REQUEST FOR PROPOSAL (RFP) for Integrated School Security Camera and Management System

RFP No: ECSD: 09.25

Request for Proposal Released: Friday, October 3, 2025

Deadline for Submission: Thursday, October 30, 2025 - 12:00 PM

Mandatory Walkthough - Thursday, October 16th, 2025 - 9:00 AM

---

1. Introduction and Project Background

The **Elbert County School District (ECSD)** is soliciting proposals from qualified vendors for the provision, installation, configuration, and ongoing support of a modern, comprehensive security camera and video management system for the Elbert County Middle School campus.

1.1. School Environment: The campus consists of 1 main building, an auditorium, gym, Agriculture barn, and Track

1.2. Project Objective: The primary goal is to enhance the safety and security of our students, staff, and property by implementing a modern video surveillance solution. The system must provide reliable, high-resolution coverage of key internal and external areas, be simple for authorized personnel to operate,secure, and offer advanced capabilities for incident investigation and real-time monitoring.

---

2. Scope of Work and System Requirements

The proposed solution must be a complete, turnkey system. The selected vendor will be responsible for all planning, equipment provision, installation, configuration, testing, documentation, and training.

2.1. System Architecture

ECSD prefers a modern, scalable architecture that minimizes on-site server infrastructure and associated maintenance overhead. Proposers must clearly detail their proposed storage and management model (e.g., cloud-managed**,** edge-based storage with cloud features, traditional NVR/DVR-based).

2.2. Camera Specifications (Minimum Requirements)

Indoor Cameras

- Resolution: Minimum 5 Megapixel (MP)
- Vandal Resistance: IK08 or better
- Lens: Wide field of view (up to ~128° diagonal)
- Image Enhancement: Wide Dynamic Range (WDR)
- Illumination: Built-in Infrared (IR) for low-light/night coverage (approx. 15m)
- Networking: Must support Power over Ethernet (PoE), IP-based
- Form Factor: Compact, discreet dome design suitable for indoor environments

Outdoor Cameras

- Resolution: Minimum 5MP
- Weatherproofing: IP67 or better
- Vandal Resistance: IK10
- Image Enhancement: Wide Dynamic Range (WDR)
- Illumination: Integrated IR (approx. 30m)
- Networking: PoE, IP-based
- Form Factor: Dome-style outdoor housing for general perimeter and entry coverage

2.3. Management and Features

The Video Management System (VMS) must include, but is not limited to, the following features:

- **Centralized Management:** A single, easy-to-use platform for managing all cameras and users, accessible via web browser and mobile devices (iOS/Android).
- **User Management:** Granular access controls, allowing different levels of access for administrators, principals, and security staff.
- **Advanced Search & Analytics:** Capabilities such as searching footage by motion events, color, object (person/vehicle), and time/date.
- **Alerts & Notifications:** Automatic alerts for system health issues (e.g., camera offline, tampering) and critical events.

- **Export Functionality:** Easy and non-proprietary video export format (e.g., MP4) for evidence sharing.
- **Security:** Data encryption in transit and at rest, and secure remote access that does not require opening firewall ports.

---

3. Proposal Submission Requirements

Proposals must include the following sections:

1. **Executive Summary:** A brief overview of the proposed solution with a total number of cameras that is appropriate for the school and an overview of the technical solutions of the camera. Must also provide a detailed report of where cameras will be located throughout the building.
2. **Vendor Qualifications and Experience:**
    - Company background
    - Experience with K-12 school security camera installations, including at least three (3) relevant and recent references to include one reference for a school system within 150 miles of Elbert County.
        i. Name of project
        ii. Date of project
        iii. Contact name and number
3. **Technical Solution Description:**
    - Detailed specifications and models of all proposed hardware.
    - A clear description of the system architecture.
    - Demonstration of how the system meets or exceeds all minimum requirements in Section 2.
4. **Installation and Project Plan:** A detailed timeline and work plan for the entire project, including minimal disruption to the school day.
5. **Training and Support:** Details on user training, warranty, and ongoing technical support, including guaranteed response times.
6. **Pricing Proposal:** A detailed, itemized cost breakdown, clearly stating that No taxes should be included in the RFP as purchases by ECSD are not subject to Federal Excise Tax or State and Local Sales Tax.
    - Hardware and licensing costs per item.
    - Installation and labor costs.
    - Ongoing software/licensing subscription costs (per year for a minimum of 5 years).
    - Total all-inclusive project cost.

---

4. Evaluation and Contract Terms

4.1. Evaluation Criteria and Award

The **Elbert County School District (ECSD)** is committed to selecting the vendor that provides the best overall value and most comprehensive solution for the Middle School. Price is an **i**mportant consideration but will not be the sole determinant of the award**.** The District reserves the right to select any vendor that, in its sole judgment, best meets the District's needs and long-term security objectives.

Criterion	Weight (%)	Description
Technical Solution & System Features	**35%**	Quality, functionality, and suitability of the proposed system to meet current and future security needs. Ease of use and advanced features are highly valued.
Vendor Experience & References	**25%**	Demonstrated expertise and successful track record with similar K-12 projects. Strength of references.
Implementation Plan & Support	**20%**	Quality of the project plan, warranty, training, and long-term support model.
Cost Proposal	**20%**	Total cost over five (5) years, including equipment, installation, and recurring licensing/support fees.

Awards: The Elbert County School District reserves the right to reject, evaluate, accept partial proposals, and accept full proposals, which the district believes is in the best interest of its stakeholders.

Award will be made to the responsive and responsible vendor based on price, availability, past vendor experience, references, and compliance with the proposal specifications and requirements as outlined in the evaluation criteria included in this solicitation. Award of proposal will be made in the best interest of ECSD.

A determination of competitive range may be made after initial submission of proposal and after any additional revisions. Offerors not in the competitive range of being selected for award shall be eliminated from further discussion.

During the evaluation phase, discussions may be conducted with offerors who submit proposals determined to be reasonably likely to be selected for the award. These discussions are for the purpose of negotiations, clarification, and to assure full understanding of and responsiveness to the solicitation requirements. Offerors will be accorded fair and equal treatment with respect to

an opportunity for discussion and revision of proposals. ECSD may permit revisions, after submission and prior to award, for the purpose of obtaining best and final offers. In all events, ECSD reserves the right to re-solicit the item(s) involved.

4.2. Contractual Confirmation and Terms

Entirety of Contract: All documents submitted in response to the RFP, including any attachments and appendices, are incorporated into the contract between ECSD and the vendor and must contain the entire agreement between the parties and supersedes all prior oral and written agreements and understandings between the parties with respect to the subject matter hereof. If any language of the RFP Response by the Vendor conflicts with the language of the RFP, the language of the RFP shall govern.

Warranties and Authorization: By signing of contract, vendor confirms responsibility as an authorized agent to sell, distribute all products and services as proposed. In addition, vendor confirms ability and responsibility to provide all manufacturer warranties for the items proposed. This includes additional warranty items that may be included in the Special T&C.

Shipping**:** All prices are to include delivery to the location(s) specified in the Proposal of the Purchase Order.

Compliance: Interested parties shall obtain and maintain all applicable licenses, a minimum of $1,000,000 in liability insurance for any onsite work. Proposers will comply with any and all other standards or regulations required by federal or state statutes or any ordinances and rules during the performance of any contract between the Propers and ECSD.

---

5. Proposals and Inquiries

Proposals must be received by **12:00pm** on **10/30/2025**

Proposals must be submitted **via mail or hand delivered in a sealed envelope** to

Elbert County Board of Education ATTN: Clint Winter

RFP **09.25**

50 Laurel Drive Elberton GA, 30635

Proposals received after the deadline will not be considered.

Technical Questions

All technical questions and correspondences should be conducted through email and directed to **clint.winter@elbert.k12.ga.us**. Answers to these questions will be posted on the Elbert County School District Invitation to Bid Website located at -

https://www.elbert.k12.ga.us/ecsd-board-of-education/invitation-to-bidrfprfq.

All questions must be due by 10/15/25. It is the vendor's responsibility to check the ECSD Invitation to Bid website for any addenda, responses to vendor questions, or other communications, which may be necessary during the solicitation period.

Onsite Visit

Vendors who are interested in bidding on the project are required to visit Elbert County Middle School and walk the school to grasp the scope of work and ask any questions at that time. The onsite visit will take place on **October 16th** at 9:00 AM.

Elbert County Middle School
1108 Athens Tech Road
Elbertron, GA 30635

Elbert County School District reserves the right to reject any or all proposals, to waive minor irregularities, and to award the contract to the vendor deemed most advantageous to the District, regardless of price.

Appendix

Link to ECMS Architectural Map