

**MADISON COUNTY FISCAL COURT
MADISON COUNTY, KY
RESOLUTION 2022-114**

**A RESOLUTION AWARDING A BID FOR THE EMERGENCY MANAGEMENT AGENCY
(EMA)/CHEMICAL STOCKPILE EMERGENCY PREPAREDNESS PROGRAM (CSEPP)
COMMUNICATIONS TOWER SITE SURVEILLANCE EQUIPMENT**

WHEREAS, the Madison County Fiscal Court is required to approve of all bids for projects in accordance with the Administrative Code; and

WHEREAS, the Madison County EMA/CSEPP requested bids for tower site surveillance equipment; and

WHEREAS, the bid notice was properly posted; and

WHEREAS, two sealed bids were received within the specified time in the bid posting; and

WHEREAS, the Madison County EMA/CSEPP wishes to award the bid and enter into a contract for tower site surveillance equipment to Compass Security Solutions;

NOW, THEREFORE, BE IT RESOLVED THAT THE FISCAL COURT DOES HEREBY APPROVE THIS RESOLUTION AND AUTHORIZES THE JUDGE EXECUTIVE AND/OR HIS DESIGNEE TO EXECUTE SAME ON BEHALF OF THE COUNTY.

Motion made by Tudor, seconded by Barger.

Vote:	Yes	No
Judge Executive Reagan Taylor	<u>✓</u>	<u> </u>
Magistrate Ben Robinson III	<u>✓</u>	<u> </u>
Magistrate John Tudor	<u>✓</u>	<u> </u>
Magistrate Roger Barger	<u>✓</u>	<u> </u>
Magistrate Tom Botkin	<u>✓</u>	<u> </u>

Signed:
R-22
Reagan Taylor
Madison County Judge Executive

9-13-2022
Date

Attested:
Kenny Barger
Kenny Barger
Madison County Clerk

9-13-2022
Date

Madison County EMA
Proposal for Tower Site Surveillance
Equipment

PREPARED FOR:



PREPARED BY:
Nathan Kustes
Compass Security Solutions



Tower Site Surveillance Equipment RFP Response



September 6th, 2022

2321 Lime Kiln Lane - E
Louisville, KY 40222

Madison County EMA:

Thank you for the opportunity to provide pricing for the Tower Site Surveillance Equipment RFP. This pricing is the result of the request for a proposal document created by Compass Security Solutions. The project represents the opportunity for Compass Security Solutions to build on our track record of successful deployments in corporate security.

We are prepared to succeed as part of Madison County EMA team for the following reasons:

Compass Security Solutions will perform the services associated with the installation of these security systems because our approach to executing contracts and customer service will provide the best value and greatest benefit to Madison County. We are very familiar with the VIVOTEK system at Madison County and have successfully designed and installed this very solution for Madison County and others.

Thank you for considering Compass Security Solutions. We're looking forward to the possibility of working with you.

Nathan Kustes
Vice President, Compass Security Solutions

PREPARED FOR:
Madison County EMA



Tower Site Surveillance Equipment RFP Response



PERMITS

Compass Security Solutions understands, accepts and has included all necessary arrangements and fees in the submitted proposal and acknowledges responsibility for securing all required permits related to the scope of works.

INSURANCE COVERAGES.

Compass matches and in most situations exceeds the required insurance coverages. COI provided upon request.

SCOPE OF WORK

- Compass to provide all the equipment defined in the RFP.
- Compass to install cameras on 9 of the tower buildings.
 - Installation is turn-key on the building
- Compass to program all NVR's at 9 locations
- Compass to program NVR's to RAID 5
- Compass to program all cameras to fixed IP Addresses defined by IT department
- Compass to provide Ledger for all installations
- Compass to provide As-Build in Compass Software with IP Addresses, model numbers, and accurate locations.
- Compass to program all locations into County CMS platform
- Compass to educate end users on the system to their level of comfort within reason
- Compass to provide Grounding according to RFP
- Compass to install SD cards in every camera installed and program cameras for SD cards
- Compass to provide usb joystick for moving the PTZ if needed

PREPARED FOR:
Madison County EMA



Tower Site Surveillance Equipment RFP Response



PROPOSED COST

Below is a list of equipment proposed for this installation. Some equipment may be substituted should issues arise with availability or product discontinuation. This pricing is only valid should the system be purchased as a complete package including equipment and labor as outlined herein.

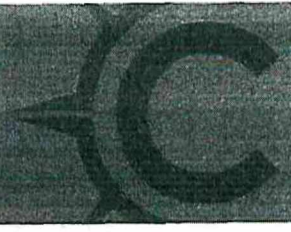
Security Systems

Goods	\$93,344.65	Mfctr	Description	Qty
Labor and	\$13,500	Vivotek	SD9384-EHL PTZ CAMERA	12
Programming		Vivotek	MOUNTING HARDWARE FOR SD9384-EHL	9
MISC	\$953.76	Vivotek	95 WATT OUTDOOR POE	9
Sales Tax	\$0	Vivotek	IB9391-EHT CAMERA	20
Total	\$107,798.41	Vivotek	ND9441P NVR	12
		WD	10TB HARD DRIVES	36
		WD	HIGHEST CAPACITY SD CARDS	29
		Vivotek	SURGE SUPPRESSION	25

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Madison County EMA



Tower Site Surveillance Equipment RFP Response



SERVICE & SUPPORT

In addition to providing the highest quality video surveillance equipment and integration services, Compass Security Solutions offers a wide variety of support services to our customers, ranging from simple repair services to remote monitoring of facilities. We have always understood the role that support plays in technology, and believe that without the proper support, even the most basic systems cannot be utilized to their full potential. We offer a host of service plans on existing systems that include 24 hour support, and next day equipment replacement in the event of failure.

Our service and support teams offer the following under our ongoing maintenance and support services:

- On Site Support Staff
- (2-4 dedicated staff members may be deployed depending on the service needed)
- Certified systems engineers on call
- Remote systems support staff based in US.
- Normal Working Hours Support
- Mission Critical/On Call Support (24 hours/ 7 Days)
- Special Event Support & Planning
- User training
- System Help Monitoring
- Maintenance

The following types of technologies are supported by our service and support teams:

- Genetec
- Firelight
- AXIS
- Avigilon
- Honeywell
- FLIR
- VideoIQ
- Jemez
- Vivotek
- BCDVideo

PREPARED FOR:
Madison County EMA



Tower Site Surveillance Equipment RFP Response



SAFETY FIRST

Compass Security Solutions is committed to providing for and supporting safety in all aspects of our work. In short, safety is our highest priority. And while construction project sites may be extremely complex with regard to the number of details involved, safety is not only achievable but is considered to be an expectation in which every member of the CSS team is a participant. CSS has never been involved in a work stoppage related to a job site injury and has never been cited for a safety violation. Our crews undergo safety training and are certified for use of heavy and lift equipment according to both industry standards and manufacturer recommendations. We participate in safety related programs of all of our projects and aggregate the best practices of each into our own policies. And our policies are reviewed and updated regularly.

CSS's Safety Policy is built on a foundation of fundamental practices that focus on active engagement and involvement by all members of our team.

Management Team Commitment to Safety
Effective Safety Training, Certifications, and Continuing Education
Predictive Job Site Hazard Analysis
On Site Tool Box Safety Focus Meetings
Incentives for Excellence in Safety Performance

SELF-PERFORMANCE

Our in house staff includes a variety of industry-related professionals in order to meet the expectations of every client. From engineers to project managers to staffing specialists to programmers, CSS's team is experienced with all aspects of video surveillance systems integration and related software and hardware. As a result, our expertise with technical documentation, software systems integration, control systems programming, technical support and maintenance, and other niche facets of this expanding industry has consistently allowed us to grow and to continue our superior services.

QUALITY ASSURANCE & QUALITY CONTROL

CSS has developed an in depth project planning and implementation strategy utilizing fundamental construction management principles and best practices. Through process standardization, extensive documentation standardization, and delineation of responsibilities among departments, our teams are able to complete projects on time and within budget.

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Madison County EMA



Tower Site Surveillance Equipment RFP Response

Key strategic elements include the following

- Detailed drawings and specifications
- Providing installation and service staff with the best chance for success
- Installation & Service Staff training before, during and after deployments.
- Preventative Maintenance services including on-site support and off-site systems

QUALITY ASSURANCE & QUALITY CONTROL cont.

Often the most difficult portion of a project involves coordination with field conditions, staffing, materials, and scheduling. Regardless of the quality of specifications and detail of drawings, without persistent focused field work, technology systems deployments often fail. CSS's engineers spend a significant portion of their time on construction sites working with integrators to get the job done. CSS guarantees a 1 year warranty period on all equipment, materials, and labor. CSS's warranty period includes a 24 hour response time on all service calls and requests for information.

- Project Kickoff Meetings (CSS, Integrator, Owner designees)
- Construction Coordination Meetings (CSS, Integrator, General Contractor, Quality Control, Safety Control)
- Construction Specialist Meetings (CSS, Integrator, Electrical Contractor, Mechanical Contractor, General Contractor, etc.)
- On-Site Progress Inspections
- Weekly Status Reporting against Detailed Project Plan
- Integrator Shop Inspections (at installer's facility to ensure systems are completely commissioned prior to setting equipment on site)
- End User Orientation (during construction, often including site walk through)
- Punch list (installation, commissioning, programming, warranty)
- Preventative Maintenance Training (to ensure integrators provide support for the final product)
- Pre-Warranty Expiration Training (to ensure systems are fixed before warranties expire)

PREPARED FOR:
Madison County EMA



Madison County EMA

Bid for Tower Site Surveillance Equipment Request for Proposal (RFP)



Estimate
Sky High Communications
 218 HILLTOP DR
 Lawrenceburg Ky 40342
 US
 5028371262 Cell
 5028371260 Office
 Stephen@skyhighky.com

BILL TO
 Madison County Emergency Management Agency

Estimate # 223
Date Sep 6, 2022

Item	Quantity	Price	Amount
Vivotek SD9384-EHL Bid specified pan tilt zoom camera	12	\$3,723.52	\$44,682.24
Vivotek pan tilt zoom camera mounts for tower Mounts for camera to tower legs.	9	\$112.46	\$1,012.14
Vivotek IB9391-EHT Cameras for tower site shelters.	20	\$292.50	\$5,850.00
NVR Recorder 12 TB Recorder for camera system	12	\$950.00	\$11,400.00
12 TB Additional hard drive	12	\$398.12	\$4,777.44
Camera Cable	1	\$2,750.00	\$2,750.00
Camera Cable Stainless and rubber isolated hardware Mounting solutions for cable running all stainless and rubber insulated.	1	\$2,123.56	\$2,123.56
Labor Labor to install camera equipment and configure to the existing system and pre configure items to be installed on tower removal of all old equipment boxed and labeled for return to customer included.	1	\$14,250.00	\$14,250.00
Trip fees	1	\$450.00	\$450.00
Subtotal			\$87,295.38
Net			\$87,295.38
Grand Total			\$87,295.38

BID FOR TOWER SITE SURVEILLANCE EQUIPMENT

Sky High Communications

Sky High Communications	Point Value	Score
Bid was sealed on delivery	Pass/Fail*	Pass
Bid was properly labeled	Pass/Fail*	Pass
Delivered on time	Pass/Fail*	Pass
Proper number of copies were provided	5	3
Meets requirement of SOW	50	15
Pricing	50	35
Prior Madison County Experience	50	0
Total	155	53

Delivery Requirements

The bid was sealed on delivery, was properly labeled, and delivered on time.

Proper number of copies

- Section 2.2 Submittal Deadline required four hard copies and two electronic copies. Sky High Communications only provided four hard copies and only one electronic copy of the bid. A score of 3 was given for the proper hard copies and one missing electronic copy.

Meets requirement of SOW

10 points were available for each of the bulleted sections

- Fail -Section 2.1 Firm Qualifications – Respondents shall have been actively engaged in the sale of, service like the items(s) proposed in this RP for a period of at least five (5) years. According to the Kentucky Secretary of State the Articles of Organization was March 22, 2021. With an organization date of March 2021 Sky High Communications is unable to meet the requirement of 2.1. Zero points awarded.
- Fail - Vivotek SD9384-EHL – There appears to be no mention of the memory card that is required as part of the scope of work. Zero points awarded.
- Fail - Vivotek IB9391-EHT – There appears to be no mention of the memory card that is required as part of the scope of work. Zero points awarded.
- Low Confidence – Vivotek Network recording devices. The request was to have the ability for 24-hour recording storage for all tower site cameras for 160 days and for the configuration to be in a RAID 5. The quote does not mention a model that would be used which could conflict with existing infrastructure and we are unable to confirm if the correct amount of storage has been provided and if it provides for the RAID 5 redundancy as required. Five points awarded.
- Quote provides information and pricing for installation and configuration, and we believe it to be within an acceptable range. Ten points awarded.

Pricing

- Low Confidence – the pricing of the Vivotek IB9391-EHT appears to be out of an acceptable range. At a price point of \$292.50 we believe this may be incorrect for the model specified. The other pricing appears to be within an acceptable range. It is unclear if POE+ devices are being provided as part of the pricing or have been left out. 35 points awarded.

Prior Madison County Experience

- The Madison County Fiscal Court is unaware of any past work completed by Sky High Communications with any Departments under the Fiscal Court Umbrella, and they are not listed as a vendor in our Accounts Payable System. Zero points awarded.

Compass Security Solutions

Compass Security Solutions	Point Value	Score
Bid was sealed on delivery	Pass/Fail*	Pass
Bid was properly labeled	Pass/Fail*	Pass
Delivered on time	Pass/Fail*	Pass
Proper number of copies were provided	5	5
Meets requirement of SOW	50	48
Pricing	50	40
Prior Madison County Experience	50	50
Total	155	143

Delivery Requirements

The bid was sealed on delivery, was properly labeled, and delivered on time.

Proper number of copies

- Compass Security Solutions provided the correct number of copies of hard copies and electronic copies. A score of 5 was given for the proper hard copies and electronic copies.

Meets requirement of SOW

10 points were available for each of the bulleted sections

- Pass -Section 2.1 Firm Qualifications – Respondents shall have been actively engaged in the sale of, service like the items(s) proposed in this RP for a period of at least five (5) years. According to Compass Security Solutions LinkedIn Profile operations began in 2005 as a full-service security integrator. Two points were deducted for not providing company history with the bid. Eight points awarded.
- Pass - Vivotek SD9384-EHL – There is mention of memory cards and installation. Ten points awarded.
- Pass - Vivotek IB9391-EHT – There is mention of memory cards and installation. Ten points awarded.
- High Confidence – Vivotek Network recording devices. The request was to have the ability for 24-hour recording storage for all tower site cameras for 160 days and for the configuration to be in a RAID 5. The quote does mention a model that would be used and will work with the existing infrastructure, and we can confirm that the correct amount of storage has been provided and it does provide for the RAID 5 redundancy as required. Ten points awarded.
- Quote provides information and pricing for installation and configuration, and we believe it to be within an acceptable range. Ten points awarded.

Pricing

- Average Confidence – the pricing appears to be in acceptable range for all items. 10 points deducted for not providing line-item detail pricing for the goods, this creates trouble when comparing items. 40 points awarded.

Prior Madison County Experience

- The Madison County Fiscal Court is aware of past work completed by Compass Security Solutions with multiple Departments under the Fiscal Court Umbrella, and they are listed as a vendor in our Accounts Payable System. Compass Security Solutions recently completed the replacement of the camera surveillance system in the Madison County Detention Center, has provided surveillance products and solutions to the Madison County Animal Shelter, Madison County Information Technology Department as well has recently provided surveillance solutions to Madison County EMS. All work has been completed in a timely and efficient manner in every project we have collaborated on with them and they are found to often be going above and beyond to make sure we are happy with the final product that was delivered. Fifty points awarded.