- Analytics (person or object detection) preferred

Box / Bullet Camera

- 3 Megapixel or higher
- Remote Auto-Focus preferred
- Remote Zoom
- Remote Varifocal lens (adjust field of view)
- Must support 30 frames per second.
- IR emitters available
- Motion detection
- Day/Night Mode
- Multistream capable
- H.264, H.265, Motion-JPEG
- Ethernet, RJ-45
- Power over Ethernet – 802.3at or 802.3af or 802.3bt
- Surface mount, Ceiling Mount, Wall Mount
- Dynamic Stream Management (HDSM, Zipstream, etc)
- ONVIF compliant
- HTTPS management
- Alarm In/Alarm Out terminals
- Shatter and vandal resistant.
- Analytics (person or object detection) preferred
- License Plate Detection available (can be a separate model camera if needed)

4. Network Video Recorder Specifications/Minimum Requirements

- Include cost to handle 256 cameras. (If that requires multiple NVRs, put that in your packet)
- Windows 10 client is required
- Apple IOS and Android Apps are a bonus
- Must be able to handle at least 3 people per site monitoring the cameras at the same time. (around 30 people.)
- Must be able handle having 16-48 cameras open at the same time by multiple clients.
- Prefer ability to send lower quality stream to the client until it is focused on, to help with having many cameras open at the same time.
- 10Gig Ethernet Copper support
- Multiple network ports. At least one for client traffic and one for camera traffic.
- Ability to store license plates in a searchable database is a bonus (correlate License plates with saved video)
- Thumbnail video searching is a bonus. (Ability to narrow down the time in which an event occurred by looking at thumbnails of the timeline)
- Must be able to store video for at least 30 days. 60 days preferred.
- NVR must be a branded solution, with support from the manufacturer.
- Ability to integrate with Paxton Access Control is a bonus.
- Must be able to support current cameras for recording, motion detection, and PTZ control. See Appendix A
- Analytics is a bonus: (Including but not limited to: appearance search, gun detection, license plate, facial recognition, clothing recognition.)
- Export video to DVD or flash media for legal cases
- 1 year licensing and support

5. Evaluation Criteria

This is a “BEST VALUE” procurement, and, as such, the award will not necessarily be made to the vendor submitting the lowest price. Instead, the award will be made to the vendor submitting the best responsive proposal that is most advantageous to Jackson County Public Schools.

Instructions to Bidders (please read carefully):

The following pre-determined criteria will be used to evaluate and score the proposal for each individual model. If the proposal for either model is disqualified, it will not disqualify the entire proposal.

THE UNIT PRICE FOR EACH MODEL MUST BE CLEARLY PRESENTED.

PROPOSALS MUST INCLUDE AND IDENTIFY THE COSTS FOR ETCHING, WARRANTY, AND SHIPPING.

PROPOSALS THAT DO NOT SPECIFY THE INCLUSION OF ETCHING AND WARRANTY COSTS WILL BE DISQUALIFIED.

PROPOSALS THAT DO NOT SPECIFY THE INCLUSION OR COST OF SHIPPING WILL BE DISQUALIFIED.

PROPOSALS THAT DO NOT MEET THE DEVICE SPECIFICATIONS LISTED IN SECTION 3 WILL BE DISQUALIFIED.

PROPOSALS RECEIVED AFTER 4:00 PM ON THURSDAY, FEBRUARY 13 2020 WILL BE DISQUALIFIED.

Purchase order expected to be sent to winning bidder for the purchase of devices BY March 1st, 2020.

Criteria	Scoring Criteria	Total
Unit Price including warranty, shipping, and licensing.	Score based on a percentage of cheapest response. (Unit price will be highest weight in scoring matrix)	
Cameras meets specifications	How quickly can the devices be delivered?	
NVR meets specifications	Does the device meet RFP specifications	
Analytics bonus	Can the cameras and NVR perform analytics? Points awarded for advanced capabilities	
JCPS Prior experience with Vendor	Prior experience with purchasing or warranty with the vendor.	
User Interface	How easy is it for our users to use the system?	
Access Control Integration	Can the system integrate with Paxton Access Control or other similar systems?	

Deadline: Thursday, February 13th at 4:00 PM

6. Proposal Return Instructions

SEND ONLY ONE FULLY EXECUTED, COMPLETE PROPOSAL TO THE EMAIL ADDRESS **OR** MAILING ADDRESS BELOW. FAXED PROPOSALS WILL NOT BE ACCEPTED.

BY EMAIL (preferred): cto@jcpsmail.org

BY MAIL ADDRESS: Jackson County Public Schools
 Attention: Jeremiah Jackson
 398 Hospital Road
 Sylva, NC 28779

INDICATE THE RFP NUMBER IN THE SUBJECT LINE OF AN EMAIL OR ON THE ENVELOPE OF A MAILED PROPOSAL.

DEADLINE: Thursday, February 13th AT 4:00 PM

Phone calls will not be accepted or returned in relation to this RFP.

Questions must be submitted in writing(email) by February 10th at 4:00 PM. Questions can be emailed to cto@jcpsmail.org.
Answers will be posted to the JCPS Purchasing Website
<https://www.jcpsnc.org/departments/finance/purchasing> by February 11th at 4:00 PM.

It is the bidder's responsibility to read this entire document, review all enclosures and attachments, and comply with all requirements specified herein. **FAILURE TO COMPLETE THE ATTACHED PROPOSAL FORM AND THE IRAN DIVESTMENT ACT CERTIFICATION FORM WILL RENDER THE ENTIRE QUOTE INVALID.**

Jackson County Public Schools will not evaluate or consider any additional terms and/or considerations submitted with a quote. This applies to any language appearing in or attached to the document as part of the bidder's response. **DO NOT ATTACH ANY ADDITIONAL TERMS AND CONDITIONS.** By execution and delivery of this proposal, the bidder agrees that any additional terms and/or conditions, whether submitted purposely or inadvertently, shall have no force or effect. **FAILURE TO INCLUDE AN AUTHORIZED SIGNATURE WILL RENDER THE ENTIRE PROPOSAL INVALID.**

The proposal shall be valid for no less than 45 days from the deadline stated on this page.

Bidders are urged to compute all discounts into the price offered. If a prompt payment discount is offered, it will not be considered in the award of the contract.

Any deviation from specifications indicated herein must be clearly identified. Otherwise, it will be considered that items offered are in strict compliance with these specifications, and bidder will be held responsible therefore. Deviations shall be explained in detail. **The bidder shall not construe this paragraph as inviting deviation or implying that deviation will be acceptable.**

Jackson County Public Schools reserves the right to reject any and all quotes, to waive any informality in quotes, and, unless otherwise specified by the bidder, to accept any item in the quote. If either a unit price or extended price is obviously in error and the other is obviously correct, the incorrect price will be disregarded.

Jackson County Public Schools reserves the right to require and contact a list of references to determine the acceptability of the quote. Such information may be considered in the evaluation of the proposal.

Jackson County Public Schools invites and encourages participation by businesses owned by minorities, women, disabled, disabled business enterprises, and non-profit work centers for the blind and severely disabled. Such information will be considered in the evaluation of the proposal.

Qualified quotes will be evaluated and acceptance made of the best responsive quote most advantageous to Jackson County Public Schools as determined upon consideration of such factors as prices offered, the quality of the articles offered, the general reputation and performance capabilities of the bidders, the substantial conformity with the specifications and conditions set forth in the quote, and such other factors deemed by Jackson County Public Schools to be pertinent or peculiar to the purchase in question. Unless otherwise specified by Jackson County Public Schools or the bidder, Jackson County Public Schools reserves the right to accept any item or group of items on a multi-item proposal.

As provided by statute and rule, Jackson County Public Schools will consider keeping trade secrets which the bidder does not wish disclosed confidential. However, cost information shall not be deemed confidential. In spite of what is labeled as a trade secret, the determination of whether an item is or is not confidential will be determined by North Carolina law.

Contract award notices are sent only to those actually awarded contracts, and not to every person or firm responding to this solicitation.

Timeline of Events:

RFP Posting	January 29 th , 2020
Question Due Date	February 10 th , 2020 @ 4:00 PM
Questions and Answers Posted	February 11 th , 2020 @ 4:00 PM
Proposals Due	February 13 th , 2020 @ 4:00 PM
Public Bid Opening	February 14 th , 2020 @ 9:00 AM 398 Hospital Road Sylva, NC 28779
Bid Award	JCPS Board of Education meeting – Expected February 25 th , 2020
Vendor Notification	On or before February 28 th , 2020

PROPOSAL FORM

STUDENT AND TEACHER COMPUTING DEVICES FOR DEPLOYMENT IN JACKSON COUNTY PUBLIC SCHOOLS

RFP: 199-500200129

DUE DATE: Thursday, February 13 AT 4:00 PM

Proposals are subject to rejection if this form is not fully completed.

EXECUTION:

In compliance with this Request for Proposals, and subject to all the conditions herein, the undersigned offers and agrees to furnish and deliver any or all items upon which prices are offered at the prices quoted within the time frame specified herein. By executing this offer, I certify that this proposal is submitted competitively and without collusion, that none of our officers, directors, or owners of an unincorporated business entity has been convicted of any violations of Chapter 78A of the General Statutes, the Securities Act of 1933, or the Securities Exchange Act of 1934 (G.S. 143-59.2), and that we are not an ineligible vendor as set forth in G.S. 143-59.1. **False certification is a Class I felony.**

BIDDER/VENDOR	FEDERAL ID OR SOCIAL SECURITY NUMBER	
STREET ADDRESS	PO BOX	ZIP CODE
CITY & STATE & ZIP CODE	TELEPHONE NUMBER	
TYPE OR PRINT NAME & TITLE OF PERSON SIGNING	FAX NUMBER	
AUTHORIZED SIGNATURE & DATE*	EMAIL ADDRESS	

FAILURE TO EXECUTE/SIGN QUOTE PRIOR TO SUBMITTAL SHALL RENDER THE ENTIRE PROPOSAL INVALID.
LATE PROPOSALS ARE NOT ACCEPTABLE.

PLEASE ATTACH QUOTES TO THIS PROPOSAL FORM.

ALL UNIT PRICES MUST BE SHOWN CLEARLY AND BE FIRM PRICES AND FREE OF ANY ESCALATOR.

ADDITIONAL ORDERS, IN VARYING QUANTITIES, MAY BE PURCHASED AT THE UNIT PRICE.

All questions should be directed to Jeremiah Jackson, Chief Technology Officer, via email at cto@jcpsmail.org

Phone calls will not be accepted or returned

IRAN DIVESTMENT ACT CERTIFICATION REQUIRED BY N.C.G.S. 143C-6A-5(A)

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DUE DATE: Thursday, February 13 AT 4:00 PM

Proposals are subject to rejection if this form is not fully completed.

As of the date below, the vendor or bidder listed on this form is not on the Final Divestment List created by the State Treasurer pursuant to N.C.G.S. 143-6A-4.

The undersigned hereby certifies that he or she is authorized by the vendor or bidder listed on this form to make the foregoing statement.

BIDDER/VENDOR	
SIGNATURE	DATE
PRINTED NAME	TITLE

Notes to persons signing this form:

N.C.G.S. 143C-6A-5(a) requires this certification for bids or contracts with the State of North Carolina, a North Carolina local government, or any other political subdivision of the State of North Carolina. The certification is required at the following times:

- When a bid is submitted
- When a contract is entered into (if the certification was not already made when the vendor made its bid)
- When a contract is renewed or assigned

N.C.G.S. 143C-6A-5(b) requires that contractors with the State, a North Carolina local government, or any other political subdivision of the State of North Carolina must not utilize any subcontractor found on the State Treasurer's Final Divestment List.

The State Treasurer's Final Divestment List can be found on the State Treasurer's website at the address www.nctreasurer.com/iran and will be updated every 180 days.

Appendix A:

AXIS Camera

Model / Quantity

M3014	22
P3343	4
P3344	1
P3354	2
P3364-L	17
P5532	4
P5534	2
Q1755	1
Q1765-LE	3
Q6032-E	21
Q6035-E	2
Q6042-E	2
P3328-LVE	12
Q6045-E	0
P1428-E	1

Avigilon Camera

Model / Quantity

9C-H4A-3MH-270	10
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