

RFO #06-001 for IP Video Surveillance - Evaluation of Initial Offers

| Bearcom Wireless in conjunction w/Wunderlich-Malec | | Convergent Technologies | | NetVersant | |
|---|---------------------|---|--------------------|--|---------------------|
| Description | Pricing | Description | Pricing | Description | Pricing |
| Servers | | Police Workstation & Storage Server | \$18,498.38 | Servers | \$37,498.30 |
| Mansfield High School | \$40,922.86 | Mansfield High School | \$24,613.78 | Mansfield High School | \$19,878.61 |
| Summit High School | \$43,850.01 | Summit High School | \$25,264.71 | Summit High School | \$20,510.24 |
| Timberview High School | \$42,203.91 | Timberview High School | \$26,674.08 | Timberview High School | \$22,533.78 |
| Total | \$126,976.78 | Total | \$95,050.95 | Total | \$100,420.93 |
| <i>Note: Total they put on RFO</i> | <i>\$128,855.69</i> | | | | |
| | | | | | |
| Software | | Software | | Software | |
| Net DVMS | | On-Net Surveillance System Video Management System Software and Net DVMS licenses to accommodate installed IP cameras. | | The DVMS chosen is ONNSSI. The software will be installed on the three servers/workstations with the individual license file(s) for each camera. | |
| | | Note: Price includes only front-end software system and not single channel video licenses required by On-Net except for cameras specified in schools. | | | |
| Clarifications & Exclusions | | Clarifications & Exclusions | | Clarifications & Exclusions | |
| No conduit work is included. | | Only includes required software, PC server & workstation, monitors, brackets & cables as needed to provide a turnkey installation of the listed devices at the MISD police station. | | Will not provide conduit for the project. | |
| No electrical installation is included. | | Work to be performed M-F 8-5pm. | | All Cat-5 installs will be limited to 200ft. From the camera to POE. | |
| No overtime work is included. | | Conduit is not included in this proposal. | | | |
| | | Permits or associated fees not included | | | |
| CISV Number | | CISV Number | | CISV Number | |
| not listed | | 1364444620800 | | 1760241747300 | |
| Time Specified to Complete Project | | Time Specified to Complete Project | | Time Specified to Complete Project | |
| 49 days | | 78 days | | 15 business days | |
| Latest Projects K-12 | | Latest Projects K-12 | | Latest Projects K-12 | |
| Glen Rose ISD | | Wylie ISD | | None provided. | |
| | | Anna ISD | | | |
| | | White Settlement ISD | | | |

An evaluation team was established consisting of personnel from MISD Purchasing, Police and Technology, as well as two representatives from Huckabee and Associates. The evaluation team reviewed the offers, based on price, relevant experience, and overall design of the IP camera system. After this evaluation, it was determined that Convergent Technologies and Strand be short-listed to continue further negotiations. They were asked to demonstrate the functionality of both the hardware and software offered by their companies.

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| SSD Systems | | Strand | |
|---|-----------------------|--|-----------------------|
| <i>Description</i> | <i>Pricing</i> | <i>Description</i> | <i>Pricing</i> |
| Head-end Viewing | \$20,668.89 | Server | \$12,790.00 |
| Mansfield High School | \$63,445.00 | Mansfield High School | \$24,375.00 |
| Summit High School | \$72,330.00 | Summit High School | \$24,160.00 |
| Timberview High School | \$63,490.00 | Timberview High School | \$25,525.00 |
| Total | \$219,933.89 | Service & Warranty | \$4,342.50 |
| | | Discount for MISD | -\$14,342.50 |
| | | Total | \$76,850.00 |
| Software | | Software | |
| Devatel- panoramic view. | | All Strand software features are included without individual or district licensing fees. No restriction on number of users or viewing locations. | |
| | | No need for additional servers for future expansion. | |
| Clarifications & Exclusions | | Clarifications & Exclusions | |
| | | MISD responsible for purchasing the 20/20 VU District Appliance only once regardless of scalability. | |
| | | Pricing based upon District supplying power over ethernet switches. | |
| | | | |
| | | | |
| CISV Number | | CISV Number | |
| not listed | | 1830431445500 | |
| Time Specified to Complete Project | | Time Specified to Complete Project | |
| not listed | | 28 days | |
| Latest Projects K-12 | | Latest Projects K-12 | |
| Lakeside Union School District in CA | | Pekin ISD in IL | |
| Arvin Union School District in CA | | Kansas City School District in MO | |
| Rosedale Union School District in CA | | Aledo ISD | |

RFO #06-001 IP Video Surveillance - Short List/Demonstration Information and Initial Negotiations with Both Companies

| Convergint Technologies | | Strand | |
|--------------------------------------|----------------|---|--------------------|
| Description | Pricing | Description | Pricing |
| Total Cost for Proposed Offer | \$95,050.95 | Strand did not provide pricing for switches and mounts on their original offer. The following pricing was needed. | |
| | | Netgear 24 port 10/100 smart switch w/2 gigabit ports and 12 POE ports | \$4,800.00 |
| | | Rack Mountable 24 port CAT 5E Patch Panel | \$600.00 |
| | | | |
| | | New Total Cost for Proposed Offer | \$82,250.00 |

The District decided, during the demonstrations, that a change to the original system design was necessary in order to make it more functional for future expansion. The change would allow for individual servers to be located at the three high schools as well as one located at the Police Department. (The original design only required one central server to be located at the Police Department.) An additional decision was made to change a few of the PTZ cameras, located at each school, to megapixel cameras, which would increase functionality and add the capability to observe a larger area. Finally, it was decided that a three-year warranty of the material and workmanship was most desirable.

After discussing the demonstrations among the evaluation team, it was decided that Convergint was the vendor of choice. The evaluation team felt that Convergint's solution offered the best fit for the District's needs. Because Strand's software is written inhouse, there is some uncertainty as to the design. Customization will be necessary at an additional cost, as Strand's software does not currently offer the functionality the District desires.

Therefore, the evaluation team decided it was in the best interest to continue negotiations and obtain a best and final offer from Convergint Technologies.

| RFO #06-001 IP Video Surveillance - Best and Final Negotiations | | | |
|--|------------|-------------------|--------------------|
| Converjint Technologies | | | |
| MANSFIELD ISD POLICE PC & SOFTWARE | | | |
| Description | Qty | Unit Price | Ext. Price |
| Software | | | |
| NetDVMS-Base | 1 | \$1,921.79 | \$1,921.79 |
| Netswitcher-Viewer | 8 | \$75.64 | \$605.12 |
| NetSwitcher-Input | 29 | \$46.15 | \$1,338.35 |
| NetSwitcher-Controller | 1 | \$152.56 | \$152.56 |
| NetSwitcher-Aserver 10K | 1 | \$691.03 | \$691.03 |
| Dell Workstation | | | |
| 3.2GHz HT Workstation | 1 | \$1,866.67 | \$1,866.67 |
| Dell 23" LCD TV | 1 | \$961.54 | \$961.54 |
| Misc. Cables & Brackets for LCD | 1 | \$192.31 | \$192.31 |
| Dell Server for NVR | | | |
| Dell Power Edge 1800 3.6 GHz 1.3TB Raid | 1 | \$5,705.13 | \$5,705.13 |
| 30" LCD Monitor | 2 | \$1,532.05 | \$3,064.10 |
| Tatung LCD wall mount bracket | 2 | \$57.69 | \$115.38 |
| Other Charges | | | |
| Project Management | 1 | \$615.38 | \$615.38 |
| Engineering | 1 | \$256.41 | \$256.41 |
| Specialists | 1 | \$769.23 | \$769.23 |
| Warranty | 1 | \$483.86 | \$483.86 |
| Installation | 1 | \$1,076.92 | \$1,076.92 |
| Total Police PC & Software | | | \$19,815.78 |
| MANSFIELD HIGH SCHOOL IP CCTV | | | |
| Description | Qty | Unit Price | Ext. Price |
| Local Server PC | | | |
| Dell Power Edge 1800 3.6GHz 1.3TB Raid | 1 | \$5,705.13 | \$5,705.13 |
| Software | | | |
| NetDVMS-1C (1 per camera) | 8 | \$268.00 | \$2,144.00 |
| Interior Fixed Cameras | | | |
| Rugged Minidome Network Camera | 2 | \$953.33 | \$1,906.66 |
| In Ceiling Kit - Ofr SNC-DF70N | 2 | \$102.67 | \$205.34 |
| Exterior PTZ Cameras | | | |
| Network Color Camera NTSC | 3 | \$1,616.33 | \$4,848.99 |
| Outdoor Housing Pendant for SNCRZ20NON | 3 | \$457.33 | \$1,371.99 |
| Parapet MNT Adapt FDP8CSY & PFD8C/SY | 3 | \$255.77 | \$767.31 |
| Interior PTZ Cameras | | | |
| IPIX 3MP Rugged Dome XT | 2 | \$2,597.40 | \$5,194.80 |
| Axis 213 PTZ | 1 | \$1,812.00 | \$1,812.00 |
| Axis Indoor Recessed Enclosure | 1 | \$212.00 | \$212.00 |
| Cable and Materials | | | |
| CAT6 for Network Cameras | 2000 | \$0.27 | \$540.00 |
| CCTV AC Wall Mount Power Supply | 1 | \$202.67 | \$202.67 |
| 14 AWG, 2 Conductor, Flamarrest FPLP Red Jacket Plenum | 2000 | \$0.14 | \$280.00 |
| Dell 24 Port Switch | 1 | \$200.00 | \$200.00 |
| Other Charges | | | |
| Project Management | 1 | \$615.38 | \$615.38 |
| Engineering | 1 | \$256.41 | \$256.41 |
| Specialists | 1 | \$1,538.46 | \$1,538.46 |
| Warranty | 1 | \$724.96 | \$724.96 |
| Installation | 1 | \$4,340.35 | \$4,340.35 |
| Total Mansfield High School | | | \$32,866.45 |

| RFO #06-001 IP Video Surveillance - Best and Final Negotiations | | | |
|--|------------|-------------------|--------------------|
| Convergent Technologies | | | |
| SUMMIT HIGH SCHOOL IP CCTV | | | |
| Description | Qty | Unit Price | Ext. Price |
| Local Server PC | | | |
| Dell Power Edge 1800 3.6GHz 1.3TB Raid | 1 | \$5,705.13 | \$5,705.13 |
| Software | | | |
| NetDVMS-1C (1 per camera) | 9 | \$268.00 | \$2,412.00 |
| Interior Fixed Cameras | | | |
| Rugged Minidome Network Camera | 4 | \$953.33 | \$3,813.32 |
| In Ceiling Kit - Ofr SNC-DF70N | 4 | \$102.67 | \$410.68 |
| Exterior PTZ Cameras | | | |
| Network Color Camera NTSC | 2 | \$1,616.33 | \$3,232.66 |
| Outdoor Housing Pendant for SNCRZ20NON | 2 | \$457.33 | \$914.66 |
| Parapet MNT Adapt FDP8CSY & PFD8C/SY | 2 | \$255.77 | \$511.54 |
| Interior PTZ Cameras | | | |
| IPIX 3MP Rugged Dome XT | 2 | \$2,597.40 | \$5,194.80 |
| Axis 213 PTZ | 1 | \$1,812.00 | \$1,812.00 |
| Axis Indoor Recessed Enclosure | 1 | \$212.00 | \$212.00 |
| Cable and Materials | | | |
| CAT6 for Network Cameras | 2500 | \$0.27 | \$675.00 |
| CCTV AC Wall Mount Power Supply | 1 | \$202.67 | \$202.67 |
| 14 AWG, 2 Conductor, Flamarrest FPLP Red Jacket Plenum | 2500 | \$0.14 | \$350.00 |
| Dell 24 Port Switch | 1 | \$200.00 | \$200.00 |
| Other Charges | | | |
| Project Management | 1 | \$615.38 | \$615.38 |
| Engineering | 1 | \$256.41 | \$256.41 |
| Specialists | 1 | \$1,538.46 | \$1,538.46 |
| Warranty | 1 | \$731.77 | \$731.77 |
| Installation | 1 | \$4,552.29 | \$4,552.29 |
| Total Summit High School | | | \$33,340.77 |
| TIMBERVIEW HIGH SCHOOL IP CCTV | | | |
| Description | Qty | Unit Price | Ext. Price |
| Local Server PC | | | |
| Dell Power Edge 1800 3.6GHz 1.3TB Raid | 1 | \$5,705.13 | \$5,705.13 |
| Software | | | |
| NetDVMS-1C (1 per camera) | 12 | \$268.00 | \$3,216.00 |
| Interior Fixed Cameras | | | |
| Rugged Minidome Network Camera | 4 | \$953.33 | \$3,813.32 |
| In Ceiling Kit - Ofr SNC-DF70N | 4 | \$102.67 | \$410.68 |
| Exterior PTZ Cameras | | | |
| Network Color Camera NTSC | 4 | \$1,616.33 | \$6,465.32 |
| Outdoor Housing Pendant for SNCRZ20NON | 4 | \$457.33 | \$1,829.32 |
| Parapet MNT Adapt FDP8CSY & PFD8C/SY | 4 | \$255.77 | \$1,023.08 |
| Interior PTZ Cameras | | | |
| IPIX 3MP Rugged Dome XT | 2 | \$2,597.40 | \$5,194.80 |
| Axis 213 PTZ | 2 | \$1,812.00 | \$3,624.00 |
| Axis Indoor Recessed Enclosure | 2 | \$212.00 | \$424.00 |
| Cable and Materials | | | |
| CAT6 for Network Cameras | 3500 | \$0.27 | \$945.00 |
| CCTV AC Wall Mount Power Supply | 2 | \$202.67 | \$405.34 |
| 14 AWG, 2 Conductor, Flamarrest FPLP Red Jacket Plenum | 3500 | \$0.14 | \$490.00 |
| Dell 24 Port Switch | 2 | \$200.00 | \$400.00 |
| Other Charges | | | |
| Project Management | 1 | \$769.23 | \$769.23 |

| RFO #06-001 IP Video Surveillance - Best and Final Negotiations | | | |
|--|---|------------|---------------------|
| Convergent Technologies | | | |
| Engineering | 1 | \$256.41 | \$256.41 |
| Specialists | 1 | \$1,666.67 | \$1,666.67 |
| Warranty | 1 | \$965.61 | \$965.61 |
| Installation | 1 | \$7,068.17 | \$7,068.17 |
| Total Timberview High School | | | \$44,672.08 |
| | | | |
| GRAND TOTAL includes 3 year warranty | | | \$130,695.08 |