



Proposal Submitted in Response to

Best Value Bid:

In-Bus Digital Recording System
Technical Proposal

Submitted to:

Beaufort County School District

Opening Date & Time: September 9, 2020, 2:00 PM (EST)



Submitted by:

Radio Engineering Industries, Inc. (REI)

6534 L Street

Omaha, NE 68117

(800) 228-9275



September 8, 2020

Beaufort County School District
Procurement Office
2900 Mink Point Blvd
Beaufort, SC 29902

Dear Evaluation Committee Members,

On behalf of Radio Engineering Industries (REI), I want to thank you for the opportunity to participate in BVB 21-004 – In-Bus Digital Recording System. We have reviewed the RFP thoroughly and understand the hardware and software requirements. In addition, we understand the key personnel required to carry out the management, planning, installation, and training required to complete this project successfully. REI has over 30 years of experience in successfully completing transit projects in similar size and scope.

REI is a U.S. based company with a solid financial position and a history of satisfying its customers. REI introduced our first camera surveillance systems to the school bus industry in 1990 and have deployed over 400,000 surveillance systems on buses in North America. The REI breath of experience and technology is unmatched, and we back that up with the best customer service and technical support in the industry.

The key points of REI's proposal include:

- Proposal meets or exceeds **ALL** Beaufort County School District (BCSD) requirements
- DVR programing and video downloading is wireless to laptops, tablets and phones
- All companies offer DVRs that can record 720p and 1080p but, REI is the only company in the industry that has cameras that can be programmed to capture images in both 720p and 1080p.
- System is modular and expandable – BCSD can add additional hardware and features later
- Complete System and Software training for BCSD technicians and staff
- The only dedicated 24/7/365 technical support hotline 877-726-4617 in the industry

Your contact for this proposal will be Ron Deming, REI Territory Manager. He looks forward to answering any questions or concerns. Ron can be reached at (800) 228-9275, extension 235 or by email at rdeming@radioeng.com.

Thank you for your consideration of our proposal. We look forward to receiving a favorable response and the opportunity to execute this project with BCSD.

As a company officer, I am authorized to offer this proposal to you and to sign all contracts. This proposal and cost schedule will be valid and binding for (90) days from the bid opening date.

Sincerely,

A handwritten signature in blue ink, reading "Jeff Hays", is positioned above the printed name.

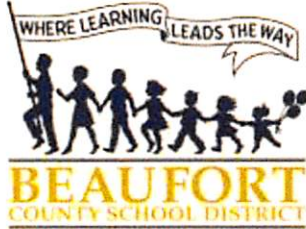
Jeff Hays, Vice President
Radio Engineering Industries, Inc. (REI)

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1. Cover Page and Page Two



Beaufort County School District

Solicitation Number: 21-004
Date Printed: August 6, 2020
Date Issued: August 6, 2020
Procurement Officer: Kaylee Yinger
Phone: 843-322-2349
Email: kaylee.yinger@beaufort.k12.sc.us

Best Value Bid

DESCRIPTION: **In-Bus Digital Recording System**
SUBMIT OFFER BY (Opening Date & Time): **September 9, 2020 2:00 PM (EST)**
QUESTIONS MUST BE RECEIVED BY: **September 2, 2020**
NUMBER OF COPIES TO BE SUBMITTED: **Five (5) Original Signed Copies and One (1) Redacted Version on CD**

Offers must be submitted in a sealed package. Solicitation Number & Opening Date must appear on package exterior.

SUBMIT YOUR SEALED OFFER TO EITHER OF THE FOLLOWING ADDRESSES:

MAILING ADDRESS:
Beaufort County School District
Procurement Office
P.O. Drawer 309
Beaufort, SC 29901-0309

PHYSICAL ADDRESS:
Beaufort County School District
Procurement Office
2900 Mink Point Blvd
Beaufort, SC 29902

CONFERENCE TYPE: N/A
DATE & TIME:

LOCATION:

AWARDS & AMENDMENTS:

Award will be posted at the Physical Address stated above on or after September 9, 2020. The award, this solicitation, and any amendments will be posted at the following web address: www.beaufort.k12.sc.us


You must submit a signed copy of this form with Your Offer. By submitting a proposal or bid, You agree to be bound by the terms of the Solicitation. You agree to hold Your Offer open for a minimum of ninety (90) calendar days after the Opening Date.

NAME OF OFFEROR: (Full legal name of business submitting the offer)

ENTITY TYPE:

Radio Engineering Industries, Inc. (REI)

S Corporation


AUTHORIZED SIGNATURE (Person signing must be authorized to submit binding offer to enter contract on behalf of Offeror named above)

Jeff Hays

Vice President

PRINTED NAME

TITLE

Instructions regarding Offeror's name: Any award issued will be issued to, and the contract will be formed with, the entity identified as the Offeror above. An offer may be submitted by only one legal entity. The entity named as the Offeror must be a single and distinct legal entity. Do not use the name of a branch office or a division of a larger entity if the branch or division is not a separate legal entity, i.e., a separate corporation, partnership, sole proprietorship, etc.

PAGE TWO
(Return Page Two with Your Offer)

HOME OFFICE ADDRESS (Address for Offeror's home office/ Principal place of business): 6534 L Street, Omaha NE 68117	NOTICE ADDRESS (Address to which all procurement and contract related notices should be sent): 6534 L Street, Omaha NE 68117
PHONE NUMBER: 402-339-2200	
EMAIL ADDRESS: rdeming@radioeng.com	

PAYMENT ADDRESS (Address to which payments will be sent): <input checked="" type="checkbox"/> Payment Address Same as Home Office Address <input type="checkbox"/> Payment Address Same as Home Notice Address (check one only)	ORDER ADDRESS (Address to which all purchase orders will be sent): <input checked="" type="checkbox"/> Payment Address Same as Home Office Address <input type="checkbox"/> Payment Address Same as Notice Address (check one only)
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ACKNOWLEDGEMENT OF AMENDMENTS: Offeror acknowledges receipt of amendments by indicating amendment number and its date of issue.	<table> <tr> <th><u>Amendment Number</u></th> <th><u>Amendment Issue Date</u></th> </tr> <tr> <td align="center">1</td> <td align="center">9/1/2020</td> </tr> <tr> <td align="center">2</td> <td align="center">9/4/2020</td> </tr> </table>	<u>Amendment Number</u>	<u>Amendment Issue Date</u>	1	9/1/2020	2	9/4/2020
<u>Amendment Number</u>	<u>Amendment Issue Date</u>						
1	9/1/2020						
2	9/4/2020						

MINORITY PARTICIPATION- Are you a Minority Business Enterprise: Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> If yes, please include a copy of your certification.

2. Financial Stability

REI is providing a separate document (attached to the original RFP response) that includes the company audited end of year financial reports for the last three (3) fiscal years.

3. Criminal Background Checks

REI complies with this requirement.

4. Records of Government or Client Litigations

REI has not had any government or client litigations or experienced any debarments related to REI or its affiliates.

5. M/WBE Compliance Process

REI is fulfilling option 3 of the alternative eligible bidder categories – REI is committed to continuing future good faith M/WBE outreach efforts in all projects undertaken in South Carolina.

REI used the South Carolina webpage: <http://osmba.sc.gov/> to search for possible equipment installers with M/WBE status using the search elements of install, camera, and surveillance.

Company Details	Contact	Certification	REI Contact Details
Absolute Technologies, LLC 316 Victor Hill Road Greer, SC 29651 Installation and Maintenance of Network Cabling, Installation of IP Telephone Systems, Emergency Fiber Optic Repairs, and Installation of Security System (Camera's and Access Contro; Conscope Network Cabling Fiber Products, Corning Fiber Optic Cabling and Products, S2 Access Control System	Angelica Partridge Angelica@absolutetechllc.com Phone: (864) 879-1888	Certification: 2018151 Certified on: 11/5/2018 Expires: 11/30/2023	Spoke with Tony in Sales on 9/4/2020 and they would not be able to provide camera surveillance installation on school buses.
E-Vision Project and Development Corporation 364 S. Pine St., Ste A-201, Spartanburg, SC 29302 Web & Application Development, Technology Project Management Services, E-Commerce Consulting Services Video Surveillance Installation and Business consulting.	Contact: Eric Whiteside eric@evisioncorp.com Phone: (864) 324-6227	Certification: 201684 Certified on: 7/22/2016 Expires 7/31/2021	Left message and sent email
Cheajar Locksmith Services, LLC 193 Tomahawk Drive Aiken, SC 298019288 Installation and servicing of locks, doors, cameras, closers, DVRs, camera network systems, access control locks, programming of access control locks, key Cards/scanners, etc.	Contact: Jarrod Cheatham cheajarlocks@yahoo.com Phone: (803) 430-3891	Certification: 201648 Certified on: 4/26/2016 Expires: 4/30/2021	Left message and sent email

6. Objections, Exceptions and Observations

REI has no objections, exceptions, or observations for this RFP.

7. Qualifications

7.1 General History and Experience of Work with Similar Size and Scope

Founded in 1938 and with more than 80 years of engineering, manufacturing and customer support experience, REI continues to be a technology innovator and a long-term partner with our customers. REI is proud of our successful, long-term relationships and constantly look for ways to build new ones as we continue our mutual success in having the most reliable and cost-effective products and system solutions for the transportation and commercial vehicle industries.

REI's mission is to design and manufacture innovative audio, video and surveillance solutions that deliver an unparalleled level of satisfaction to the markets we serve. REI's business philosophy extends to each and every employee and REI only hires the brightest, motivated people who share our focus. At REI we value hard work, honesty, and quality. REI's core values are:

- Complete honesty with all customers, partners, and end-users
- Under-promise and over-deliver
- Hire only the brightest people who share our core values
- Employ a highly disciplined approach to building systems
- Provide best-in-class customer service

REI's dedicated staff of 180 employees includes sales, customer service, production, hardware and software engineers, technical support/IT, quality assurance and executive management.

REI reserves over \$15 million in inventory in our 180,000 square foot facility in Omaha, Nebraska. REI exceeds every other manufacturer in the mobile industry when it comes to supplying the parts you need when you need them.

REI was one of the first companies to sell recording systems for school buses in North America in 1992. Over the last five years, REI has continued to experience growth as surveillance on school buses remains in high demand. We have supplied customers with as few as 1 or 2 systems up to over 2400 systems. Moreover, many REI customers are of similar size to BCSD and have purchased the same cameras and DVR's we are providing in this RFP. Our current lineup of DVR's and cameras have been in the field for over three years and are proven to be extremely reliable and robust. In many instances, REI also provides the on-site installation, testing, and training.

REI's Industry Strengths and Competitive Advantage

- Only USA-based manufacturing company in the industry
- Privately owned – does not answer to a public board of directors making decisions based on shareholder profits
- Growing company with revenues approaching \$50M
- Strong financial foundation with zero debt

- Very high ethical standards
- Only surveillance company in industry to be certified ISO 9001:2015 – International QMS (Quality Management Standard)
- Product inventory of over \$15 million ensures product availability
- In-house engineering, design, and development of new hardware technology
- Large team of dedicated phone and field service technicians
- Experts in the development and manufacture of commercial-grade electronics
- Diversified manufacturing capability – metal fabrication, circuit board (PCB), cable and harness, plastic molding, complete electronic assembly
- In-house software development team
- Extensive experience in servicing large \$1M+ accounts

7.2 Comparable Contracts

Three recent comparable contracts would include:

Contact Information	Project Detail
Clay Hobbs Director of Operations Hall County School District 2915 Atlanta Hwy Gainesville, GA 30507 Clay.hobbs@hallico.org 706-983-1126	Hall County has 300 buses in their fleet. They have been purchasing approximately 20 systems at a time beginning January 2019 as budget allows, from REI to upgrade their fleet. They currently are about halfway complete with the project (150 buses). Hall County is running a 5-camera system with the same DVR as quoted in this RFP; the 4 interior cameras are identical to the ones quotes Beaufort County and Hall County has 1 windshield camera. They have also upgraded their systems to include passive GPS and an 8-way sensor harness.
Buddy Gilliard Director of Transportation Coffee County School System 1451 Kellogg Dr. Douglas, GA 31533 Buddy.gilliard@coffee.k12.ga.us 912-850-2951	Coffee County has 85 buses in their fleet. They converted the entire fleet over the 2019 holidays after awarding the RFP to REI for best value. They are running a 5-camera system with the same DVR as quoted in this RFP; the 4 interior cameras are identical to the ones quotes Beaufort County and Coffee County has 1 windshield camera. They have also upgraded their systems to include passive GPS and an 8-way sensor harness.
Jason Ayers Director of Transportation Barrow County School District 280 Busha Rd. Carnesville, GA 30521 jason.ayers@barrow.k12.ga.us 706-308-8716	Barrow County has 200 buses in their fleet. They converted the entire fleet in March 2019 after awarding the RFP to REI for best value. They are running a 5-camera system with the same DVR as quoted in this RFP; the 4 interior cameras are identical to the ones quotes Beaufort County and Barrow County has 1 windshield camera. They have also upgraded their systems to include passive GPS and an 8-way sensor harness.

7.3 Copies of Certifications

As an ISO 9001:2015 certified company, REI is committed to quality throughout the entire organization. ISO 9001:2015 is the current certification level and certifies that a management system, manufacturing process, service, and documentation procedure have all the requirements for standardization and quality assurance. REI works diligently to maintain this certification.

The REI highly skilled and proven staff of dedicated hardware and software engineers design and test each product to the strictest quality standards. The REI equally skilled team of production and quality assurance professionals ensure all manufacturing processes meet and conform to these stringent requirements.

REI's adherence to these strict requirements demonstrates a commitment to consistently developing, manufacturing, and servicing the highest quality products in the mobile electronics industry.



7.4 Acknowledgments

As a provider of video surveillance systems for over 30 years nation-wide, REI has knowledge of and complies with all currently applicable, and as they become enacted during the contract term, federal, state and local laws, statutes, ordinances, rules and regulations. REI accepts that all laws of the State of South Carolina will be followed with respect to the contract.

REI has the capacity to acquire all necessary bonds, escrows or insurance as required for this BVB.

REI offers 24/7/365 customer support that will address any surveillance system needs of BCSD immediately. REI's customer relationships are built for the long term and our customers continue to purchase our systems and upgrade to new functionality long after the initial sale.

REI looks forward to presenting oral and written presentations required by the scope of services for this project.

Each project REI approaches is based on the needs of the customer and follows a specific plan as detailed in Section 8.1.

7.5 References

REI works with a large volume of transit, school bus and motor coach companies and respect the desire for privacy and will ask customers to allow us to use their name in proposals and marketing. Please feel free to contact other schools and ask them for their open feedback. REI is constantly improving our organization, staff, and processes. We recognize customer satisfaction is of utmost importance and will do everything we can to earn your long-term business.

REI is proud to present the following references:

Company Name	Contact/Title	Phone	Email Address
Savannah Chatham Public County 10 Interchange Ct Savannah, GA 31415	Charles Smith Fleet Manager	912-395-1176	Charles.Smith@sccpss.com
Muscogee County Schools 539 Brown Ave Columbus, GA 31904	Herbert (Ray) Hill Transportation Director	706-748-2876	Hill.Herrbert@muscogee.k12.ga.us
Hall County School District 2915 Atlanta Hwy Gainesville, GA 30507	Clay Hobbs Director of Operations	770-287-0942	Clay.hobbs@hallco.org
Coffee County School System 1451 Kellogg Dr. Douglas, GA 31533	Buddy Gilliard Director of Transportation	912-383-5379	Buddy.gilliard@coffee.k12.ga.us
Jeff Davis County School District 44 Charles Rogers Blvd Hazlehurst, GA 31539	Alvin Merritt Transportation Director	912-375-6705, ext. 7010	Alvin.merritt@jeff-davis.k12.ga.us

7.6 List of Failed Projects, Suspensions, Debarments, and Significant Litigation

REI does not have any failed projects, suspensions, debarments, or significant litigation.

7.7 Debarments

REI does not have any records of government or client litigations or debarments or failed projects. The REI SAM.gov debarment status appears below.

The screenshot shows the SAM.gov Entity Dashboard for RADIO ENGINEERING INDUSTRIES, INC. The dashboard includes a navigation menu on the left with options like Entity Overview, Entity Registration, Reports, and Exclusions. The main content area displays the entity's details, including DUNS number, CAGE Code, Status, Expiration Date, and Purpose of Registration. A summary box shows the Entity Registration Summary, and another box shows the Exclusion Summary.

SAM
SYSTEM FOR AWARD MANAGEMENT

Nick Kissel **Log Out**

MY SAM SEARCH RECORDS DATA ACCESS CHECK STATUS ABOUT HELP Search

ALERT: SAM.gov will be down for scheduled maintenance Saturday, 03/28/2020 from 8:00 AM to 10:00 PM

Entity Dashboard

RADIO ENGINEERING INDUSTRIES, INC.
DUNS: 082726928 CAGE Code: 0SAM2
Status: Active
Expiration Date: 11/27/2020
Purpose of Registration: All Awards

6534 LST
OMAHA, NE, 68117-1112,
UNITED STATES

Entity Overview

- Entity Overview
- Entity Registration
 - Core Data
 - Assertions
 - Reps & Certs
 - POCs
- Reports
 - Service Contract Report
 - BioPreferred Report
- Exclusions
 - Active Exclusions
 - Inactive Exclusions
 - Excluded Family Members

Entity Registration Summary

DUNS: 082726928
Name: RADIO ENGINEERING INDUSTRIES, INC.
Business Type: Business or Organization
Last Updated By: Nick Kissel
Registration Status: Active
Activation Date: 11/28/2019
Expiration Date: 11/27/2020

Exclusion Summary

Active Exclusion Records? No

[BACK TO USER DASHBOARD](#)

8. Scope of Work

8.1 Installation Approach

REI understands the BCSD project requirements in implementing a surveillance solution. Based on our experience in the design and development of systems, system components and meeting project objectives in the most cost-effective way, REI is proposing the following system solutions to demonstrate our knowledge and understanding of services required.

Upon notification of award, REI will schedule a kick-off meeting to introduce our teams and review desired schedule and location start. Our team is eager to move forward and looks forward to working with your team.

Project management will include coordination of equipment ordering and delivery to installation location. The installation team will lock in their installation schedule based on the approval of dates and times by BCSD. Close coordination with BCSD is essential for coordination of vehicle availability.

The Implementation Process for each project is structured by REI based on BCSD's requirements, the type/size of the vehicle, the number of cameras and any additional products to be installed. REI will work hand-in-hand with BCSD to meet the installation expectations. The Implementation Process will include the following steps at a minimum:

- Conference Call between REI and BCSD to verify project milestones with start/end dates and project coordination
- Receipt and processing of BCSD Purchase Order
- Package/Ship Equipment to BCSD Installation Location
- Full installation of all equipment and components
- Testing – REI and BCSD will jointly inspect all vehicles post installation and sign off that installation and DVR programming (i.e. camera views, bus unit #, video resolution/frame rate, etc.) are accepted and the vehicle has been cleaned.
- BCSD Technician Training – Covers DVR setup, configuration, programming, troubleshooting, maintenance, and VMS software
- BCSD User Training – Cover features of VMS software including how to view and share videos
- Project signoff

8.2 Installation Schedule

The Implementation Process for each project is structured by REI based on BCSD's requirements, the size of the vehicle, the number of cameras and any additional products to be installed. REI will work hand-in-hand with BCSD to meet the installation expectations.

REI's proposed schedule anticipates a project award date of September 28, 2020 and a project competition date of October 13, 2020. If BCSD requires any adjustments to the schedule, REI will work in good faith with BCSD. This includes delays in project award and adjusting the software training dates to accommodate the schedules of administration personnel. Close coordination with BCSD is essential for coordination of vehicle availability and successful project implementation.

Project Task	Assigned To	Anticipated Start Date	Estimated # of Days	Anticipated Completion Date
Award Project	BCSD	9/28/2020	1	9/28/2020
Send Purchase Order	BCSD	9/29/2020	1	9/29/2020
Receive Purchase Order/ Process and Pack Systems	REI	9/29/2020	3	10/2/2020
Ship systems to BCSD facility	REI	10/2/2020	5	10/7/2020
Vehicle system installation	REI	10/8/2020	5	10/13/2020
System Testing	REI	10/8/2020	5	10/13/2020
DVR programing and setup	REI	10/8/2020	5	10/13/2020
VMS Software Training – VMS Software and DVR programming	REI and BCSD Personnel	10/10/2020	2	10/12/2020
BCSD Project Review and Verification	REI and BCSD	10/12/2020	1	10/12/2020
Final Project Signoff	REI and BCSD	10/13/2020	1	10/13/2020

8.2.1 REI Team Members Assigned to the BCSD Project

The REI team assigned to the BCSD project has over 30 years of school bus camera system industry experience. They have all worked with school districts and are experts in REI technology and systems. REI sees communication as key to a successful surveillance system purchase and installation. Our surveillance camera system experts are at your service during each stage of implementation and the ongoing operation of the systems. Your key contacts who will be available at all times to BCSD will be:

REI's Project Manager for BCSD will be Barry Taylor. Barry's 25-year experience includes managing all types of projects in commercial, institutional, and industrial settings. As Director of Field Services for REI, Barry provides industry leading deployment solutions to meet the needs of REI's customers and industry partners.

Barry's background includes business owner and mechanical contractor holding executive and management positions for the installation and service of mechanical systems. He provides strong business development and is skilled in project management, estimating, contract negotiations, customer service and team building.

Barry has been involved in REI projects in Dallas TX ISD, Round Rock ISD TX, Jefferson County Schools CO, and Lakewood ISD TX. He can be reached at 402-707-8691 or by email at btaylor@radioeng.com.



Ron Deming – Territory Manager – 402-639-9709 -
rdeming@radioeng.com

Ron is a trusted sales and customer service professional, who can move from project to project and within all levels of an organization. He is experienced in sales to the consumer and for business to business opportunities. Ron strengths are in marketing, training, management, presentations, and leading sales personnel.

Ron is the Southeaster REI Territory Manager who focuses on Customer Service. He provides project management resulting in the best solution for the customer. His skills are focusing on resolving customer concerns, issues and providing solutions in a timely manner.

Carol Gettman – Sales Manager – 402-943-8253 –
cgettman@radioeng.com

Carol is a REI School Sales Manager who has built a successful career by harnessing her sales experience, by listening to customers, and gaining trust by being honest, hardworking, firm, and fair. She has an insatiable desire to educate customers and build lifetime relationships. Carol gravitates to projects allowing her to help customers make strategic decisions that meaningfully impact their needs. She enjoys leading organizations through strategic alignment with a relentless focus to help them succeed. Nothing satisfies Carol more than meeting new people, developing new relationships, solving problems, and contributing to the overall success of a project.



Marissa Kurtz – Inside Sales Representative – 800-228-9275, extension 607 - mkurtz@radioeng.com

Marissa Kurtz is the Inside Sales Representative for the Southeastern Region. She assists Ron Deming in building and maintaining the business partnerships for all School Districts and Dealers in their region. Her daily focus is to reach out to school districts through phone and email along with completing specification requirements, created quotes and sales orders for future and current partners. Marissa's Customer Support and Sales experience allows her to provide customer focused service and education on REI products.

Kim Struble - Director of Customer Service - 402-680-4245 -
kstruble@radioeng.com

Kim manages REI's Customer Service department. In her time at REI, Struble has successfully installed a customer service application to increase efficiency, transparency, and communication through improved processes, automation, and robust reporting. She frequently travels to customer sites and provides system insights.



Dave Williamson - Technical Support Manager - 877-726-4617 -
dwilliamson@radioeng.com

Dave manages REI Customer Service Operations. He provides technical support and instruction to customers regarding equipment installation, operation, and serviceability. He analyzes field repairs and trends; and Dave confers with Engineering Department to determine product improvements. He reviews and evaluates work of others, inside and outside of the organization to ensure effectiveness, technical adequacy and compatibility in the installation and operation of equipment. Dave has

been engaged with REI DVR systems since they were originally released and has been involved with all types of system analysis, troubleshooting, hardware, software and firmware support and extensive system networking experience for over 27 years.

REI knows how important communication is to every project and how necessary it is to be able to find them when needed.

Name	Title	Phone Number	Email Address
Ron Deming	Territory Manager	402-639-9709	rdeming@radioeng.com
Carol Gettman	Sales Manager	402-943-8253	cgettman@radioeng.com
Barry Taylor	Project Manager	402-707-8691	btaylor@radioeng.com
Marissa Kurtz	Inside	800-228-9275, extension 607	mkurtz@radioeng.com
Kim Struble	Director of Customer Service	402-680-4245	kstruble@radioeng.com
Dave Williamson	Technical Support Manager	877-726-4617	dwilliamson@radioeng.com
Steve Mathiesen	Systems Analyst	800-228-9275, extension 227	smathiesen@radioeng.com
Customer Service	Monday-Friday, 7 am-5 pm CST	800-228-9275	customerservice@radioeng.com
Technical Support	24 hours per day/ 7 days per week/ 365 days per year	877-726-4617	technicalsupport@radioeng.com

8.3 Warranty

REI will provide a five (5) year warranty (parts and labor) for all products. REI will also offer our Exchange program for all in-warranty product during the same five (5) years. Under the Exchange program, REI will send out replacement product with free two (2) day shipping (24 hours available upon request) and provide a prepaid freight label to return the defective product. The Exchange program guarantees delivery of a replacement within two (2) working days and provides a pre-paid shipping label for returning the defective product free of charge.



SURVEILLANCE EXCHANGE PROGRAM



8.4 Technical Support

REI offers extensive, free webinars for staff, administration and management and provides 24/7/365 Technical Support with the toll-free number of (877) 726-4617. In addition, REI maintains a Customer Support website that provides technical product manuals, service and troubleshooting information at: www.radioeng.info

8.5 Training

During installation, REI will train BCSD's staff on the VMS software, DVR setup, configuration, programming, troubleshooting and maintenance. REI will provide training manuals for both the software and hardware that are also available on the REI webpage.

REI will provide initial in person or Zoom/Microsoft Teams software training for BCSD's staff. Training will include learning the process for viewing video and sharing video via e-mail with authorized individuals. Also included will be how to use features including vehicle map location, image blur, image zoom and converting to a photo image. On-going training to individuals or staff via Zoom or Microsoft Teams is available upon request. REI will work with BCSD to set-up the training schedule.

REI will provide operational manuals with the delivery of the equipment with instructions for unpacking, inspecting, installing, adjusting, aligning and operating the product, together with preventive and corrective maintenance procedures, and complete parts lists, manufacturer's catalog numbers and ordering information.

9. Descriptive Information and Literature

The following information comprises a break-down of each system component. REI equipment meets/exceeds your requirements. The sub-sections below provide a high-level feature description of our proposed solution.

9.1 DVR

REI has selected the HD5-600 series mobile digital video recorder (DVR) system for the BCSD application. The DVR supports up to six (6) 1080p HD cameras (4 Analog HD and 2 IP). The HD5 series DVR supports removable hard disk drives (HDD) and secure digital (SD) cards. HDD capacities are offered in 500GB, 1TB and 2TB. All HDD's are enclosed in a ruggedized metal removable tray to provide dampening from shock/vibration, temperature protection and electrostatic discharge (ESD) safe handling. HD5 DVRs also support SD memory cards. The SD interface is configurable between mirrored storage or event storage.

The REI HD5 series DVR supports cellular modems via an Ethernet (RJ45) connection on the rear of the DVR. REI has investigated using internal and external cellular modems and selected an external cellular modem solution due to future advancements in mobile telecommunications technology. In REI's professional opinion, using an external cellular modem provides a low-risk option for our customers.

The HD5 series DVR includes internal power supply circuitry that exceeds most UPS manufacturers stray voltage suppression requirements. The REI engineering team prides themselves in designing a system that eliminates external equipment required by others in the market.

The DVR includes an internal web server which supports local and wireless connection to program DVR and camera settings. Camera adjustability includes resolution, frame rate, and quality.

REI provides a software utility (Record Time Estimator) that estimates storage capacity based on storage available, camera settings and type of video recorded. REI offers extreme flexibility for their end users' video storage capacity. Figure 1 showcases REI's triple streaming capability. Video footage is first recorded and stored in high definition resolution of which is listed as main stream. To ensure BCSD has access to video footage long enough, the system will then reformat the footage into standard resolution, listed as sub stream, allowing access for an extended period of time which can often be critical for school districts. It is important to note when assessing record time estimations, various item can impact record time such as frame rate/frames per second (fps), quality, resolution, and total camera count.

Figure 1 shows three (3) cameras recording at 720p, 30fps @ 100% quality. A 500GB HDD will store 40 hours of video recording in sub-stream and 209 hours of main stream. The REI DVR system is configurable allowing BCSD to adjust parameters to meet/exceed your video storage requirements. When REI is selected as your

surveillance solution, we will assist your team to determine your requirements and optimize your record time.

Radio Engineering Record Time Estimator

Platform: HD5-600 Storage Capacity: 500 GB Configuration: Custom

Enable	Resolution	Frame Rate	Quality
<input checked="" type="checkbox"/> Analog Camera 1	720P	30 fps	100%
<input checked="" type="checkbox"/> Analog Camera 2	720P	30 fps	100%
<input checked="" type="checkbox"/> Analog Camera 3	720P	30 fps	100%
<input type="checkbox"/> Analog Camera 4	720P	30 fps	100%
<input type="checkbox"/> IP Camera 1	1080P	30 fps	100%
<input type="checkbox"/> IP Camera 2	1080P	30 fps	100%
<input checked="" type="checkbox"/> Sub-Stream	CIF	30 fps	100%

Main Stream: 40 Hours Sub-Stream: 209 Hours

Resource Utilization: Analog: 75% IP: 0%

Figure 1 – REI Record Time Estimator

REI also provides free access to our DVR Toolkit application, available from the Apple and Android stores. The application runs on mobile devices (phones/tablets – Apple/Android) and provides DVR programmability. While REI also offers an external 7" LCD monitor as an option, this application is suggested in lieu of an external monitor and mouse for programming.

REI

Setup Info Maintenance Live Playback

System

- ID
- Time&Date
- Start Up
- Faults
- Password

Video

- Camera
- Alarm
- SD
- Sub-Stream
- Image

Channel Enable: 1 2 3 4 5 6 7 8 9 10 11 12

Enable All Enable Connected

Record Time: Main/Sub 81/87 Hours

Resource: FR 38% AFR 38% IPC 25% SD 7%

Camera Configuration

Channel: 1 Channel Name: CAM1 IPC Setup

Resolution: 720P Quality: 100%

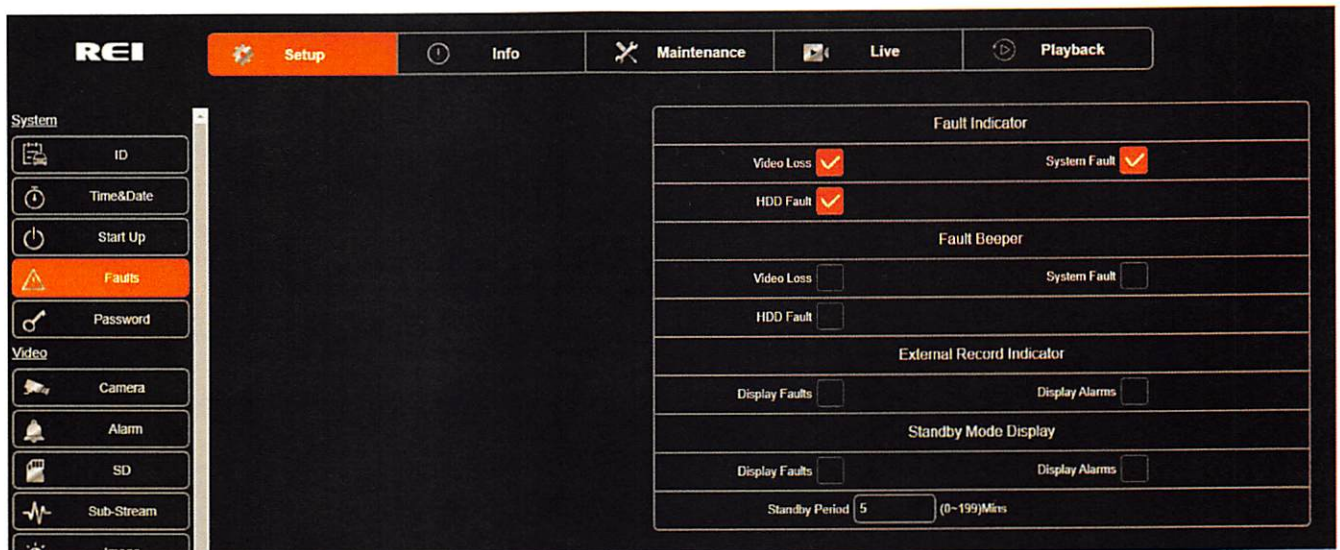
Frame Rate: 30 Alarm Frame Rate: 30

Video Loss: Warn Audio: ☒ Live: ☒

Encode Type: H264

Copy To: 2,3,4,5,6,7 Copy

REI DVR Toolkit screen shot – camera configuration



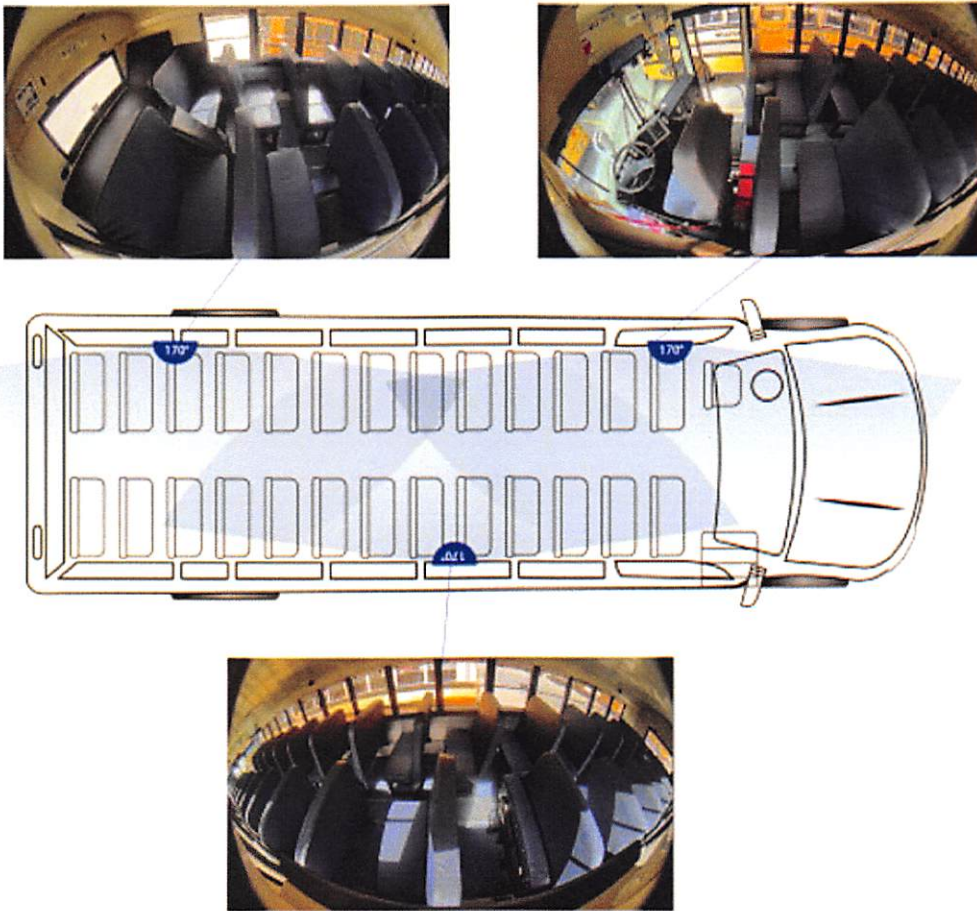
REI DVR Toolkit screen shot – fault configuration

9.2 Cameras

REI has selected tamper proof cameras that are adjustable and will capture the desired view of the vehicle's interior or exterior and surroundings. The cameras are capable of high definition images up to 1080P and include intelligent infrared to provide extremely clear images day or night. Further optimized with the latest advances in super wide dynamic range, digital noise reduction and automatic white balance, these cameras provide industry leading picture quality. The interior cameras also feature built-in microphones with adjustable gain and noise reduction to produce high fidelity audio. All REI cameras are designed to withstand extreme shock, vibration, and temperature conditions.

9.2.1 Suggested Camera Placement

A suggested camera placement diagram based on the REI most popular cameras is shown below. The cameras selected are ideal for capturing wide angle views of the interior of the vehicle. The illustration below provides an accurate coverage detail for the selected cameras. Locations can be change if requested by BCSD prior to installations taking place.



9.3 Storage Media

- 500GB Hard Drive (HDD)
- Shock resistant
- Durable, extruded aluminum chassis
- Vibration dampening integrated into housing
- Integrated heater for operation to -40°F
- Docking station not required – USB 3.0 port supports direct connection to a host PC
- Activity and communication lights for visual verification of operation and PC connectivity
- Key switch locks USB port, preventing unauthorized access to SSD contents

9.4 Accessories (included)

Event marker/panic button – button in driver's area to flag video for easy playback and know equipment is running properly

9.5 System Playback Software

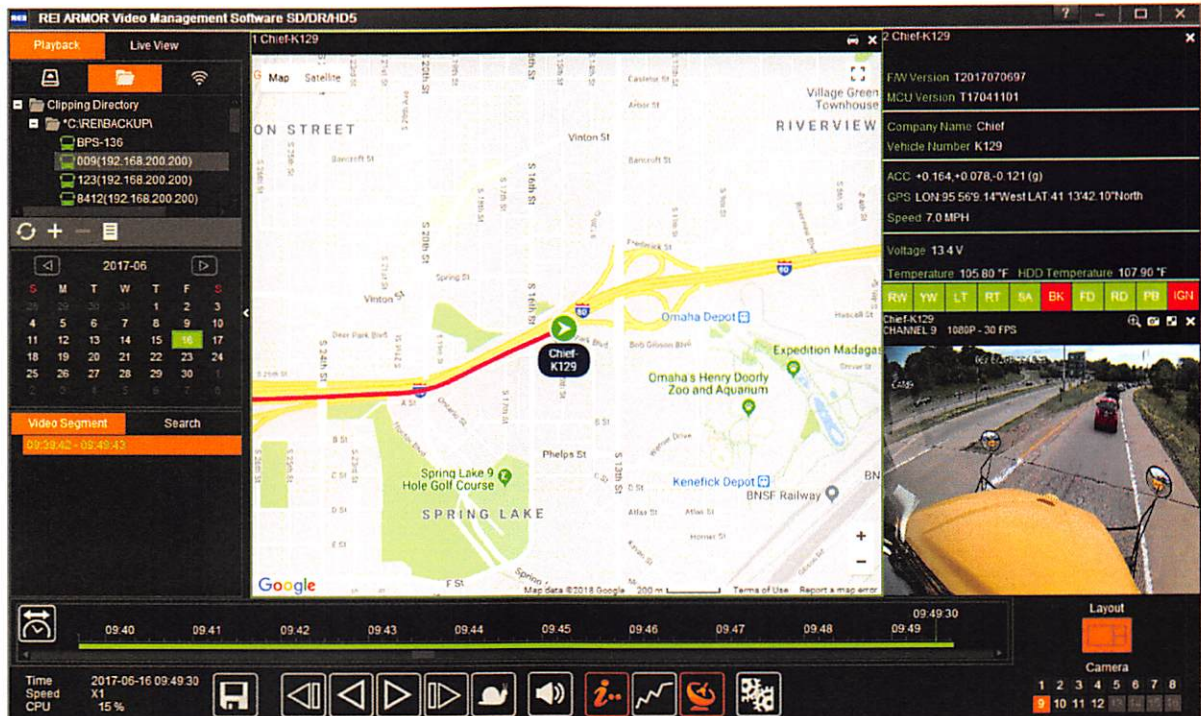
REI's Video Management Software (VMS) provides simple access to all recorded videos and is proprietary and protected. Searching is simple via the search option (image shown below). VMS provides the ability to capture images and save video footage. Images and video are easily saved to CD-ROM, DVD or USB memory. VMS is available at no cost from REI's support website (www.radioeng.info). Software updates and support are freely available through our website and 24/7/365 Technical Support line (877-726-4617). VMS may be installed on Windows 7 / Windows 10 based computers.



VMS software screenshot – interior and exterior camera views



VMS software screenshot – map, exterior camera views



VMS software screenshot – map and metadata

Search Settings

Date2017-10-06

Time00:00:00 -- 23:59:59

☐ Select All
 ☐ Red Warn
 ☐ Yellow Warn
 ☐ Left Turn
 ☐ Right Turn
 ☐ Stop Arm
 ☐ Brakes
 ☐ Front Door
 ☐ Rear Door
 ☐ Panic
 ☐ Motion Detection
 ☐ Video Loss
 ☐ IGN
 ☐ Blind

☐ Speed
 ☒ Over speed 60 MPH
 ☒ Low speed 30 MPH

☐ ACC
 ☒ X 1.0 Gs
 ☒ Y 1.0 Gs
 ☒ Z 1.0 Gs

☐ Geofence
 ☒ Entry
 ☒ Exit
 Add

Previous page

Next page

Color

Cancel

Search

VMS screenshot of search parameters

10. Statement of Intent

Statement of Intent

We, the undersigned have prepared and submitted all the documents required for this project. We have prepared these documents with a full understanding of the Beaufort County School District's goal to ensure equal opportunities in the proposed work to be undertaken in performance of this project. Specifically the BCSD seeks to encourage and promote on an inclusionary basis contracting opportunities without regard to the race, gender, national origin or ethnicity of the ownership or management of any business and that it is an equal opportunity employer and contracting entity. We certify that the representations contained in the Minority/Woman Business Enterprise (M/WBE) Utilization Report, which we have submitted with this solicitation, are true and correct as of this date. We commit to undertake this contract with the Minority/Woman Business utilization Report we have submitted, and to comply with all non-discrimination provisions of the Minority/Woman Business Enterprise Program in the performance of this contract.


Signature

September 7, 2020

Date

Name: Jeff Hays

Title: Vice President

Project: In-Bus Digital Recording System



Proposal Submitted in Response to

Best Value Bid:

In-Bus Digital Recording System

Cost Proposal

Submitted to:

Beaufort County School District

Opening Date & Time: September 9, 2020, 2:00 PM (EST)



Submitted by:

Radio Engineering Industries, Inc. (REI)

6534 L Street

Omaha, NE 68117

(800) 228-9275

1. Bus Camera Systems Quotation

Exhibit A			
Bidding Schedule / Price Business Proposal			
Item	Part Number	Price	3 Year Leased Price
HD5-600W-3-500GB HDD	HD5-600W DVR,3 CAMS,500GB HDD	\$1,665.00	Not Available
710608	DVR, HD5-600 6 CH WIFI GPS	Included above	
512002	CABLE, POWER, HD SERIES DVR, 16'	Included above	
710638	HDD MODULE, HD5, 500GB	Included above	
710675	CAM, MB AHD WDR 170 HFOV 778	Included above	
512167	CABLE, CAMERA TO DVR, 15'	Included above	
511966	CABLE, CAMERA TO DVR, 30'	Included above	
510993	CABLE, CAMERA TO DVR, 50'	Included above	
530093	CABLE, USB 3.0, A-M/B-M, 3FT.	Included above	
511986	HARNESS, EVENT MARK,ALARM/PANIC,20'	\$50.00	
888824E	WARRANTY, STANDARD (5 YEARS)	No charge	
SVDISC	DISCOUNT- REI SURVEILLANCE PRODUCT	(\$817.00)	
960002I	INSTALLATION, REI SURVEILLANCE	\$295.00	
	Total cost per vehicle	\$1,193.00	