

## Security Camera and Radio RFP Questions

Q: Is this in response to Alyssas Law being passed in Washington?

A: No, however the Mead School District is already largely compliant with the new language.

Q: Are you looking for more 2 way communication between buildings or within buildings?

A: No, in fact all radios spec'd as "Building" radios must use their own frequency that is unique to that facility as the District does have multiple buildings on one site and we don't want anyone stepping on another user at another facility. "Administrative" radios must have the ability to talk to Building Radios and jump to an administrative signal that DOES work between buildings and can also coordinate with Bus Radios in the event of an emergency.

Q: What does your staff currently use to communicate between Admin and teachers?

A: The District is currently using radios to communicate between select staff and building administration.

Q: Can I find out how many cameras of the single lens cameras are indoor versus outdoor?

A: The indoor ones are lower cost. There are 304 total in all 3 years so it could add to be some good savings.

The total count for indoor cameras per year are as follows:

Year one - Interior count is 108, exterior will be 10

Year two - Interior count is 74, exterior will be 33

Year three - Interior count is 47, exterior will be 32

Q: For the LPR camera, there isn't an LPR camera in Alta that matches the specs. That is the on-premise solution. We can add LPR through an affordable license to any Alta camera so I could just use an 8MP bullet camera with the license but it won't match your specs. The other option is to use the spec camera from Unity and include a small cloud connector to bring it into Alta. Do you have a preference?

A: The locations for these units require this specification in a camera, please set up a solution to make these work into a cloud based solution.

Q: Do you for sure want 4 sensor cameras for all of the corner and wall mounted applications? Going down to 3 lenses for a 180 or 270 views would save thousands of dollars. Or maybe you are thinking about shooting the 4<sup>th</sup> lens straight down to the corner of

the building? Traditionally we see the 3 lens cameras being used on side and corners of buildings and 4 lens cameras being used out at poles in parking lots.

A: Thank you for the question, the four and three sensor counts are broken out in the RFP. There are some installs we will be leveraging the 4th sensor for a straight down view as well as a more zoomed in view. Please use the counts listed for your bid.

Q: Are these all to be outdoor rated or will there be an addendum released that specifies quantities of each type of camera that need to be indoor rated vs outdoor rated?

A:

	4 sensor	3 sensor	Single sensor	Fisheye	Bullet	LPR
Total Count needed Exterior	135	37	75	0	9	9
Total Count needed Interior	30	12	229	181	0	0

#### Camera Naming Conventions:

- Could you provide examples or templates illustrating how the Educational Service District (ESD) will establish these naming conventions and how each will be communicated to the winning bidder for identification?

*This will be addressed at a future date and should not have any bearing on the potential winning contractors pricing as the camera installation and naming will be self performed by MSD Employees.*

#### Collaboration with the Real-Time Crime Center Technology Manager:

- What is the process for coordinating with the Real-Time Crime Center Technology Manager on their integration requirements prior and during installation?

*As this collaboration is one of the first to be attempted by both a School District and the Sheriff's department we anticipate both parties working closely with the awarded contractor to address and solve issues in real time. The RFP is written and includes the best and most up to date information available at the time it was published. You are welcome to contact the Sheriff's department regarding any other integration questions.*

#### System Access and Integration:

- Describe how the district intends to integrate with the existing infrastructure and software used by the Spokane Sheriff Real-Time Crime Center (RTCC).

- Will there be any additional licensing or contracts needed with the RTCC software?  
*See above.*

#### **Precise Floor Plans with Cameras:**

- Will you provide detailed and accurate floor plans showing the locations of all installed cameras with corresponding names?  
*Yes, these will be provided.*
- What processes are in place to update these floor plans as camera locations or site layouts change?  
*Current plans are kept in Visio format, district will update as necessary.*
- Is the district open to sites walks to update the current design with new form factor cameras?  
*At the current time the request is for direct replacements.*

#### **Integration with Fusus by Axon or Peregrine:**

- Can you explain in detail the intended integration with Fusus by Axon or Peregrine.
- How much of this integration with the vendor be responsible for vs the RTCC manager?
- If additional software or hardware is required for this integration, will the district procure and implement it?  
*See above.*

#### **Cloud-Based System Requirements:**

- Since this is a phased approach for the video management system to be entirely cloud-based, will there be an exception for an on-prem server for the next 3/5 years until the project is fully completed?  
*District has existing servers that will be utilized during the proposed phased timeline.*
- What two-factor authentication methods does the district support?  
*The district supports TOTP through Azure.*
- What integration features is the district looking for in the Avigilon Unity access control system integration with the video platform?  
*The district is looking for a platform that is a supported integration into our existing Unity system for enhanced security features and create scalability.*

### Camera Quantities

- Regarding four sensor camera mounting hardware, excluding those that require IR kits, will they be suitable for indoor use and not necessitate an outdoor-rated dome cover?  
*All camera styles are listed in a previous question, the breakdown lists the amount of internal vs external cameras necessary.*
- The L6A Enterprise LPR Camera is a dual-lens camera but lacks cloud-native capabilities. Is an on-prem connector acceptable for this model requirement?

*Previous question addresses this question around LPR specification.*

**Q:** Do you have a spreadsheet you could send over to us for the cameras? And presuming you want the cameras quoted per year, is there a further breakdown of the below that would specify what number of interior/exterior cameras are needed for each year (years 1, 2, and 3)?

**A:** Here is the breakdown by year, assuming the three-year rollout:

	4 sensor	3 sensor	Single sensor	Fisheye	Bullet	LPR
<b>Year One</b>						
Total Exterior	36	14	10	0	4	8
Total Interior	17	9	108	66	0	0
<b>Year Two</b>						
Total Exterior	34	13	33	0	3	1
Total Interior	7	2	74	66	0	0
<b>Year Three</b>						
Total Exterior	65	10	32	0	2	0
Total Interior	6	1	47	49	0	0

- Regarding your statement of interoperability with other emergency services: What is your vision for this scenario?
  - The District’s radios can be directly tied into PD and Fire? **No**
  - PD and/or Fire’s Dispatch has a radio to monitor the school emergency channel? **No**

- Other? We would like our Radio's to work with our security system only, we do not intend to operate on PD or Fire signals nor do we wish for them to have access to ours
- How many channels are required at each school? (i.e., should each school have 2 local channels and 1 wide area/emergency channel, something else?) We need the building radios to operate within the building only, we have at least two campuses with multiple buildings in close proximity and can't have those buildings stepping on each other. The administrative radios need to talk to each other district wide in case of an emergency but will traditionally only be used to communicate with building level radios utilized by staff.
- What radios within the District will require the use of the 'Panic button?' (i.e. Busses, Admin radios, Maintenance radios, all radios?) I don't believe a panic button on the radio is our desire.
- Encryption: Digital radios are naturally encrypted. Are you seeking advanced encryption like AES, DES, ADP, etc.? Couldn't say.
- When you mention, 'state wide coverage,' will you please expand on your exact coverage requirements. For example, do you require coverage over Blewett, Snoqualmie, & Stevens Pass, etc? Or just in the main cities within WA state? The Mead School District serves the North Spokane community which includes remote areas of Mt Spokane. These same systems will support our trip buses which may transport students and staff state wide to any number of other locations. They need to be supported over Blewett, Snoqualmie, Stevens, Mt Spokane, Mt St Helens or even Sequim WA. Full State Coverage.
- Part C, Handheld Radios: Your RFP states VHF/350MHz, and 800/900MHz.
  - VHF band is 135-175MHz and UHF is 375-450MHz. I'm assuming you want UHF radios, but please confirm.
  - Also confirming you want handheld radios that are dual band and can handle UHF and 800/900MHz in one radio. Please confirm. See above for intended use of Handheld Building and Administrative use.
- Transportation Radios:
  - Confirming you want a dual band radio capable of VHF/UHF in one radio. There is no mention of 800/900MHz frequencies. Do these radios need access to those frequencies as the RFP mentions the handhelds requiring those frequencies?
- Is TDMA technology a hard fast requirement? We use FDMA technology for our statewide coverage and often for schools as well. Is the District open to a FDMA Digital as a comparable to TDMA? TDMA is our preferred and will most likely take precedence in the scoring matrix.

- Would Silke be able to bid the two-way radio portion by itself, or are you requiring one integrator for the camera system and radio system? **Bidders may bid all or some of the RFP.**

**Question:**

Looking for clarification on intent regarding pricing. The two sections of the RFP below are somewhat contradictory. Page 2 says pricing is considered valid for 60 days from date of proposal opening, and page 4 says prices quoted shall remain in place for the first 3 years of the contract, but then states the District wants a guaranteed discount percentage off MSRP.

Due to the current tariffs, it is difficult to judge what pricing will be a year or two from now, so clarification in this regard would be appreciated.

Examples:

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**PRICE, TERMS, AND CONDITIONS**

Price, terms, and conditions of this proposal are considered valid for sixty (60) days, from date of proposal opening, unless the offering party in writing allows for a longer period of time.

Page 4 -

**CONTRACT PERIOD: A Five year contract with five one year options after the successful initial contract period. The duration of this contract shall be for a period of up to 120 months, or unless canceled by the District by giving a 60 day written notice of termination. Prices quoted shall remain in force during the first three years of the contract.**

Contractor shall notify the District in writing requesting contract price adjustments on or before ninety (90) days prior to the end of each contract year starting in year 4.

The District reserves the right to grant or deny a contract extension or price adjustment. The District reserves the right to complete an additional RFP if an extension or price adjustment is unacceptable to the District.

**The District requests a guaranteed percentage discount off of MSRP for the duration of the contract ensuring future expansions of the Camera, Transportation Radio, and Handheld Radios systems maintain a predictable negotiated discount.**

**Answer/Intent**

Regarding Price, Terms, Conditions and 60 days. This would be in regards to pricing provided to MSD for the initial pricing, the District feels we could possibly need up to 60 days to make our

decision and we need to be confident the document and pricing submitted can hold up for that long. This is our traditional boilerplate RFP Language.

Regarding Contract Period, I don't feel this is contradictory so much as a little redundant for this RFP. The intent is to roll the Camera's out over a three-year period, our request is that the contractor submit a price for those devices that is guaranteed for that duration of time. However, the bidding agency figures that out is up to them and understands this is a creative request that helps ensure the District is able to appropriately budget for this project during uncertain times. The Five-Year contract with up to Five years of extensions is meant specifically to address the anticipated camera licensing/warranty duration.

Regarding MSRP Pricing, the District is aware and recognizes how difficult it would be to guarantee pricing for up to 10 years should we decide to expand any systems covered under this RFP. Rather than guarantee a price, which will fluctuate, we would rather set a percentage discount off of MSRP, so as that market changes, we can at least predict our margin of discount to appropriately budget for expansion and modification.

Question: Does Service Disabled Veteran owned companies have an advantage for the Security and Communications Bid have an advantage?

Answer: There are no advantages called out in the scoring matrix for any potential bidders.

Question: I see that the buses require the radios, installation kits, etc. Is it the expectation that the vendor performs the installation or will the Transportation Dept. perform their own installs? I read that the installs must be done by mid-August, but I'd like to clarify who will complete the work. I assume the awarded vendor, but we've sold to a lot of Districts where the mechanics do not want anyone besides themselves touching their buses.

Answer: The winning contractor must supply labor and all materials to ensure proper installation and function.

Question:

For tomorrow's bid delivery deadline, will there be a public opening at your location and reading of the summary and pricing for each response you receive?

Answer:

We welcome a public bid opening format so you are definitely welcome to stay. As far as the outcome, just as in previous RFP's we will create a spreadsheet with all bidding companies and their pricing by line item as specified in the RFP and email that out to every participating company involved in the process. Tomorrow once the bids are all opened we will excuse everyone from outside the district so that we may begin the decision process immediately after, which will include verifying and validating each RFP so please keep in mind all pricing announced tomorrow will require the proper vetting process.