

<b>JAIL CAMERA SYSTEM 2019 4-30-2019</b>	<b>MONTGOMERY TECHNOLOGY SYSTEMS LLC</b>	<b>STANLEY CONVERGENT SECURITY SOLUTIONS INC</b>	<b>HOMELAND SAFETY SYSTEMS INC</b>	<b>WIRELESSUSA INC</b>	<b>KOPP SECURITY LLC DBA SECURITY 101 -ST. LOUIS</b>
	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
<b>TOTAL COST FOR THE INITIAL LICENSING</b>	\$11,310.00	\$49,950.00	\$0.00	\$5,456.10	\$43,997.46 AND EQUIPMENT AND SERVICES INCLUDING TAX & SHIPPING
<b>TOTAL COST FOR ANNUAL LICENSING</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$3,477.00 OPTIONAL LICENSE SUPPORT & ENHANCEMENTS & 1ST YEAR INDIVIDUAL ABOVE IN INITIAL COST
<b>OTHER FEES:</b>	\$116,650 * SEE BELOW FOR YEARS 2-5 OPTIONAL WARRANTY PRICING		\$0.00	\$36,500.20	NONE IDENTIFIED

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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.</p> <p>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>	<p>OUR CAMERA SYSTEMS HAVE NO LICENSING FEES.</p>	<p>SEE PROPOSAL SHEET FOR BREADOWN AND TOTALS.</p> <p>WIRELESSUSA INC CAN STRUCTURE MAINTENANCE ON ANY EXISTING OR NEW SURVEILLANCE EQUIPMENT.</p> <p>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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<b>REQUIRED DOCUMENTS</b>					
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
<b>COMMENTS:</b>	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](http://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](mailto: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

Signature

Greenville, Alabama 36037

Vice President

City/State/Zip Code

Title

334-382-7441 or 800-392-8292

4/26/2019

02-0810798

Telephone #

Date

Tax ID #

[michelle@montgomerytechnology.com](mailto:michelle@montgomerytechnology.com)

334-460-9934

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 \$ 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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**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:**

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

**Vendor Information:**

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

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STANLEY CONVERGENT SECURITY SOLUTIONS, INC. MICKEY WYDICK  
Company Name Authorized Agent (Print)

8350 SUNLIGHT DR. Mickey Wydick  
Address Signature

FISHERS, IN 46037 SALES ENGINEER  
City/State/Zip Code Title

317-572-2114 4-29-19 20-1044950  
Telephone # Date Tax ID #

Mickey.wydick@5BDINC.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

Other fees: \$ \_\_\_\_\_

### Comments:

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## Project Summary

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- 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

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## Project Details

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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.

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## Warranty

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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.

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## Training

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

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## Bill of Material

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

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## Pricing

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Base Bid Proposal ..... **\$49,950.00**



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**Specification  
Contact:**

**LT. COL. TIM WHITNEY**  
Jefferson County Sheriff's Office  
636-797-5528  
[twhitney@jeffcomo.org](mailto:twhitney@jeffcomo.org)

**Contract  
Contact:**

**VICKIE PRATT**  
Department of Administrative Services  
636-797-5380

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

**Contract Term:**

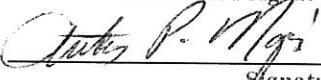
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WITH A ONE YEAR  
RENEWAL OPTION  
UPON APPROVAL OF THE  
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Homeland Safety Systems, Inc. Anthony P. Marquis  
Company Name Authorized Agent (Print)

724 W. 11st St.   
Address Signature

Shreveport, LA 71106 President/CEO  
City/State/Zip Code Title

(318) 221-8062 4-23-2019 41-0909909  
Telephone # Date Tax ID #

[sales@hssems.com](mailto:sales@hssems.com) 318-550-0413  
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

<b>Sub Total</b>	<b>\$101,451.02</b>
<b>Labor</b>	<b>\$0.00</b>
<b>Sales Tax</b>	<b>\$0.00</b>
<b>Total This Proposal</b>	<b>\$101,451.02</b>

Please print name here

Please sign name here

Date Approved



JEFFERSON COUNTY  
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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

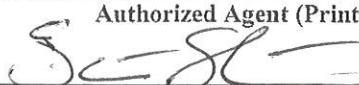
Mail (3) Three Complete Copies With Vendor And Proposal Information As Shown In Sample:

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

Vendor Information:

SAMPLE ENVELOPE	
VENDOR NAME	
VENDOR ADDRESS	
CONTACT NUMBER	DEPARTMENT OF THE COUNTY CLERK
	JEFFERSON COUNTY MISSOURI
	729 MAPLE ST / PO BOX 100
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SEALED PROPOSAL: (PROPOSAL NAME)	

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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
Telephone #	15322122
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.



## PROJECT QUOTATION FORM

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

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

<b>QUOTE #</b>	042919SS1
<b>PREPARED BY</b>	SCOTT SCHUTTE
<b>PHONE #</b>	314-615-3170

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

		LABOR TOTAL	\$10,200.00
		PARTS	\$31,756.30
TAX RATE	7.6130%		
		GRAND TOTAL	\$41,956.30

PRICES ARE EFFECTIVE FOR 60 DAYS

<b>EXCEPTIONS:</b>	ASSUMES NORMAL BUSINESS HOURS
	AC POWER BY OTHERS
	QUOTE REFLECTS SOW IN RFP
	NETWORK BY OTHERS



## MATERIAL LIST

QUOTE # 042919SS1

**CUSTOMER JEFFERSON COUNTY JAIL**

**PARTS TOTAL** \$31,756.30



**JEFFERSON COUNTY**  
**DEPARTMENT OF ADMINISTRATIVE SERVICES**  
729 MAPLE ST / PO BOX 100  
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<i>VENDOR NAME</i>	SAMPLE ENVELOPE	
<i>VENDOR ADDRESS</i>		
<i>CONTACT NUMBER</i>	DEPARTMENT OF THE COUNTY CLERK	
	JEFFERSON COUNTY MISSOURI	
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**Vendor Information:**

*Kopp Security LLC* *Gary Kopp*  
**Company Name** *dba Security 101-St. Louis* **Authorized Agent (Print)**  
*2 CityPlace Drive, 2nd Fl.* *Gary Kopp*  
**Address** *Signature*  
*St. Louis, MO 63141* *Owner*  
**City/State/Zip Code** *Title*  
*314-257-0411* *FEIN# 83-1719029*  
**Telephone #** *Date* *MOTAXIN# 25307079*  
**Fax #** *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 <i>SK and equipment and services including tax &amp; shipping</i>	\$ <u>43,897.46</u>
Total Cost for the annual licensing <i>SK optional license support &amp; enhancements 1st year included above in Initial cost</i>	\$ <u>3,477.00</u>
Other fees:	\$ <u>None identified</u>

### Comments:

See RFP response for specifics and notes.

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