

Butler Community College

Request for Proposal for Converged Computing

(Physical Security – Phase 1)

RFPID: DT-PS-PHYSICALSECURITY-ELD-2018

6 March - 2018

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1 Statement of Work

1.1 Purpose

The purpose of this request for proposal (RFP) is to invite prospective vendors to submit a proposed solution for the building Access Controls and Video Surveillance project to Butler Community College. Building Access Controls and Video Surveillance is part of a Unified Platform for the Physical Security project designed to increase the safety and security of our Students, Faculty, Staff, and Stakeholders. This solution is a “turnkey” solution. The RFP provides vendors with the relevant operational, performance, application, and architectural requirements of the system.

1.2 Coverage & Participation

The intended coverage of this RFP, and any agreement resulting from this solicitation, shall be for the use of all departments at Butler Community College along with any satellite offices. Butler Community College reserves the right not to enter into any contract, to add and/or delete elements, or to change any element of the coverage and participation at any time without prior notification and without any liability or obligation of any kind or amount.

2 General Information

2.1 Original RFP Document

Butler Community College shall retain the RFP, and all related terms and conditions, exhibits and other attachments, in original form in an archival copy. Any modification of these, in the vendor’s submission, is grounds for immediate disqualification.

2.2 The Organization

Butler Community College is a public, two-year, co-educational institution located in El Dorado, Kansas. Established in 1927 as El Dorado Junior College, Butler now stands as the second largest community college in Kansas and the sixth largest educational institution in the state. That means, annually, more than 13,000 students ranging in age from sophomores and juniors in high school to grandparents seeking a new career, enjoy and benefit from our small classes and nurturing environment.

Butler students have access to more than 90 different academic programs across 24 learning sites, which includes numerous high schools in the area. The faces in our classrooms come from a variety of ethnic backgrounds and from all over the U.S. and the world.

In order to better serve our students and the community as a whole, Butler Community College is presenting this RFP to move to a Unified Physical Security Solution. Moving to a single interface for Public Safety concerns enables Butler Community College to ensure a safe and secure environment for all of our Students, Staff, and Faculty. The importance of being able to lock down a building and secure an environment is becoming a high importance for not only the Students, Faculty, and Staff, but the parents as well. The result of this RFP is to ensure safety for everyone at Butler Community College.

2.3 Existing Technology and Environment

The following is a listing of our current technology and environment.

- Cisco UCS/VMware with Nimble Storage (Smart Stack)
- Milestone version 7
- Axis and IQeye cameras
- Stanley/Best Access Controls on some exterior and interior doors

BLUE PRINTS WILL BE PROVIDED AT THE MANDATORY PRE-BID

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2.4 Schedule of Events

The following is a tentative schedule that will apply to this RFP, but may change in accordance with the organization's needs or unforeseen circumstances. Changes will be communicated by email to all invited bidders. All bidders are required to attend the Pre-bid meeting on 20, March 2018. This meeting will be located at 901 S. Haverhill Rd, El Dorado KS Welcome Center Dankert Board Room.

Issuance of RFP	6 March 2018
Mandatory Pre-bid	20 March, 2018
Time: 08:30 DST Location: El Dorado Welcome Center Dankert Board Room	
Additional Walk through Time if needed	21 March, 2018
Time 08:30 DST Location: TBD	
Vendor Certification Due Date	23 March, 2018, 17:00DST
Email to bids@butlercc.edu	
Subject line of must read: DT-PS-PHYSICALSECURITY-ELD-2018-CERT	
Technical Questions/Inquiries due	17 April, 2018, 17:00 DST
Answer to Technical Questions/Inquires will be posted by	19 April, 2018 17:00 DST
RFP due	25 April, 2018, 17:00 DST
RFP Opening	26 April, 2018, 09:00 DST
Final Award Notification pending Board approval	8 May, 2018, 20:00 DST

3 Proposal Preparation Instructions

3.1 Vendor's Understanding of the RFP

In responding to this RFP, the vendor accepts full responsibility to understand the RFP in its entirety, and in detail, including making any inquiries to Butler Community College as necessary to gain such understanding. Butler Community College reserves the right to disqualify any vendor who demonstrates less than such understanding. Further, Butler Community College reserves the right to determine, at its sole discretion, whether the vendor has demonstrated such understanding. That right extends to cancellation of award, if award

has been made. Such disqualification and/or cancellation shall be at no fault, cost, or liability whatsoever to Butler Community College.

3.2 Good-Faith Statement

All information provided by Butler Community College in this RFP is offered in good faith. Individual items are subject to change at any time. Butler Community College makes no certification that any item is without error. Butler Community College is not responsible or liable for any use of the information or for any claims asserted there from.

3.3 Communication

Verbal communication shall not be effective unless formally confirmed in writing by a specified procurement official in charge of managing this RFP process. In no case shall verbal communication govern over written communication.

- 3.3.1 **Vendors' Inquiries.** Applicable terms and conditions herein shall govern communications and inquiries between Butler Community College and vendors as they relate to this RFP. Inquiries, questions, and requests for clarification related to this RFP are to be directed electronically by submitting an e-mail to the following address:

bids@butlercc.edu

Subject line of inquiries must read: DT-PS-PHYSICALSECURITY-ELD-2018-Questions

- 3.3.2 **Informal Communications** shall include, but are not limited to requests from/to vendors or vendors' representatives in any kind of capacity, to/from any Butler Community College employee or representative of any kind or capacity with the exception of Bill Young and Christina Byram for information, comments, speculation, etc. Inquiries for clarifications and information that will not require addenda may be submitted verbally to the named above at any time.

- 3.3.3 **Formal Communications** shall include, but are not limited to:

- Questions concerning this RFP: Questions must be submitted electronically and be received prior to 17 April, 2018, 17:00 DST.
- Errors and omissions in this RFP and enhancements: Vendors shall bring to Butler Community College any discrepancies, errors, or omissions that may exist within this RFP. With respect to this RFP, vendors shall recommend to Butler Community College any enhancements that might be in the best interests of Butler Community College. These recommendations must be submitted in writing and be received prior to 17 April, 2018, 17:00 DST
- Inquiries about technical interpretations must be submitted electronically and be received prior to 17 April, 2018, 17:00 DST
- Inquiries for clarifications/information that will not require addenda may be submitted verbally to the buyer named above at any time during this process.
- Verbal and/or written presentations and pre-award negotiations under this RFP.

- Addenda to this RFP.

Addenda: Butler Community College will make a good-faith effort to provide a written response to each question or request for clarification that requires addenda within 5 business days. All questions, answers, and addenda will be shared with all recipients.

Butler Community College will not respond to any questions or requests for clarification that require addenda, if received by Butler Community College after 17 April, 2018, 17:00 DST.

All pertinent RFP information including any addenda and other answers to submitted questions will be posted to our Website only. The url for the Projects included in the Digital Transformation at Butler Community College is:

<https://www.butlercc.edu/digital-transformation>

3.4 Proposal Submission

Proposals must be delivered electronically to:

bids@butlercc.edu

on or prior to 25 April, 2018, 17:00 DST. Butler Community College shall not accept proposals received by fax.

Subject line of this bid proposal must read: DT-PS-PHYSICALSECURITY-ELD-2018 – Proposal

3.5 Criteria for Selection

- 4 The evaluation of each response to this RFP will be based on its demonstrated competence, compliance, format, and organization. The purpose of this RFP is to identify those suppliers that have the interest, capability, and financial strength to supply Butler Community College with the Physical Security solutions identified in the Scope of Work.
 1. Capability of vendor to meet or exceed requirements set forth in Scope of Work.
 2. Expressed interest in working with Butler Community College.
 3. Financial stability of vendor.
 4. Capacity to provide ongoing support in order to meet current and future needs of the Physical Security solutions at Butler Community College
 5. Ability of vendor to communicate its vision and capacity for establishing a relationship that addresses current and future needs and trends in the industry.
 6. Apparent likelihood and desirability of proposed system.

4.1 Selection and Notification

Vendors determined by Butler Community College who possess the capacity to compete for this contract will be selected to move into the negotiation phase of this process. Written notification will be sent to these vendors via mail. Those vendors not selected for the negotiation phase will not be notified.

5 Scope of Work, Specifications & Requirements

5.1 Requirements

- Quotation matching below bill of materials complete with installation, setup, and configuration services for Avigilon Network Surveillance System and specified Avigilon cameras
- Quotation for bill of materials complete with installation, setup, and configuration services for Avigilon ACM, HID Readers, Mercury Hardware control boards, composite cable, and Life Safety Power Supplies. **DORM ROOMS ARE NOT APART OF THIS PROJECT, only the dorm exterior doors and dorm common access doors as noted on the blueprints.**
- Quotation matching below bill of materials complete with installation, setup, and configuration services for DMP XR550 Intrusion Detection (Building Alarms) and Panic Buttons
- Vendor must propose a 24/7 monitoring solution for Intrusion Detection and Panic Buttons utilizing either cellular only or Ethernet with cellular backup technologies. Locations of Intrusion Detection and Panic buttons will be provided at the mandatory pre-bid walk through.
- The vendor will provide a “turnkey” solution that will include the purchase of Avigilon Network Surveillance System, Avigilon ACM, HID Readers, Mercury Hardware control boards, composite cable, Life Safety power Cams, and DMP XR550 Intrusion Detection (Building Alarms) and labor to satisfy the requirements of this project.
- All Video Surveillance will have a network line provided by Butler Community College.
- Vendor must provide all data lines needed for Access Controls. Butler Community College will **NOT** be responsible for ensuring the install of these items and the cost must be included in the bid.
- All freight, shipping and handling expenses will be incurred by the vendor
- All travel and lodging will be incurred by the vendor
- Provide all permits, labor, materials, and insurance for equipment stored on Butler Community College property. A shipping container will be provided by Butler Community College.
- Warrant that all workmanship and materials supplied will comply with and all Local, County, State, and Federal Requirements, Codes, and Regulations
- The Vendor shall employ an in-house service department fully trained and the specified products and capable of providing on-site support. The service department shall be separate from the system installers.
- Vendor will confirm with Butler Community College the final design as proposed by the customer.
- The Vendor will be responsible for all damage to the building during installation. This includes any major damage to ceiling tiles removed for the purpose of wiring/inspection/examination above ceiling.
- The following locations will need a small server(DVR) for local storage of videos: Boston Rec, Service Center, AG, Fire Science, and 9100 building.
- All exterior cameras will require an inline lighting arrestor.

Avigilon Camera Part Number	QTY
12W-H3-DP1-B	1
12.0-H4F-D01-IR	66
12W-H3-4MH-DC1	1
9W-H3-DP1-B	27
9W-H3-3MH-D01	1
9W-H3-3MH-DP1	2
9W-H3-3MH-DP1-B	10
8.0L-h4A-DP1-IR	4
8L-H4-PRO-B W/LENSE 70-200MM CANON	5
6.0-H4F-D01-IR	22
5.0L-H4A-DP1-IR	2
3.0C-H4A-D1	115
3.0C-H4A-D01	2
3.0C-H4A-DP1-IR	17
3.0C-H4A-B02-IR	2
2.0C-H4A-D1	144
Lighting Arrestor – L-Com Global Connectivity HGLN-CAT6JT	65
Microphone	1
Total Cameras	421
Avigilon Software & Licensing	
Avigilon ACC 6 Enterprise Software & Licensing With Card Access Intergration	1
Avigilon ACM Software and Licensing – Virtual Server License	1
Access Controls	Door QTY
GRI Door position Switch doors	114
HDI Card Readers – HES Locks - Door	208
Intrusion Detection	QTY
XR550 - Touch Screen Instrusion detection keypad	TBA
DMP XR550 - Intrusion Detection system with monitored Network and/or Cellular Communication	TBA
Panic Buttons	TBA

4.2 Engagement Methodology

- All work should be performed with existing infrastructure in place and with minimal disruption to current server and data infrastructure.
- Work will need to defer scheduling to cause minimal interruption to standard college business processes and events.
- Understand that the following are prohibited on Butler Community College property
 - Smoking
 - Use of profanity
 - Fraternizing with students or staff
 - Alcoholic beverages
 - Controlled substances
- Discuss and confirm installation locations with authorized college personnel prior to the actual installation at each location

6 Vendor Qualifications & References

Vendors must be properly licensed and certified to sell, install, and service all products in their proposal.

All vendors must provide the following information in order for their proposal to be considered:

1. A brief outline of the vendor company and services offered, including:
 - Full legal name of the company.
 - Year business was established.
 - Number of people currently employed.
2. An outline of the product line-up and/or services they currently support.
3. An explanation of the vendor company experience with the installation and support of the IP Video Surveillance Security System, Access Controls, and Intrusion Detection specified in this RFP.
4. A description of their geographic reach and market penetration.
5. An outline of their partnerships and relationships to date.
6. An outline of their current and future strategies in the marketplace.
7. Information on its current clients, including:
 - A list of clients with similar needs using similar products and/or services.
 - Evidence of successful completion of a project of a similar size and complexity.

8. References: Contact information for three references (if possible) from projects similar in size, application, and scope and a brief description of their implementation.
9. An explanation in detail of the installation and warranty coverage, and time period of the warranty.
10. An explanation of the vendor company standard response time and indicate whether they are different after the warranty period.
11. A description and cost of any fees after the install that should be expected, including the yearly cost of ownership, maintenance, license renewals, and estimated escalators.
12. Provide proper documentation ensuring the vendor is bonded, licensed, and insured to fulfill the requirements outline in this RFP solution.

7 Budget & Estimated Pricing

All vendors must fill out the following cost breakdown for the implementation of their solution for Butler Community College's project as described in this RFP. Costs should be identified as capital equipment or capital project implementation. The vendor must agree to keep these prices valid for 60 days as of 8 May, 2018.

6.1 Estimated Costs

Hardware: List, describe, and record the quantity of equipment, software and licensing that is required for your proposed solution.

Installation: Describe any labor, equipment, supplies, or other costs associated with installing your proposed solution.

Integration: Describe any labor, equipment, supplies, or other costs associated with

Maintenance: Describe and cost out any other ongoing costs associated with the operation and maintenance of your proposed solution.

Documentation & Training: If there are fees associated with your user or technical documentation, list them here.

Project Management: If there are project management fees associated with your proposed software, list and describe them here.

Miscellaneous: List and describe any other costs associated with your proposed software solution.

8 Additional Terms & Conditions

7.1 Personal Information

7.1.1 General

Depending on the circumstances, Butler Community College may require information related to the qualifications and experience of persons who are proposed or available to provide services. This may include, but is not limited to, resumes, documentation of accreditation, and/or letters of reference. The Respondent should not submit as part of their Response any information related to the qualifications and experience of persons who are proposed or available to provide services unless specifically requested. Unless specifically requested, any such information, whether in the form of resumes or other documentation, will be returned immediately to the Respondent. Butler Community College will treat this information in accordance with the provisions of this Section.

7.1.2 Requested Personal Information

Any personal information as defined in Section 7, that is requested from each Respondent by Butler Community College shall only be used to consider the qualified individuals to undertake the project/services and to confirm that the work performed is consistent with these qualifications. It is the responsibility of each Respondent to obtain the consent of such individuals prior to providing the information to Butler Community College. Butler Community College will consider that the appropriate consents have been obtained for the disclosure to and use by Butler Community College of the requested information for the purposes described.

7.2 Non-Disclosure Agreement

Butler Community College reserves the right to require any Respondent to enter into a Non-Disclosure Agreement.

7.3 Costs

The RFP does not obligate Butler Community College to pay for any costs, of any kind whatsoever, which may be incurred by a Respondent or any third parties, in connection with the Response. All Responses and supporting documentation shall become the property of Butler Community College, subject to claims of confidentiality in respect of the Response and supporting documentation.

7.4 Intellectual Property

The Respondent should not use any intellectual property of Butler Community College including, but not limited to, all logos, registered trademarks, or trade names of Butler Community College, at any time without the prior written approval of Butler Community College, as appropriate.

7.5 Respondent's Responses

All accepted Responses shall become the property of Butler Community College and will not be returned.

7.6 Governing Law

This RFP and the Respondent's Response shall be governed by the laws of Butler County Kansas.

7.7 No Liability

Butler Community College shall not be liable to any Respondent, person, or entity for any losses, expenses, costs, claims, or damages of any kind:

- Arising out of, by reason of, or attributable to, the Respondent responding to this RFP; or
- As a result of the use of any information, error, or omission contained in this RFP document or provided during the RFP process.

7.8 Entire RFP

This RFP, any addenda to it, and any attached schedules, constitute the entire RFP.

9 Vendor Certification

This certification attests to the vendor's awareness and agreement to the content of this RFP and all accompanying calendar schedules and provisions contained herein.

The vendor must ensure that the following certificate is duly completed and correctly executed by an authorized officer of your company.

This proposal is submitted in response to DT-PS-PHYSICALSECURITY-ELD-2018 issued by Butler Community College. The undersigned is a duly authorized officer, hereby certifies that:

(Vendor Name)

agrees to be bound by the content of this proposal and agrees to comply with the terms, conditions, and provisions of the referenced RFP and any addenda thereto in the event of an award. Exceptions are to be noted as stated in the RFP. The proposal shall remain in effect for a period of 60 calendar days as of 8 May, 2018.

The undersigned further certify that their firm (check one):

- IS
 IS NOT

Currently debarred, suspended, or proposed for debarment by any federal entity. The undersigned agree to notify Butler Community College of any change in this status, should one occur, until such time as an award has been made under this procurement action.

Person[s] authorized to negotiate on behalf of this firm for purposes of this RFP are:

Name: _____	Title: _____
Signature: _____	Date: _____
Name: _____	Title: _____
Signature: _____	Date: _____

Signature of Authorized Officer:

Name: _____	Title: _____
Signature: _____	Date: _____

Schedule "A" Notice of Intention

RFPID: DT-PS-PHYSICALSECURITY-ELD-2018

**NOTICE OF INTENTION
REQUEST FOR PROPOSAL****FROM:**

[VENDOR ORGANIZATION NAME]

[AUTHORIZED REPRESENTATIVE]

[TELEPHONE NO.]

[FAX NO.]

[EMAIL]

Please state your intention with regard to the Request for Proposal RFPID: DT-PS-PHYSICALSECURITY-ELD-2018 by selecting one of the following:

Intends to respond to Butler Community College's Request for Proposal

Does not intend to respond to Butler Community College's Request for Proposal

TO:

bids@butlercc.edu

Subject line of this bid proposal must read: RFPID: DT-PS-PHYSICALSECURITY-ELD-2018
- Intention