



## City of Hallandale Beach City Commission Agenda Cover Memo

<b>Meeting Date:</b>	August 1, 2018		<b>Item Type:</b> <i>(Enter X in box)</i>	<b>Resolution</b>  x	<b>Ordinance</b>	<b>Other</b>
<b>Fiscal Impact:</b> <i>(Enter X in box)</i>	<b>Yes</b>	<b>No</b>	<b>Ordinance Reading:</b> <i>(Enter X in box)</i>		<b>1<sup>st</sup> Reading</b>	<b>2<sup>nd</sup> Reading</b>
	x		<b>Public Hearing:</b> <i>(Enter X in box)</i>		<b>Yes</b>	<b>No</b>
<b>Funding Source:</b>	2120 564040		<b>Advertising Requirement:</b> <i>(Enter X in box)</i>		<b>Yes</b>	<b>No</b>
						x
<b>Account Balance:</b>	\$435,000		<b>Quasi Judicial:</b> <i>(Enter X in box)</i>		<b>Yes</b>	<b>No</b>
						x
<b>Project Number :</b>	PDPS1		<b>RFP/RFQ/Bid Number:</b>		FY 2017-2018-007	
<b>Contract/P.O. Required:</b> <i>(Enter X in box)</i>	<b>Yes</b>	<b>No</b>	<b>Strategic Plan Priority Area:</b> <i>(Enter X in box)</i>			
	x					
<b>Sponsor Name:</b>	Roger M. Carlton, City Manager		<b>Department:</b>		Sonia Quiñones, Chief of Police	

**Short Title:**

**A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF HALLANDALE BEACH, FLORIDA, AWARING RFP # FY 2017-2018-007 CITY OF HALLANDALE BEACH SURVEILLANCE CAMERAS INSTALLATION, MAINTENANCE AND OPERATIONAL LEASE; MAINTENANCE OF ACCESS CONTROL INFRASTRUCTURE TO THE HIGHEST RANKED FIRM, INTRALOGIC SOLUTION, IN AN TOTAL AMOUNT NOT TO EXCEED FIVE HUNDRED SEVENTEEN THOUSAND ONE HUNDRED EIGHTY DOLLARS (\$517,180) FOR A FIVE YEAR TERM; AND PROVIDING FOR AN EFFECTIVE DATE.**

## Staff Summary:

### **Background:**

Currently, the City's Digital Imaging System is comprised of 212 existing cameras at 23 different sites. All the images are transmitted to the Police Department via a combination of wired and wireless infrastructure to video storage devices. The camera footage is viewed through the video management software system.

The City also employs an access control system with multiple controllers, accompanying card reader interface boards, a management software program, proximity card readers and the existing cabling infrastructure. The majority of these systems have been in place for nearly 11 years and upgrade replacements are critically necessary.

**Surveillance Cameras:** The system has a combination of digital and analog cameras which are connected by their original cabling infrastructure. Of the existing cameras in the digital imaging system, 138 or (65%) require replacement and are beyond their useful life.

**Video Management System (VMS):** The digital imaging system requires the replacement of the current VMS. The existing system hosts recording for 212 cameras for a 30 day retention period.

**Access Control System:** The existing system is Lenel brand and includes 85 card readers in 7 different facilities within the Hallandale Beach City limits. The system requires a maintenance plan to ensure reliable service.

### **Authorization:**

On August 30, 2017, staff presented the Summer Study for the digital imaging strategy implementation and financing methodology (See Exhibit #2). As a result, staff released an RFP (See Exhibit #3) requesting a proposal to supply cameras and related equipment, installation, integration and maintenance services for surveillance camera infrastructure, as well as maintenance of access control infrastructure at City facilities.

All proposals required a 5 year security camera improvement plan to install additional security cameras throughout the City if the City Commission so determines in the future. The current plan replaces existing security cameras that have reached the end of their useful life and upgrades the video management system for the surveillance cameras. The proposals were also required to provide a 5 year lease for acquisition of a comprehensive solution. This was an element of the Summer Study recommendation.

### **Analysis:**

**Release Date of RFP: February 16, 2018**

The release notice for the RFP was sent via email to 102 vendors from the City's Vendor list. The RFP was also advertised in the Hallandale Beach Chamber of Commerce website, City's website, DEMANDSTAR website, and City and HBCRA Social Media pages. The RFP was also advertised through the Miami Minority Business Development Agency Business Center, the U.S. Small Business Administration, and the Broward County Community Relations and Outreach Section Office of Economic and Small Business Development.

**Mandatory Pre-Proposal Conference: was held on March 8, 2018 at 11:00 a.m.**

There were 34 vendors in attendance at the Mandatory Pre-Proposal Conference and 7 staff members. The Mandatory Site Visits were held on March 19, 2018 and March 20, 2018 and there were 15 firms in attendance for both days.

In addition to providing the opportunity for vendors to ask questions during the Mandatory Pre-Proposal Conference, the solicitation allowed for additional questions to be submitted via email by no later than **March 23, 2018 @ 11:00 a.m.**

Responses to the RFP were due **April 17, 2018 @ 11:00 a.m.**

**Proposals Received:**

Six (6) proposals were received from the following vendors in order of highest ranked:

NO.	PROPOSING FIRM	COST PROPOSAL	REFERENCES	VARIANCES
1	<p><b>INTRALOGIC SOLUTIONS</b> 500 East Broward Blvd, Suite 1710 Fort Lauderdale, FL 33394 Lee Mandel <a href="mailto:LeeM@intralogicsolutions.com">LeeM@intralogicsolutions.com</a>   (954) 634-2330</p>	\$517,180	2 of 3 Verified.	Stated "None"
2	<p><b>CELPLAN TECHNOLOGIES, INC.</b> 1920 Association Drive, 4<sup>th</sup> Floor Reston, VA 20191 Mark W. Crompton <a href="mailto:MARK@CELPLAN.COM">MARK@CELPLAN.COM</a>   (703) 259-4037</p>	\$1,097,565	3 of 3 Verified.	Stated "None"
3	<p><b>RED HAWK FIRE &amp; SECURITY</b> 1270 NW 165 Street Miami, FL 33169 Timothy J. Moreno   Marcus Moreno   Kevin Monteleon <a href="mailto:Tim.Moreno@redhawkus.com">Tim.Moreno@redhawkus.com</a>   <a href="mailto:marcus.moreno@redhawkus.com">marcus.moreno@redhawkus.com</a> 954-203-1501   305-620-0062</p>	\$1,664,820	3 of 3 Verified.	Provided must read page 30 of Proposal.

4	<p><b>HOTWIRE COMMUNICATIONS</b> 2100 West Cypress Creek Road Fort Lauderdale, FL 33309 Alex Bravo <a href="mailto:Alex.bravo@hotwirecommunications.com">Alex.bravo@hotwirecommunications.com</a> (754) 701-7954   (561) 410-0577</p>	<p>Option #1 - \$2,076,780 Option #2 - \$3,073,891</p>	2 of 3 Verified.	Provided must read page 22 of Proposal.
5	<p><b>JOHNSON CONTROLS SECURITY SOLUTIONS, LLC.</b> 3054 Corporate Way Miramar, FL 33025 Alan Margulies <a href="mailto:Alan.margulies@jci.com">Alan.margulies@jci.com</a>   (954) 684-1365</p>	\$762,961	2 of 3 Verified.	Provided must read pages 14 – 15 of Proposal.
6	<p><b>SECURADYNE SYSTEMS</b> 2100 Park Central Blvd N, Suite 700 Pompano Beach, FL 33064 Joel Jester <a href="mailto:joel.jester@securadyne.com">joel.jester@securadyne.com</a>   (904) 524-4377</p>	\$1,208,700	3 of 3 Verified.	Stated "None"

**Evaluation Committee:**

The Evaluation Committee, appointed by the City Manager, included the following individuals:

- Greg Chavarria, Assistant City Manager/ Chief Information Officer
- Michel Michel, Assistant Police Chief
- Yvonne Feijoo, Fire Safety Inspector

On April 27, 2018, at 3:00 p.m., a Sunshine Evaluation Committee meeting was held with the Evaluation Committee to discuss the proposals. At this meeting, all committee members came to a consensus that the 6 Firms met the minimum qualification requirements of the RFP and would continue through the evaluation process.

On May 15, 2018, starting at 9:00 a.m., Oral Presentations were held for 6 Firms. An Evaluation Committee Sunshine meeting was held immediately after, at approximately 4:00 p.m.

On May 22, 2018, the Evaluation Committee submitted rating sheets for six (6) Firms (See Exhibit #3).

**Fiscal Impact:**

The fiscal impact of awarding the RFP # FY 2017-2018-007 to Interlogic Solutions will be \$103,436 annually for 5 years. This cost includes replacing and installing new cameras, upgrading the video management system and rebuilding the supporting infrastructure. Further included in this cost is the maintenance for both the digital imaging and access control systems. It should be noted that the FY 16/17 budget included funding of \$1,403,092 for this project including the LPR's and the Body Worn Cameras (already deployed using a lease). The

remaining funds, due to the lease rather than one time payment, are being used to balance the FY 17/18 and FY 18/19 budgets.

**Recommendations:**

Staff heard presentations from the responsive firms on May 15, 2018. Staff is recommending to award Intralogic Solutions, Inc. the contract to complete all work associated with the City's Digital Imaging Plan in the amount of \$517,180 over the next five years of the lease (See Exhibit #5).

**Why Action is Necessary:**

Pursuant to Chapter 23, Section 23-4, Competitive Bidding Required, all purchases of and contracts for equipment, supplies and contractual services, when the estimated cost shall exceed \$50,000 shall be based on competitive bids. Furthermore, pursuant to Chapter 23, Section 23-6, Award of Contract, the City Manager, shall have the authority to recommend to the City Commission award of contracts.

**Long Range Strategy:**

It should be reaffirmed that this recommendation is solely to replace existing cameras with the ability to expand the number of cameras at a fixed price. This system records the data and allows police officers to remotely access the camera feeds which has been very helpful in reducing crime. There is still much work to do to address the best manner to monitor the cameras.

**Proposed Action:**

Staff recommends approval of the attached Resolution awarding RFP # FY 2017-2018-007 CITY OF HALLANDALE BEACH SURVEILLANCE CAMERAS INSTALLATION, MAINTENANCE AND OPERATIONAL LEASE; MAINTENANCE OF ACCESS CONTROL INFRASTRUCTURE and authorizing the City Manager to execute an agreement with the highest ranked firm, Intralogic Solution, in an amount not to exceed \$517,180 over the five year term.

**Attachment(s):**

- Exhibit #1 – Resolution
- Exhibit #2 – 2017 Summer Study #17-003: HB Digital Imaging Strategy Implementation and Financing Methodology.
- Exhibit #3 – RFP 2017-2018-007
- Exhibit #4 – RFP Tabulation Summary Sheets
- Exhibit #5 – Award Recommendation

Department Head Review:



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Sonia Quinones, Chief of Police

Department Head Review:



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Greg Chavarria, Assistant City Manager

Department Head Review:



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Marie Gouin, Budget Director