

Video Surveillance Request for Proposal on behalf of the South San Francisco Housing Authority (Client)

This questionnaire is to ensure every contractor can compete on a level playing field and the Client receives a very thorough proposal. Each question is weighted and an overall score will be produced.

Instructions: fill out each question as thoroughly as possible. If the answer to a question includes proprietary information, please answer the question as much as possible then state the remainder is proprietary. If you can paraphrase to avoid revealing proprietary information, please do so. If you are providing documentation to answer any of the questions, please insert "see (document title) attached" as your answer. Once completed, please save this file as a .pdf and email it to me (alionce@gmail.com). If you have any questions or concerns about this document or project, please don't hesitate to reach out with questions. A Google document will be set up as an ongoing Q&A after the first site visit for transparency, whatever email you use to respond will be entered to have access to the Google doc. Do not simply submit your own proposal and answer each question "see proposal." If the question is not answered, the score will be zero.

Scoring process. Your proposal will be scored and summed on an individual spreadsheet, then compared to all the other scored proposals. The top proposals (3-6 depending on results) will then be forwarded, with notes, to the client for their review and evaluation. Each bidder will receive a copy of their score sheet for transparency as well, but not the scores of other bidders. The client will then review the reporting and select 3 bidders to present to their board for final decision.

Attached is a Google Earth Image with markings for existing and desired surveillance coverage. Please provide a proposal for your design and ownership will determine the acceptable coverage vs cost. If you would like to provide your recommended alternatives, please do so.

RFP Timeline (subject to change, all bidders will be notified of changes).

1. 03/01/2024--Release of RFP
2. 03/08/2024 – 1st site visit (optional), and intentions to submit due.
 - a. Attendance at the site visit will not influence the scoring either way.
 - b. Please reach out to me to schedule the site visits between 10am and 3pm.

Randall Scott alionce@gmail.com

3. 03/15/2024 – Question window closes at 5:00pm PST
4. 03/20/2024 – Final answers to questions will be answered by 5:00pm PST
5. 03/25/2024 – PROPOSALS DUE by 12 midnight.
6. 04/01/2024 – Proposal reports and scoring presented to Client
7. 04/05/2024 – Client selects 3 proposals to send to board for discussion and approval.

Note: much of the scoring will be a result of IPVIM research. This is a government project and any banned systems/cameras will not be considered.

The grant awarded to the Client is \$80,000.

Proposal (total of 100 points):

Section 1: Company information and background (10 points) 10%

1. What is the legal name of your company as on file with the state government your corporation is registered in:
2. Please list any dba's used by your company:
3. Please list the office location that will service this project:
4. Please list all other cities where your company has offices, including international offices/ locations.
5. Is your company a franchise or an independent regional contract model?
6. (1) Who is your general liability insurer and do you have at least \$5 million in aggregate liability coverage?
7. (2) How many employees does the legal company named above employ at the location named above that will service this contract? (including temporary, part time, full time and exempt)
 - a. If your company has employees at other office locations/cities, please list the number of employees at those locations.
8. (1) If you plan on using any sub-contractors to service this contract, please list them here. Servicing this contract refers to (for example) an integrator, monitoring company, camera vendor/manufacturer, internet service provider or electrical contractor. You do not need to list rental companies or other third party vendors providing necessary but not ongoing mission critical tasks and components.
9. (3) Please explain here any issues we will discover in our digital search of your company.
10. (3) Please list how many clients you have in the Bay Area.

Section 1.1 Timeline (25 points) 25%

1. (4) What is your proposed timeline if your proposal is selected?
2. (3) Is the product(s) in your proposal in stock, or do you need to order them and from where?
3. (4) At the time you are filling out this questionnaire are any of the items specified delayed from supply chain issues?
4. (4) Do you require a down payment at the time of the signing of the contract?
5. (5) Do you offer a leasing option?
6. (5) What are potential problems that may cause delays with this job and how do you plan on addressing them?

Section 2: Video system design (20 points) 20%

1. (1) Please provide data sheets for each camera type you are proposing to install.
2. (2) What cameras do you plan to use and why did you choose that type of camera.

3. (5) User Interface
 - a. Ease of review and retrieval
 - b. Cell phone review and interface simple and intuitive
 - c. Further description
4. (1) Please provide the hardware specifications for the infrastructure necessary to operate the video management system. For example, but not limited to:
 - a. Network video recorder (NVR)
 - b. Video transmission infrastructure (store at the edge, cloud, point to point wireless transmission, etc)
 - c. Will you be using conduit, CAT-6e, both?
 - d. Please be as specific as possible
5. (3) Are the analytics meta data embedded in the video and can they be used “after the fact”?
6. (1) How long does your proposed system retain the video?
 - a. What is your reasoning for that initial length of time?
7. (5) How do you protect the data? (example: the recent fairly recent cloud video hack)
8. (2) What look down talk down technology did you include and what is your reasoning for that choice(if any)?

Section 3: Physical design (20 points) 20%

1. (8) Full 360deg and upgrade at existing pole locations
2. (10) Coverage of all 10 voids noted on the overhead map (1 point per void covered)
3. (2) Automated license plate reader
 - a. (1) IPVM rating
 - b. (1) Speed capture

Section 4: Technical Support and Maintenance (25 points) 25%

1. What is the average video management system (sensors) uptime at your customer sites? In other words, at any given time, what percentage of your systems are operational (on an annual basis)?
 - a. (3) How do you verify that number?
 - b. (2) What systems do you have in place to alert technical support staff to fix or repair the problem?
 - c. (5) What is your average time to fix or repair:
 - i. Software problems?

ii. Hardware problems?

2. (3) What is the warranty for equipment and labor with purchase?
3. (3) If the equipment is leased who is responsible for maintaining it?
4. (4) What proactive measures does your company provide to ensure the system is functioning properly?
5. (5) The proposal should include regular maintenance and dome cleaning and their frequency. The client is clear they do not want that responsibility.

Section 5: System Bonus (up to 10 points)

The Client has made it clear that they do not want live or AI monitoring, do NOT include that in your proposal or list it here as a bonus.

1. Can you offer a remote video retrieval service?
2. Does it meet law enforcement chain of custody requirements?
3. What other services can you offer that are not covered in this RFP (not monitoring)?
 - a. Enter costs for other options