

# FORSYTH COUNTY

## BOARD OF COMMISSIONERS

MEETING DATE: JUNE 10, 2013

AGENDA ITEM NUMBER: 6

**SUBJECT:**

**RESOLUTION AWARDING CONTRACTS FOR NVR-IP BASED DIGITAL VIDEO SECURITY CAMERA SYSTEMS FOR PARKLAND HIGH SCHOOL, NORTH FORSYTH HIGH SCHOOL, ATKINS HIGH SCHOOL, AND SOUTHEAST MIDDLE SCHOOL (SHERIFF'S OFFICE)**

**COUNTY MANAGER'S RECOMMENDATION OR COMMENTS:**

Recommend Approval

**SUMMARY OF INFORMATION:**

Proposals were received November 19, 2012 in response to a Request For Proposals (RFP) to install new and add-on NVR-IP based security camera systems for four schools in the Winston-Salem/Forsyth County School System. Proposers were asked to provide total project cost as well as individual school pricing for Parkland High School, Atkins High School, North Forsyth High School and Southeast Middle School. The Sheriff's Office reserved the right within the RFP to award as individual schools or as one complete project, whichever was in the best interest of the County. Proposals were received from Access Control Consultants, Inc., Ken-Nect Communications, L.L.C. and SigNet Technologies, Inc. Each proposal that met the RFP mandatory requirements was evaluated for price and the results are as follows:

School	Access Control Systems		Ken-Nect		Total Project	
	Complete	Price/School	Complete	Price/School	Complete	Price/School
Parkland High		N/A	N/A	113,916.71	105,688.75	105,688.75
Atkins High		N/A	N/A	N/A	132,991.80	132,991.80
North Forsyth High		N/A	N/A	113,412.46	103,238.75	103,238.75
Southeast Middle		N/A	N/A	51,963.30	54,971.63	54,971.63
<b>Total</b>	<b>515,924.92</b>	<b>N/A</b>	<b>N/A</b>		<b>396,890.93</b>	

Total proposals exceeded the available funding for the project amount of \$349,233 (COPS contribution of \$174,616.50, City of Winston-Salem \$70,874.50, Town of Kernersville \$7,500, and the Winston-Salem/Forsyth County Schools \$96,242.) The lowest price option would be to award the bid for Parkland, Atkins and North Forsyth High Schools to Access Control Consultants, Inc. in the total amount of \$341,919.30; and to award the bid for Southeast Middle School to Ken-Nect Communications, L.L.C. in the amount of \$51,693.30 for a total award of \$393,882.60, which exceeded the available funds by \$44,649.60.

N.C.G.S 143-129(b) provides that "In the event the lowest responsible bids are in excess of the funds available for the project or purchase, the responsible board or governing body is authorized to enter into negotiations with the lowest responsible bidder above mentioned, making reasonable changes in the plans and specifications as may be necessary to bring the contract price within the funds available....." Based on this authority, the Sheriff's Office and the WS/FC School System entered into negotiations with Access Control Consultants to adjust the Scope of Work for Parkland, Atkins and North Forsyth to bring the project in line with available funding. The Southeast Middle School bid was within the anticipated budget and negotiations were not required with Ken-Nect.

As a result of the negotiations the total project cost was able to be brought into line with the available funds and the results are as follows:

School	Negotiated Price	
	Access Control Systems	Ken-Nect
Parkland High	90,553.34	N/A
Atkins High	116,589.96	N/A
North Forsyth High	89,312.24	N/A
Southeast Middle	N/A	\$51,963.30
<b>Total Contract</b>	<b>296,455.54</b>	<b>\$51,963.30</b>
<b>Total Project</b>		<b>348,418.84</b>

SUMMARY OF INFORMATION: continued

Reductions made to the equipment requested in the original RFP are as follows:

School	REDUCTIONS
Parkland High	1 Server, 7 Interior Cameras, 1 Exterior Camera and associated changes to POE switches and cabling
Atkins High	6 Interior cameras, 8 exterior cameras and associated changes to POE switches and cabling
North Forsyth High	8 Interior Cameras, 4 exterior cameras and associated changes to POE switches and cabling.
Southeast Middle	Original per RFP

It is recommended by the County Manager, the Forsyth County Sheriff, the Winston-Salem/Forsyth County Schools and the Purchasing Director that a contract be awarded to Access Control Consultants, Inc. for the installation of NVR-IP based security camera equipment in Parkland High School, Atkins High School and North Forsyth High School in the total amount of \$296,455.54. It is also recommended that a contract be awarded to Ken-Nect Communications, L.L.C. for the installation of security camera equipment in Southeast Middle School in the amount of \$51,963.30.

ATTACHMENTS:  YES  NO

SIGNATURE: *J. Audrey Watts, Jr. / cdh* DATE: June 5, 2013  
COUNTY MANAGER

**RESOLUTION AWARDING CONTRACTS FOR NVR-IP BASED DIGITAL VIDEO SECURITY CAMERA SYSTEMS FOR PARKLAND HIGH SCHOOL, NORTH FORSYTH HIGH SCHOOL, ATKINS HIGH SCHOOL, AND SOUTHEAST MIDDLE SCHOOL (SHERIFF'S OFFICE)**

WHEREAS, proposals were received by the City/County Purchasing Department on the 19<sup>th</sup> day of November, 2012, for the purchase and installation of NVR-IP based digital video security camera systems for Parkland High School, North Forsyth High School, Atkins High School, and Southeast Middle School from Access Control Consultants, Inc., Ken-Nect Communications, L.L.C. and SigNet Technologies, Inc; and,

WHEREAS, proposals were evaluated under the terms of the Request for Proposals (RFP) as summarized below:

School	Access Control Systems		Ken-Nect		SigNet	
	Complete	Price/School	Complete	Price/School	Complete	Price/School
Parkland High		N/A	N/A	113,916.71	105,688.75	105,688.75
Atkins High		N/A	N/A	N/A	132,991.80	132,991.80
N. Forsyth High		N/A	N/A	113,412.46	103,238.75	103,238.75
Southeast Middle		N/A	N/A	51,963.30	54,971.63	54,971.63
Total	515,924.92	N/A	N/A		396,890.93	

; and

WHEREAS, proposals for equipment for the High Schools exceeded available funds for the project; and

WHEREAS, as authorized by N.C.G.S 143-129(b), the County negotiated with Access Control Consultants, Inc., the lowest bidder for NVR-IP based digital video security camera equipment for Parkland High School, Atkins High School and North Forsyth High School; and

WHEREAS, the negotiated prices and the adjusted Scopes of Work are as summarized below:

School	Access Control Systems
	Price
Parkland High	90,553.34
Atkins High	116,589.96
North Forsyth High	89,312.24
Total Contract	296,455.54

School	Scope of Work
Parkland High	1 Server, 7 Interior Cameras, 1 Exterior Camera and associated changes to POE switches and cabling
Atkins High	6 Interior cameras, 8 exterior cameras and associated changes to POE switches and cabling
North Forsyth High	8 Interior Cameras, 4 exterior cameras and associated changes to POE switches and cabling.

; and

**WHEREAS**, the bid by Ken-Nect Communications, L.L.C. for equipment for Southeast Middle School was within the anticipated budget and negotiations were not required; and

**WHEREAS**, it is the recommendation of the County Manager, the Forsyth County Sheriff, the Winston-Salem/Forsyth County Schools and the Purchasing Director, that a contract be awarded to Access Control Consultants, Inc. in the amount of \$296,455.54 for the installation of NVR-IP based digital video security camera equipment in Parkland High School, Atkins High School and North Forsyth High School, and that a contract be awarded to Ken-Nect Communications, L.L.C. in the amount of \$51,963.30 for the installation of NVR-IP based digital video security camera equipment in Southeast Middle School.

**NOW, THEREFORE, BE IT RESOLVED** by the Forsyth County Board of Commissioners, that a contract to provide NVR-IP Based digital video security equipment for the Winston-Salem/Forsyth County Schools is hereby awarded to Access Control Consultants, Inc. in the amount of \$296,455.54, and to Ken-Nect Communications, L.L.C. in the amount of \$51,963.30 and that the County Manager and Clerk to the Board are hereby authorized to execute, on behalf of Forsyth County, a contract with Access Control Consultants, Inc., consistent with the RFP and associated negotiated Scope of Work Reductions, identified herein, and a contract with Ken-Nect Communications, L.L.C., consistent with the RFP, subject to a pre-audit certificate thereon by the Chief Financial Officer, if applicable, and approval as to form and legality by the County Attorney.

Adopted this 10<sup>th</sup> day of June 2013.