

**Whiteford Agricultural School District  
6655 Consear Rd.  
Ottawa Lake, MI 49267**

**REQUEST FOR BID  
for  
Security Cameras and Doorbell Intercoms**

SCHOOL YEAR: 2023-24

The Whiteford Agricultural School District (WASD) is seeking bids for a security camera solution and IP video doorbell intercoms for the district.

***Bids will be received according to the following instructions:***

**GENERAL CONDITIONS**

1. Bids may be emailed to [bids@whiteford.k12.mi.us](mailto:bids@whiteford.k12.mi.us) to be held and opened at the date and time below. Any physical bids must be in a sealed envelope and clearly marked **"2024 WASD Security Cameras and Doorbell Intercoms Bid"** on the face of the envelope carrying said bid, and are to be addressed to:

Marisa Tebbe-Cousino  
Director of Finance and Business Services  
Whiteford Agricultural School District  
6655 Consear Rd.  
Ottawa Lake, MI 49267

**Any questions concerning the bid should be directed to Jared Leffel via email at [jared.leffel@whiteford.k12.mi.us](mailto:jared.leffel@whiteford.k12.mi.us)**

2. Bids are to be submitted to fully comply with all aspects in the specifications by **April 29th, 2024, at 2:00 pm**. Any exceptions or changes from what is listed is to be noted on your bid response form, or the bid may be considered rejected.
3. WASD reserves the right to reject any or all proposals and bids, including that of the lowest bidder; or to accept bids either in whole or in part; to award contracts by individual items or by lump sum total; or to waive any informalities, defects or omissions in any bid, should it be deemed to be in the best interest of WASD to do so.
4. Bids shall be binding for sixty (60) days from bid opening and prices will be binding for the length of the contract.

5. Awarding of the bid is pending final approval of purchase from the WASD Board of Education at the May or June board meeting.
6. This purchase will occur in FY 2025 that starts July 1<sup>st</sup>, 2024. WASD cannot receive any equipment, incur any expenses, and work onsite cannot start until after July 1<sup>st</sup>. WASD and the awarded vendor will agree upon a mutual agreed schedule for ordering, installation, and work schedule.
7. Vendor shall include estimated delivery dates of equipment quoted at the time of your bid submission.
8. Vendor is required to fill out the bid form at the end of this RFP with pricing totals and answers to the supplied questions. Vendor shall include an itemized quote that includes part numbers, descriptions, quantities, and costs for the different equipment and parts on your bid response. See example is below:

<u>Part #</u>	<u>Description</u>	<u>Qty</u>	<u>Cost/ea</u>	<u>Total</u>
X5512	5MP IP Cameras	10	\$499.99	\$4,999.90
DVR-1000	Server/DVR	1	\$5,000.00	\$5,000.00
	Labor & Installation			\$10,000.00

8. WASD recommends all vendors to schedule a site visit/walk through to review device placements to account for any mounts or installation labor for a complete bid for this project.
9. Vendor's bid shall include all costs necessary to complete the project as described in the RFP.
10. Vendor's shall include a minimum of 3 references for similar deployments you are bidding.

**WORK INCLUDED**

WASD is seeking bids for the following, as described below on this RFP:

- Video surveillance system hardware and installation
- IP Video intercom doorbells and installation

Each section may be awarded to different vendors. Vendors should price each section as standalone pricing and note any discounts/savings that may be available if we award both sections of this RFP to the same vendor.

There are two optional sections that the Vendor can submit for WASD to consider:

- Alternative Security Camera Configuration
- Additional Cameras

Vendors shall answer questions on the bid response form about any integrations available with IP video intercom doorbells and access controls systems. This will be taken into consideration during the bid evaluation process as we are considering the value of the integration to other systems WASD has. The district has a S2 access controls system deployed.

**VIDEO SURVALLANCE SYTEM HARDWARE SPECIFICATIONS**

WASD is seeking bids for an IP video surveillance system with the following minimum specifications. The specifications below are based on the i-Pro AI cameras and Video Insight VMS solution and we are open to other comparable solutions, including cloud or on-premises options as long as they meet or exceed the specifications below. Please review the attached map in Appendix A for the placement of the cameras and coverage.

WASD currently has ten (10) exterior IP cameras that are connected to two (2) ExacqVision systems, one at each building. The servers are older and have no software or hardware support, so WASD is looking to replace them with a single server/DVR and will reuse the existing cameras on the new system. See Appendix D for locations of existing cameras.

- Total of 42 AI Analytical Cameras or equivalent. If the manufacturer does not have a comparable camera, please note this as an exception on the bid form and provide similar coverage with a different camera or multiple cameras to cover the area.
  - WV-S2536LNA – Outdoor 2 MP Camrea with 2.9 - 9 mm Lens
  - WV-S22500-V3L – Indoor 5 MP Camera with 2.9 - 9 mm Lens
  - WV-S22700-V2L – Indoor 8 MP Camera with 4.3 - 8.6 mm Lens
  - WV-S25700-V2L – Outdoor 8 MP Camera with 4.3 - 8.6 mm Lens
  - WV-S85402-V2L – Outdoor 2 x 4 MP Camera with 2.9 - 7.3 mm Lens
  - WV-S8544L – Outdoor 4 x 4 MP Camera with 2.9 - 7.3 mm Lens
  - WV-S8574L – Outdoor 4 x 8 MP Camera with 3.1 mm Lens

<b>Building</b>	<b>S2536LNA</b>	<b>S22500-V3L</b>	<b>S22700-V2L</b>	<b>S25700-V2L</b>	<b>S85402-V2L</b>	<b>S8544L</b>	<b>S8574L</b>
Elementary	3	6	-	1	2	1	5
Middle/High	3	7	6	1	3	-	4
<b>Total</b>	<b>6</b>	<b>13</b>	<b>6</b>	<b>2</b>	<b>5</b>	<b>1</b>	<b>9</b>

- All new cameras must be NDAA compliant
- All necessary camera mounts for each location. WASD recommends that vendors schedule an onsite visit for this project to include the appropriate mounts (i.e. corner, ceiling, wall, etc.)
- Camera/Software Searching and Analytics Requirements for All Cameras
  - Ability to easily search for events matching clothing color and appearance
  - Identify and filter video recordings/clips of a person of interest across all cameras
  - Ability to search for a vehicle by color, body type, or make
  - Ability to select area in a frame for motion/activity events filtered to review
- 5-year Camera Warranty or Greater with Next Business Day Exchanges
- 5-year subscription/licensing that includes maintenance of software updates, both major and minor, and include camera firmware updates
- Cloud or on-premises solutions are accepted and must include all equipment needed. A minimum of 30 days' video retention is required. The Vendor can use adaptive quality recording, but the solution must have enough storage to provide continuous recording. When motion is detected for events, it must record the video at the highest resolution of the camera and at a minimum of 15 fps
- Fourteen (14) licenses and necessary storage space for 10 existing security cameras and the 4 new video doorbell intercoms we are seeking later in this RFP
  - Five (5) Axis Vapix Q3708-DVE (3 x 5 MP sensors cameras)
  - Two (2) Axis P3247 (1 x 5 MP sensor camera)
  - Three (3) Illustra3 Illustra Flex 2 (1 x 3 MP sensor camera)
  - Four (4) Video Doorbell Intercoms (2MP or greater)
- SSO is preferred with SAML for user management with Azure AD (AAD) or Google. If AAD/Google is not available, please indicate if you support LDAP or other syncing method that will allow for accounts to be disabled if not active in the authentication source and if you support MFA/2FA
- Mobile App
  - Must have a mobile app available for Android/iOS and ability to use on and off campus
  - Preferred that the mobile app should be able to do AI/analytical searches
- Ability to view the cameras from a web browser on and off campus
- Prefer unlimited users for viewing access of live and recorded data
- Notifications
  - Email, SMS/MMS, and mobile app push notifications
  - Ability to limit alerts based on camera and time of day or day of the week and set motion alerts to a region of interest
  - Alerts for cameras connectivity status and tampering

- Other alerts triggered on activity mentioned in the Camera Searching and Analytics section noted above
- Ability to visualize camera placements on an uploaded floor plan map is preferred
- Ability to have unlimited users and can define permissions based on user groups

**ALTERNATIVE VIDEO SURVALLANCE SYTEM CONFIGURATION (OPTIONAL)**

Vendors can submit alternative bid(s) for WASD to consider that covers the areas we are seeking on this RFP. Vendors are required to submit the base bid as described above, along with any alternative bid(s) for WASD to consider with itemized pricing. WASD does not want fisheye cameras and would like to have AI cameras. WASD is open to any cost savings options that could reduce the amount of cameras, different configuration to provide better coverage, or consider different camera resolutions to provide adequate coverage for the areas we are seeking.

**ADDITIONAL CAMERAS (OPTIONAL)**

WASD may consider purchasing six (6) additional cameras at the Middle/High School as shown below and in the Appendix B placements map. Please include the costs for this in your bid response for WASD to consider.

	<b>S22700-V2L</b>	<b>S85402-V2L</b>	<b>S8574L</b>
Middle/High	4	1	1

**IP VIDEO DOORBELL INTERCOMS SPECIFICATIONS**

WASD is seeking bids to replace three (3) existing non-IP based and add one (1) new IP video doorbell intercom on our campus for a total of 4 doorbells. Currently, WASD has AIPhone video doorbell intercoms installed on the building with an HID card reader on the enclosure. See Appendix C for pictures of the locations where we want to install this equipment.

Below is the minimum specification for the IP video doorbell intercoms. The specs below are based on Hanwha TID-600R video intercoms, but we are open to all manufacturers that meet the minimum specifications:

- Four (4) IP Video Intercom Doorbells
- Any additional hardware/software needed for IP based solution to work with master stations and mobile clients. Prefer software-based controller, if available or required that WASD can run in a virtual server environment
- Outdoor cameras shall be able to withstand Michigan weather conditions with temperature and water/moisture

- Doorbell cameras shall be 2MP or greater
- Doorbell cameras shall have LED Indicator lights for call, communication, and door release to display the status so deaf or hard of hearing visitors will know if the system is active and functioning as expected
- Four (4) IP Master Stations with screen, speaker, and headset to interact with doorbell (sample device is [2N Indoor View](#) device) with a desk stand
- Ability to unlock a door that is connected to the S2 access control system
- 2-way audio and see the person on the video doorbell on the master station and/or on a mobile client
- Ability for a doorbell to contact multiple master stations or mobile devices and users
- Ability to create a tiered escalation flow that when the doorbell call button is pressed, it would ring a master station first and if no answer after a period of time, it can ring additional master stations or mobile clients on campus to pick up and respond
- Mobile client should support Apple and Android devices.
- All the necessary mounting hardware and/or covers needed to remove existing enclosures and mount new hardware at each location with the existing HID card readers
- Video doorbells and master stations shall be PoE/PoE+ and receive the needed power from the network and not an external power adapter
- Ability to record video from the doorbell camera to a security camera solution using ONVIF or other method.
- 2-year hardware warranty or greater on all components
- 5-year licensing maintenance or subscription costs, if applicable, to receive software or firmware updates and support.

### **INSTALLATION SPECIFICATIONS**

The Vendor shall include costs for configuration, mounting, and training the district technical staff and office staff on the solution(s) they are bidding. WASD will have technical staff available to help assist the Vendor with the pointing/alignment of the cameras during installation. If this installation requires materials other than those provided by the manufacturer, it is the Vendor's responsibility to include those items and costs in your bid. The Vendor and WASD will work together to finalize the camera and doorbell mounting locations prior to installation and schedule and to mount at an ADA approved height.

WASD will have available PoE network ports on existing network switches in the IDF's configured and ready for the installation of the new cameras. The Vendor will be responsible for running new CAT6 cables to the cameras and doorbells to the network patch panels and supply the patch cables to the switches. Below is the specification for the network cable runs:

- Plenum rated CAT6 cabling
- Cables shall follow and use existing cable management hooks or trays and paths. If an area doesn't have appropriate cable management hooks or trays, the vendor shall supply them to ensure cables comply with building/fire codes and are kept off the ceiling tiles
- Cable molding/conduit shall be used for cabling where it is needed and shall be secured to the surfaces appropriately where it won't
- Vendor shall seal any holes they create or expose through any firewalls that cables are following when running network cables
- Attach labels on end of the cable to identify the port/location of the run
- Attach labels to the patch panel to identify the location of the cable
- Vendor may need to supply a network patch panel at each IDF if there are not enough available ports to punch the new network drops to. IDF's are identified on the maps provided in this RFP
- Cables will be placed above the ceiling or near the device, where it can be concealed, with at least 15 extra feet of cable with a CAT6 keystone jack. A patch cable should be run from the keystone jack to the camera or doorbell
  - There are 2 cameras identified on the map at the elementary school that should have at least 60 extra feet of cable, instead of 15 feet, for a future expansion of the building happening at a later date
- All cables should be tested with a network tester to verify all pairs are wired and connected correctly
- The WASD and Vendor will work on an agreed upon schedule for any work to minimize interruptions to classrooms and workspaces during the school year and day. Prefer all work should be completed during the summer months prior to the first day of school

**EVALUATION CRITERIA**

WASD will be evaluating each bid based on the following criteria. While price is important, we will be considering the features and functionality of the systems, including any integrations that may be beneficial to the district.

% Weight	Criteria
60%	Overall Price
30%	Features and Functionality
10%	References

# **WASD Security Cameras and Doorbell Intercoms Bid Form**

Video Cameras Manufacturer: \_\_\_\_\_

Video Doorbell Intercom Manufacturer: \_\_\_\_\_

**Bid Summary:** *Price should include shipping and all other costs involved as defined in RFP.*

A) Security Camera Hardware and Installation:

Elementary \_\_\_\_\_

Middle/High School \_\_\_\_\_

**Total** \_\_\_\_\_

B) Doorbell Intercom Hardware and Installation: \_\_\_\_\_

Elementary \_\_\_\_\_

Middle/High School \_\_\_\_\_

**Total** \_\_\_\_\_

Optional Items:

Alternative Security Camera Configuration: \_\_\_\_\_

Middle/High School Additional Cameras: \_\_\_\_\_

**Are there any discounts if we award both the Security Cameras and Doorbell Intercom sections to you?**

Yes \_\_\_\_ No \_\_\_\_

If yes, please specify the discount(s):

**Does your bid meet all requirements set forth in specifications?**

Yes \_\_\_\_\_ No \_\_\_\_\_

If no, list exceptions:

**Is all equipment NDAA compliant?**

Yes \_\_\_\_\_ No \_\_\_\_\_

**Please specify the type of warranty/support/subscription that is included on the components below.**

Cameras \_\_\_\_\_ years

Server/Cloud Subscription \_\_\_\_\_ years

**Please describe the support hardware replacement process if a camera or server failure happens and how soon a replacement part would arrive:**

**Does this system have integrations with Video Intercom Camera Doorbells or Access Control Solutions? If so, please list the system(s) supported and describe the integrations.**

Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, explain:

**Does the system sync users with Active Directory (AD), Azure Active Directory (AAD), or Google? Does the system support SSO with SAML with AAD or Google? If not, is there Multifactor Authentication (MFA) option?**

**Please describe how the video retention works, including the quality, FPS, and assumptions made to ensure the 30 days minimum of retention?**

**Can the mobile app do AI video searches?**

Yes \_\_\_\_\_ No \_\_\_\_\_

**Other Comments or Notes for Consideration. Include any key differences between you and other solutions that are being quoted:**

Quote Prepared By: \_\_\_\_\_

Name of Company: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_

**Whiteford Agricultural School District  
SECURITY CAMERAS BID FORM  
Acknowledgement of Authority to Bid**

My signature certifies that the proposal as submitted complies with all Terms and Conditions set forth in this RFP. My signature also certifies that the accompanying proposal is not the result of, or affected by, any unlawful act of collusion with another person or company engaged in the same line of business or commerce or any act of fraud. Furthermore, I understand that fraud and unlawful collusion are crimes under Federal Law and can result in fines, prison sentences and civil damages awards.

I hereby certify that I am authorized to sign as a representative for the following firm:

Firm Name:

Firm Address:

Signature:

Printed Name:

Business Phone:

Cellular Phone:

**THE AFFIDAVIT SET FORTH BELOW MUST BE EXECUTED ON BEHALF**

**OF**

**THE VENDOR AND FURNISHED WITH EVERY BID**

***The Board of Education will not accept this bid without this completed, signed and notarized form***

**AFFIDAVIT FAMILIAL RELATIONSHIP**

STATE OF: \_\_\_\_\_

COUNTY OF: \_\_\_\_\_

\_\_\_\_\_, *being sworn, says*  
(Affiant's printed name)

1. I am the \_\_\_\_\_ of \_\_\_\_\_  
(title) (vendor bidder)  
which has submitted, to **WHITEFORD AGRICULTURAL SCHOOL DISTRICT**,  
a proposal for the furniture and equipment.

2. I state that there is **NO** familial relationship between the owner or any employee of  
above Vendor-Bidder and any member of the Board of Education or the Superintendent of  
Whiteford Agricultural School District, said exceptions being as follows:

\_\_\_\_\_  
\_\_\_\_\_

Signed: \_\_\_\_\_ Printed: \_\_\_\_\_

\_\_\_\_\_

SWORN TO and subscribed before me, a Notary Public, in and for the above-named state and  
county this \_\_\_\_\_ day of \_\_\_\_\_, 2020. My commission expires on

\_\_\_\_\_.

Signature: \_\_\_\_\_, Notary Public

**CERTIFICATION OF COMPLIANCE – IRAN ECONOMIC SANCTIONS ACT  
Michigan Public Act No. 517 of 2012**

The undersigned, the owner, or authorized officer of the below-named company (the “Company”) hereby certifies, represents, and warrants that the Company (which includes its officers, directors and employees) is not an “Iran Linked Business” within the meaning of the Iran Economic Sanctions Act, Michigan Public Act No. 517 of 2012 (the “Act”), and that in the event the Company is awarded a contract by Whiteford Agricultural School District as a result of an RFP, the Company is not and will not become an “Iran Linked Business” at any time during the course of performing any services under the contract.

The Company further acknowledges that any person who is found to have submitted a false certification is responsible for a civil penalty of not more than \$250,000.00 or two (2) times the amount of the contract or proposed contract for which the false certification was made, whichever is greater, the cost of Whiteford Agricultural School District’s investigation, and reasonable attorney fees, in addition to the fine. Moreover, any person who submitted a false certification shall be ineligible to bid on a request for proposal for three (3) years from the date that it is determined that the person has submitted the false certification.

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Name of Company

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Name and Title of Authorized Representative

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Signature

---

Date

## Appendix A: Building Map and Camera/Doorbell Placements

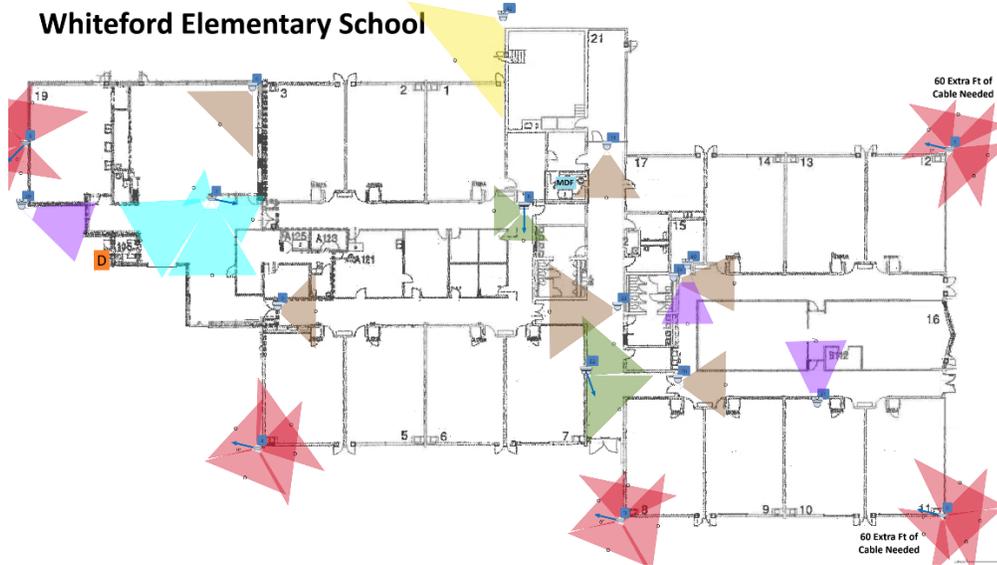
Higher resolution maps can be downloaded by [clicking here](#).

**Color   Resolution**  
 Red   4-Sensor 8 MP  
 Yellow 8 MP Camera  
 Orange Doorbell

**Color   Resolution**  
 Blue   4-Sensor 4 MP  
 Brown 5 MP Camera

**Color   Resolution**  
 Green 2-Sensor 4 MP  
 Purple 2 MP Camera

### Whiteford Elementary School



### Whiteford Middle/High School



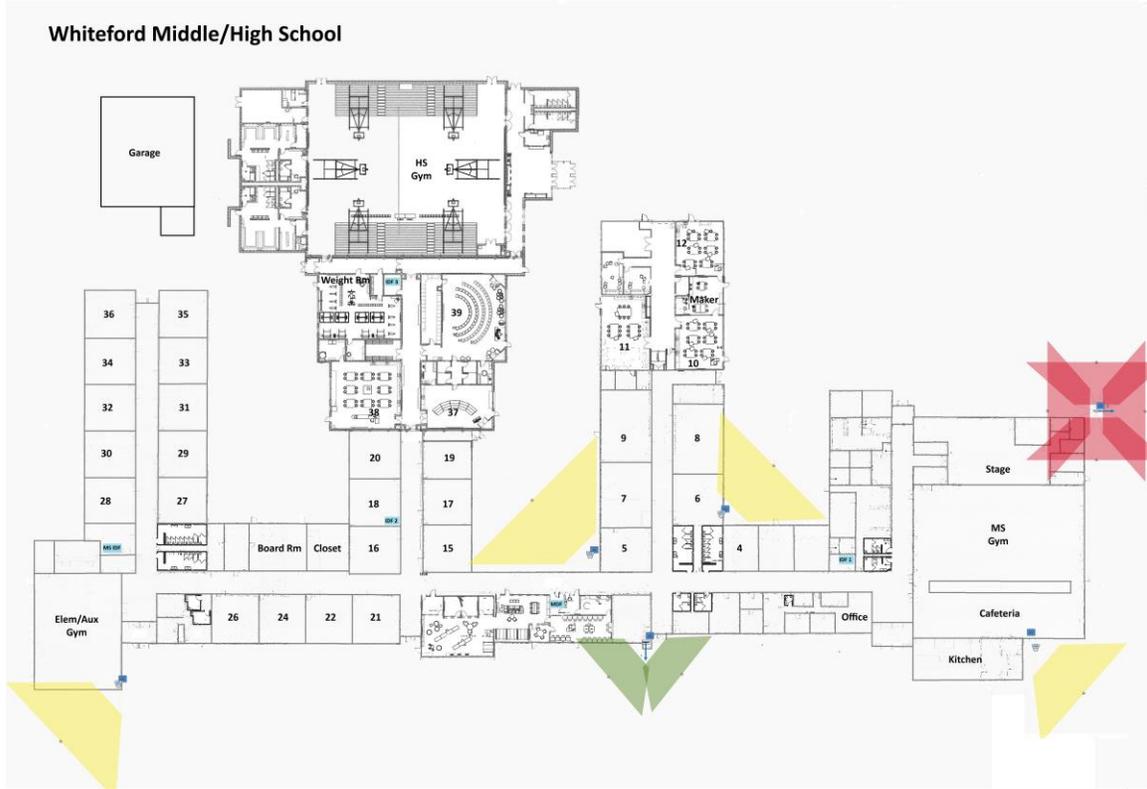
## Appendix B: Additional Middle/High School Cameras (Optional)

Higher resolution maps can be downloaded by [clicking here](#).

**Color** **Resolution**  
Red 4-Sensor 8 MP

**Color** **Resolution**  
Green 2-Sensor 4 MP

**Color** **Resolution**  
Yellow 8 MP Camera



**Appendix C: Current Doorbell Intercoms**

*High School Front Entrance Doorbell*



*High School Rear Entrance Doorbell*



*Middle School New Doorbell Location*



*Elementary School Entrance Doorbell*



## Appendix D: Current Middle/High School Cameras Map

Higher resolution maps can be downloaded by [clicking here](#).

<u>Color</u>	<u>Resolution</u>
Red	Axis Vapix Q3708-DVE
Blue	Axis P3247
Green	Illustra Illustra 3 Flex 2

