

## MEMORANDUM

**DATE:** June 14, 2013

**TO:** Judie Zimomra, City Manager

**FROM:** Bert Smith, IT Director

**RE:** Integrated Video and Alarm Project

The City has an extensive video system that currently is based on three different software Video Management Systems (“VMS”). The Police Department has found the use of video has provided real reductions in personal thefts at the beach parking areas, and provided valuable information leading to arrests.

The Police Department has determined that it is essential to upgrade and modernize the system due to the following:

- With three VMS’, training, support and maintenance is inefficient
- The Police Department plans to expand the system with more cameras and integrate the cameras with City facility alarms and access control systems.
- Video data cannot be backed up so the loss of a recorder results in the loss of that video. This is a single point of failure for a critical system.

Council approved funds in the current fiscal year budget for this project. A Request For Qualifications (RFQ) was issued by the City, and a City Committee was established to review and rank the five submitted proposals from the following prospective vendors:

Aviro RMS Group  
G4S Technology  
Integrated Fire and Security Solutions (IFSS)  
Johnson Controls  
Rapid Security Solutions (RSS)

The committee visited other cities to evaluate the Video Systems recommended in the proposals from recommendations made by each prospective vendor.

The Committee has ranked the top three proposals in the following order:

1<sup>st</sup> Johnson Controls  
2<sup>nd</sup> G4S  
3<sup>rd</sup> Integrated Fire and Security Systems (IFSS)

From the RFQ, the Evaluation Criteria were:

1. Use of Open Architect solutions
2. Compliance with the requirements in Form 6.

3. Stability (Financial Viability, Business Longevity, National Focus)
4. Customer Service (References, Retention, Measured Service Rates, 24x7 Support)
5. Ability to Provide a Comprehensive Integrated Solution to meet the stated requirements
6. Ability to design and provide post delivery support processes

The committee based the ranking on the following:

1. All five were equal in criteria 1 – 4. The closest current support resource for Aviro RMS is Atlanta and the committee found this to be a significant issue.
2. The number 3, IFSS, recommended a VMS that is not as common as the other vendors. So if the City selected the IFSS system and needed to replace IFSS, the committee was concerned that finding a suitable company would be more difficult.
3. The committee gave the top ranking to Johnson Controls for excellent use of wireless technology to mitigate connectivity issues and demonstrated excellence of camera installations. There were cases where cameras were installed in areas without significantly altering existing structures or native areas.

The committee recommends Council approve the ranking order and authorize City staff to negotiate a contract for these services. The contract will be brought back to Council for approval.