

BID TABULATION - JAIL CAMERAS SYSTEM 2019

| JAIL CAMERA SYSTEM 2019 4-30-2019 | MONTGOMERY TECHNOLOGY SYSTEMS LLC | STANLEY CONVERGENT SECURITY SOLUTIONS INC | HOMELAND SAFETY SYSTEMS INC | WIRELESSUSA INC | KOPP SECURITY LLC DBA SECURITY 101 -ST. LOUIS |
|---|--|--|--------------------------------------|---|---|
| | 23 OLD STAGE RD GREENVILLE AL 36037 | 8350 SUNLIGHT DR FISHERS IN 46037 | 724 W 61ST ST SHREVEPORT LA 71106 | 148 WELDON PKWY MARYLAND HEIGHTS MO 63043 | 2 CITY PLACE DR 2ND FL ST LOUIS MO 63144 |
| TOTAL COST FOR THE INITIAL LICENSING | \$11,310.00 | \$49,950.00 | \$0.00 | \$5,456.10 | \$43,997.46 AND EQUIPMENT AND SERVICES INCLUDING TAX & SHIPPING |
| TOTAL COST FOR ANNUAL LICENSING | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,477.00 OPTIONAL LICENSE SUPPORT & ENHANCEMENTS & 1ST YEAR INDIVIDUAL ABOVE IN INITIAL COST |
| OTHER FEES: | \$116,650 * SEE BELOW FOR YEARS 2-5 OPTIONAL WARRANTY PRICING | | \$0.00 | \$36,500.20 | NONE IDENTIFIED |

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|--------------------------------------|---|--|--|--|--|
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| COMMENTS: | <p>MTS WILL PROVIDE AND INSTALL TWO (2) PELCO VXP-P2-96-6-D 96TB SERVERS TO ALLOW FOR RECORDING FOR UP TO 45 DAYS AT 30FPS WITH A 50% ACTIVITY RATE. MTS WILL PROVIDE AND INSTALL SIX (6) PELCO NET5516 ENCODERS TO CONNECT THE EIGHTY-SIX (86) EXISTING ANALOG CAMERAS TO THE NEW PELCO SYSTEM. MTS WILL PROVIDE AND INSTALL NINE (9) NEW PELCO IMP221-1ES 2MP CAMERAS AT NEW LOCATIONS. ANY NEW EXTERIOR CAMERAS MUST BE MOUNTED TO THE BUILDING. MTS WILL PROVIDE AND INSTALL SIX (6) VIEWING STATIONS. BASE SCOPE OF WORK INCLUDES ONE (1) YEAR WARRANTY.</p> <p>*OPTION: 5 YEAR WARRANTY - ADD \$5,850 EACH FOR YEARS 2 AND 3; ADD \$11,700 EACH FOR YEARS 4 AND 5</p> | | OUR CAMERA SYSTEMS HAVE NO LICENSING FEES. | <p>SEE PROPOSAL SHEET FOR BREADOWN AND TOTALS.</p> <p>WIRELESSUSA INC CAN STRUCTURE MAINTENANCE ON ANY EXISTING OR NEW SURVEILLANCE EQUIPMENT. WIRELESSUSA INC IS FLEXIBLE ON STRUCTURING ANY PROJECT OR MAINTENANCE CONTRACT AND WOULD LOOK FORWARD TO WORKING WITH JEFFERSON COUNTY.</p> | <p>SEE RFP REPSONSE FOR SPECIFICS AND NOTES. THE PROPOSAL INCLUDES ADDITIONAL EXECUTABLE INFORMATION WITH FURTHER COST BREAKDOWN AND IS MOSTALLY EXCLUSIVE WITH THIS AGREEMENT</p> |

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| REQUIRED DOCUMENTS | | | | | |
| NOTARIZED WORK AFFIDAVIT COMPLETED | Y | Y | N | Y | Y |
| E-VERIFICATION DOCUMENTATION (Y/N): | Y | Y | Y | Y | N |
| COPY OF INSURANCE PROVIDED | Y | Y | Y | Y | Y |
| TAX RECEIPTS OR NOTARIZED LETTER STATING NO REAL OR PERSONAL PROPERTY OWNED IN JEFFERSON COUNTY | Y | Y | Y | N | Y |
| COOPERATIVE BID FORM (Y/N) | Y | Y | Y | Y | Y |
| COOPERATIVE CONTACT INFO: | Y | Y | Y | Y | Y |
| COMPANY INFORMATION AND SIGNATURE | Y | Y | Y | N | Y |
| BID DEPOSIT REQUIRED | N/A | N/A | N/A | N/A | N/A |
| COMMENTS: | SEE ATTACHED | SEE ATTACHED | SEE ATTACHED | SEE ATTACHED | SEE ATTACHED |



JEFFERSON COUNTY
DEPARTMENT OF ADMINISTRATIVE SERVICES
 729 MAPLE ST / PO BOX 100
 HILLSBORO MO 63050
WWW.JEFFCOMO.ORG

BID #: 19-0040

Request for Proposal: JAIL CAMERA SYSTEM 2019

Date Issued: 3-29-2019

PROPOSALS SHALL BE ACCEPTED UNTIL: TUESDAY, APRIL 30, 2019, AT 2:00 P.M. LOCAL TIME.

**Specification
Contact:**

LT. COL. TIM WHITNEY
 Jefferson County Sheriff's Office
 636-797-5528
twhitney@jeffcomo.org

**Contract
Contact:**

VICKIE PRATT
 Department of Administrative Services
 636-797-5380

**Mail (3) Three
Complete Copies
With Vendor And
Proposal
Information As
Shown In Sample:**

SAMPLE ENVELOPE

VENDOR NAME

VENDOR ADDRESS

CONTACT NUMBER

DEPARTMENT OF THE COUNTY CLERK

JEFFERSON COUNTY MISSOURI

729 MAPLE ST / PO BOX 100

HILLSBORO MO 63050-0100

SEALED PROPOSAL: (PROPOSAL NAME)

Contract Term:
 FIVE-YEAR CONTRACT
 WITH A ONE YEAR
 RENEWAL OPTION
 UPON APPROVAL OF THE
 COUNTY COUNCIL AND
 COUNTY EXECUTIVE

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. This Proposal, if accepted, will constitute an Agreement and Contract with Jefferson County, Missouri, upon approval of the County Council and County Executive. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for one additional one-year term with the written consent of the successful bidder. Price increases for renewals are not authorized unless approved in writing by the County.

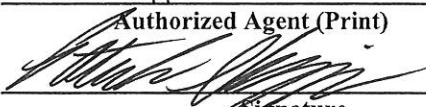
**Vendor
Information:**

Montgomery Technology Systems, LLC
 Company Name

Patrick Skipper

Authorized Agent (Print)

23 Old Stage Road
 Address


 Signature

Greenville, Alabama 36037
 City/State/Zip Code

Vice President

Title

334-382-7441 or 800-392-8292
 Telephone #

4/26/2019

Date

02-0810798

Tax ID #

michelle@montgomerytechnology.com
 E-mail

334-460-9934

Fax #

REFERENCES

Provider must furnish three references for customers who utilized the Providers product(s) and services for similar engagements over the last three years. While references from customers who are higher ed institutions will be accepted, these are not mandatory.

Pricing

Total Cost for the initial licensing \$ 11,310

Total Cost for the annual licensing \$ 0

Other fees: Total Price for Base Scope of Work
which include initial licensing \$ 116,650
*See below for years 2 - 5 optional warranty pricing

Comments:

MTS will provide and install two (2) Pelco VXP-P2-96-6-D 96TB servers to allow for recordings for up to 45 days at 30fps
with a 50% activity rate. MTS will provide and install six (6) Pelco NET5516 encoders to connect the eighty-six (86) existing
analog cameras to the new Pelco system. MTS will provide and install nine (9) new Pelco IMP221-1ES 2MP cameras at
new locations. Any new exterior cameras must be mounted to the building. MTS will provide and install six (6) viewing
stations. Base Scope of Work includes one (1) year warranty.

*Option: 5 Year Warranty - Add \$5,850 each for years 2 and 3 ; Add \$11,700 each for years 4 and 5





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Jefferson County Sheriff's Office
636-797-5528
twhitney@jeffcomo.org

Contract

Contact:

VICKIE PRATT
Department of Administrative Services
636-797-5380

**Mail (3) Three
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SAMPLE ENVELOPE

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VENDOR ADDRESS
CONTACT NUMBER DEPARTMENT OF THE COUNTY CLERK
JEFFERSON COUNTY MISSOURI
729 MAPLE ST / PO BOX 100
HILLSBORO MO 63050-0100
SEALED PROPOSAL: (PROPOSAL NAME)

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**Vendor
Information:**

STANLEY CONVERGENT
SECURITY SOLUTIONS, INC.
Company Name MICKEY WYDICK
Authorized Agent (Print)
8350 SUNLIGHT DR.
Address Mickey Wydick
Signature
FISHERS, IN 46037
City/State/Zip Code SALES ENGINEER
Title
317-572-2114
Telephone # 4-29-19 20-1044950
Date Tax ID #
mickey.wydick@SBDINC.COM 317-578-4983
E-mail Fax #

REFERENCES

Provider must furnish three references for customers who utilized the Providers product(s) and services for similar engagements over the last three years. While references from customers who are higher ed institutions will be accepted, these are not mandatory.

Pricing

Total Cost for the initial licensing \$ 49,950.⁰⁰

Total Cost for the annual licensing \$ 0.⁰⁰

Oher fees: \$ _____

Comments:

Project Summary

- Replace existing Bosch video recording servers
- Replace existing video encoders
- Provide one (1) new ExacqVision recording server
- Provide six (6) new video/audio encoders
- Provide 45 days of recorded video
- Provide five (5) remote reviewing clients
- Install, commission, startup, and training

Project Details

Stanley Security will supply a new ExacqVision Network Video Recorder (NVR) to replace the existing Bosch DiBos and Bosch BRS server. We will also supply ExacqVision Video Management Software (VMS) to view and recall recorded video on the camera system. We will re-use the existing eighty-six (86) cameras and thirty (30) external Louroe microphones around the facility. We will also re-use the existing Bosch video matrix switch.

The matrix switch is what allows the PLC/touchscreen door control system to call-up cameras from the video system. If this matrix switch is replaced prior to the upgrade of the PLC/touchscreen door control system, that integration and video call-up will be lost. If Stanley Security is selected for both the video and PLC/touchscreen controls upgrade RFP that was released on 4/23/2019, we will be able to remove the existing obsolete analog video matrix switch and provide the integration between the video system and the PLC/touchscreen control system.

We will remove and turn over to the Owner the four (4) existing video encoders and provide six (6) new video/audio encoders that will accept the eighty-six (86) video streams and thirty (30) audio streams. These six (6) encoders along with the new ExacqVision NVR will be placed on the video network via the existing Ethernet switch in the existing video rack.

The ExacqVision VMS software will be placed on all five (5) of the viewing client PCs that Stanley is providing as part of this proposal. The new ExacqVision NVR will record all eighty-six (86) cameras and thirty (30) Louroe mics at maximum camera resolution at 8 frames per second, 24/7 continuous recording. The ExacqVision server has a total of 20 terabytes of video storage that will provide a MINIMUM 45 days of video/audio storage.

Warranty

After substantial completion, the new equipment will come with an all-inclusive 1-year warranty. Extended warranty options can be provided upon request. Existing field devices being re-used as part of this project will not be included in this warranty.

Training

Stanley Security will provide one (1) day of onsite training on the ExacqVision VMS system.

Bill of Material

- (6) Axis video/audio encoders
- (1) ExacqVision NVR with 20TB RAID5 storage
- (86) Camera licenses
- (5) Remote client PCs

Pricing

Base Bid Proposal **\$49,950.⁰⁰**



JEFFERSON COUNTY
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 729 MAPLE ST / PO BOX 100
 HILLSBORO MO 63050
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BID #: 19-0040

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Date Issued: 3-29-2019

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**Specification
Contact:**

LT. COL. TIM WHITNEY
 Jefferson County Sheriff's Office
 636-797-5528
 twhitney@jeffcomo.org

**Contract
Contact:**

VICKIE PRATT
 Department of Administrative Services
 636-797-5380

**Mail (3) Three
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SAMPLE ENVELOPE

| | |
|----------------------------------|--------------------------------|
| VENDOR NAME | |
| VENDOR ADDRESS | |
| CONTACT NUMBER | DEPARTMENT OF THE COUNTY CLERK |
| | JEFFERSON COUNTY MISSOURI |
| | 729 MAPLE ST / PO BOX 100 |
| | HILLSBORO MO 63050-0100 |
| SEALED PROPOSAL: (PROPOSAL NAME) | |

Contract Term:

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 WITH A ONE YEAR
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**Vendor
Information:**

| | |
|--------------------------------------|-----------------------------|
| <u>Homeland Safety Systems, Inc.</u> | <u>Anthony P. Marquis</u> |
| Company Name | Authorized Agent (Print) |
| <u>724 W. 61st St.</u> | <u>Anthony P. Marquis</u> |
| Address | Signature |
| <u>Shreveport, LA 71106</u> | <u>President / CEO</u> |
| City/State/Zip Code | Title |
| <u>(318) 221-8062</u> | <u>4-23-2019 47-0909909</u> |
| Telephone # | Date Tax ID # |
| <u>sales@hsssems.com</u> | <u>318-550-0413</u> |
| E-mail | Fax # |

REFERENCES

Provider must furnish three references for customers who utilized the Providers product(s) and services for similar engagements over the last three years. While references from customers who are higher ed institutions will be accepted, these are not mandatory.

Pricing

Total Cost for the initial licensing \$ 0

Total Cost for the annual licensing \$ 0

Other fees: \$ 0

Comments:

Our camera systems have no licensing fees.



Homeland Safety Systems Inc.
P.O. Box 5815
Bossier City, LA 71171-5815
Tel: (318)221-8062 Fax: (318)550-0413

Proposal

Client Information

Jefferson County MO Jail
510 1st Street
Hillsboro MO 63050

Proposal Number 995
Date 4/16/2019 **Expires** 5/16/2019
Salesperson Chris Wiles

| Qty | Description | Unit Price | Labor | Taxes | Total |
|-----|--|------------|--------|--------|-------------|
| 6 | 16 Channel Network Video Recorder with Audio | \$4,468.70 | \$0.00 | \$0.00 | \$26,812.20 |
| 6 | 24 port PROSAFE Gigabit Switch | \$339.98 | \$0.00 | \$0.00 | \$2,039.88 |
| 6 | 16 CH H.264 Combo 1080P Video Server | \$1,130.00 | \$0.00 | \$0.00 | \$6,780.00 |
| 168 | Initial Software Configuration | \$120.00 | \$0.00 | \$0.00 | \$20,160.00 |
| 6 | Up to 4 Monitor Capable - Video Management System Server | \$3,771.80 | \$0.00 | \$0.00 | \$22,630.80 |
| 3 | 1500 VA UPS (RACK) | \$568.72 | \$0.00 | \$0.00 | \$1,706.16 |
| 6 | 800 va UPS | \$212.35 | \$0.00 | \$0.00 | \$1,274.10 |
| 6 | Wireless USB Keyboard and Mouse | \$43.98 | \$0.00 | \$0.00 | \$263.88 |
| 5 | 60" Monitor | \$1,499.99 | \$0.00 | \$0.00 | \$7,499.95 |
| 20 | 40" Monitor | \$527.99 | \$0.00 | \$0.00 | \$10,559.80 |
| 25 | 25Ft HDMI Cable | \$68.97 | \$0.00 | \$0.00 | \$1,724.25 |

Sub Total \$101,451.02
Labor \$0.00
Sales Tax \$0.00
Total This Proposal \$101,451.02

Please print name here

Please sign name here

Date Approved



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**Vendor
Information:**

| | |
|--|--|
| wirelessUSA inc. | Scott Schutte |
| Company Name | Authorized Agent (Print) |
| 148 Weldon Parkway |  |
| Address | Signature |
| Maryland Heights, MO 63043 | Field Service Manager |
| City/State/Zip Code | Title |
| 314-615-3170 | 4/27/2019 15322122 |
| Telephone # | Date Tax ID # |
| scott.schutte@wirelessusa.com | 314-615-3055 |
| E-mail | Fax # |

REFERENCES

Provider must furnish three references for customers who utilized the Providers product(s) and services for similar engagements over the last three years. While references from customers who are higher ed institutions will be accepted, these are not mandatory.

Pricing

Total Cost for the initial licensing \$ 5,456.10

Total Cost for the annual licensing \$ 0.00

Other fees: LABOR, PARTS/EQUIPMENT \$ 36,500.20

SEE PROPOSAL SHEET
FOR BREAKDOWN
AND TOTALS

Comments:

wirelessUSA inc can structure maintenance on any existing or new surveillance equipment.

wirelessUSA inc is flexible on structuring any project or maintenance contract and would look forward to working with Jefferson County.



148 WELDON PARKWAY - MARYLAND HEIGHTS, MO. 63043 - 314.615.3100

PROJECT QUOTATION FORM

| | | | |
|----------|-----------------------|-------|----------------|
| CUSTOMER | JEFFERSON COUNTY JAIL | PHONE | (636) 797-5380 |
| ADDRESS | | FAX | |
| CONTACT | VICKIE PRATT | DATE | 4/29/2019 |

| | |
|-------------|---------------|
| QUOTE # | 042919SS1 |
| PREPARED BY | SCOTT SCHUTTE |
| PHONE # | 314-615-3170 |

[illegible]

CODES - HR (HOUR) FLR (FLAT RATE) PRG (PROGRAM)

| | |
|-----------------|---------|
| | |
| | |
| TAX RATE | 7.6130% |

| | |
|-------------|-------------|
| LABOR TOTAL | \$10,200.00 |
|-------------|-------------|

| | | |
|--------------|--|--------------------|
| PARTS | | \$31,756.30 |
|--------------|--|--------------------|

| | |
|--|--|
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| | |
|--------------------|--------------------|
| GRAND TOTAL | \$41,956.30 |
|--------------------|--------------------|

PRICES ARE EFFECTIVE FOR 60 DAYS

| | |
|-------------|-------------------------------|
| EXCEPTIONS: | ASSUMES NORMAL BUSINESS HOURS |
| | AC POWER BY OTHERS |
| | QUOTE REFLECTS SOW IN RFP |
| | NETWORK BY OTHERS |
| | |
| | |
| | |

| | |
|--------------------|--------------------|
| PARTS TOTAL | \$31,756.30 |
|--------------------|--------------------|



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**Vendor
Information:**

KOPP Security LLC Gary Kopp
Company Name **Authorized Agent (Print)**
dba Security 101 - St. Louis
2 CityPlace Drive, 2nd Fl. Gary Kopp
Address **Signature**
St. Louis, MO 63114 Owner
City/State/Zip Code **Title**
314-257-0411 4-30-19 FEIN# 83-1719029
Telephone # **Date** **TAX ID#**
GARY.KOPP@SECURITY101.COM
E-mail **Fax #**

REFERENCES

Provider must furnish three references for customers who utilized the Providers product(s) and services for similar engagements over the last three years. While references from customers who are higher ed institutions will be accepted, these are not mandatory.

Pricing

Total Cost for the initial licensing

\$ 43,997.46

OK and equipment and services
including tax & shipping

Total Cost for the annual licensing

\$ 3,477.00

OK optional license support & enhancements
1st year included above in initial cost

Other fees:

\$ None identified

Comments:

See RFP response for specifics and notes.

The proposal includes additional executable information with
further cost breakdown and is mutually exclusive with
this agreement