January 20, 2021

To All Interested Parties:

Subject: **Addendum #2**
                  Security Camera System and Related Hardware

Please note the following questions received regarding the above RFP

Question: **What is the average age of the school facilities?**

Answer: They range from 1 year old to over 50 years old.

Question: **How stable is the power at your facilities?**

Answer: We do not have any power issues at our buildings that would impact the ability of a
              contractor to meet the scope of services.

Question: **How stable is the IT communication Infrastructure among all 21 schools and 5
                  Support/Admin sites??**

Answer: We do not have any IT communication issues at our buildings that would impact the
              ability of a contractor to meet the scope of services.

Question: **Can you provide us as built drawing for the Security Management system?**

Answer: This is not necessary for you to propose or meet the requirements found in the RFP

Question: **Is there an existing Command Control? Can you tell us the location? How many
                  monitors do you currently have?**

Answer: No Command Control

Question: **Can you tell us more about the 10 Media Servers that may be re-used, are they
                  loaded with a Windows Server or Windows 10 OS?**

Answer: **These are Cisco UCS servers**

Question: **Can you provide more technical specs on the Management Server? Is it an
                  updated windows Server?   How old is the Management Server?**

Answer: Varied hardware; all current

Question: Is the Security Camera Management System connected to the local police?

Answer: No

Question: Your specs make a reference to two data centers, are these data centers being protected with cameras, if so, how many?

Answer: No

Question: Are you expecting the contractor to install the servers at the 2 data center, with SCMS redundancy in mind?

Answer: There is a possibility that we may want to do this in the future. You can propose this separately if you would like.

Question: Is there a plan new for a SCMS, with redundancy into another Command Control Facility?

Answer: No

Question: Is there a special room with HVAC allocated for the new Servers as part of the SCMS

Answer: Yes.

Question: Does the School IT staff provide the internet access between all the cameras?

Answer: Yes; we have private fiber connections between all buildings and 5 GB internet connection for the district

Question: Is there an NVR at each school?

Answer: No

Question: Can you tell us how many cameras are installed at each school?

Answer: Varies based on size of school; see attached sheet

Question: How long do you need to store the video from the cameras, and at how many frames per second?

Answer: 5-10 days

Question: Average age of the Cisco Cameras?

Answer: Unknown

Question: We noted that some of the CISCO cameras are already at the end of life, is the plan to replace those and gradually replace them all?

Answer: We plan on replacing them gradually as they fail. However, we will entertain proposals that include total replacement should it benefit the public body and protect our investments

Question: **The count provided for the integration of the new Video Management states that 742 must be reused, but the count that is provided in the list is 717 please specify the amount of cameras installed?**

Answer: Please use the attached list.

Question: **How many installed cameras are interior per school?**

Answer: Please use attached list.

Question: **How many cameras are installed outside each school building?**

Answer: Please see attached list.

Question: **According to the inventory provided there are 13 Cisco 6930 Pan/Tilt/Zoom cameras, are these cameras installed in poles or only the school roof? Is there any PTZ camera installed in parking areas?**

Answer: Mounted to the building and yes the PTZ camera is in the parking area

Question: **Is there a requirement to maintain some cameras on poles?**

Answer: Not at this time

Question: **On the Specifications you require to have an integration for the Identiv Access Control, can you tell us more about the software revision of the Identiv System? Can you tell us how many readers are connected to the Hirsch Identive System? Is the idea to monitor the card reader access with the existing cameras? How many schools uses the Identiv System, and how many readers on each one of them?**

Answer: See attachment for the counts and model types. We may be interested in hearing any options available to us

Question: **Can you explain the goal for the integration of the WebSMART POS Solution?**

Answer: This is not a specific requirement; just a possibility

Question: **Based on the SOW, is there is a need for an intrusion detection system (IDS) integration if any?**

Answer: Not at this time

Question: **Do you currently have a Gun Shoot detection system that needs to be integrated to the Security Camera Management System?**

Answer: No

Question: **Do you currently have a Radio System that would like to integrate to the new Security Management Video System?**

Answer: No

Question: **Is the existing Security Management System installed in a secure network provided by the School?**

Answer: Yes

Question: **Will the hardening of the servers will be done by the contractors? Or will it be handled by the School IT staff?**

Answer: Both

Question: **Will the contractor have to provide an IT Security Plan for the proposed IT systems?**

Answer: If possible

Question: **Is it the responsibility of the security integrator to address the cyber risk of these systems?**

Answer: We would anticipate a joint effort

Question: **Does the proposed system need to demonstrate a cyber security vulnerabilities test?**

Answer: No; but we reserve the right to purchase additional related services as a part of this RFP award.

Question: **In reference to the integration of the existing Identiv access control system with the new video management solution, what kind of functionality within the integration is Suffolk Public schools looking for? Are their any particular features that are currently in the system that would like to be carried over and/or features to be added?**

Answer: Currently the front doors have an IP camera, call and card reader that calls an extension and the secretary can release the door for visitor access. These cameras are recorded in the current video management system

Question: **Do you anticipate extending the bid due date?**

Answer: No

Question: **What additional details are you willing to provide, if any, beyond what is stated in bid documents concerning how you will identify the winning bid?**

Answer: None available.

Question: **Was this bid posted to the nationwide free bid notification website at www.mygovwatch.com/free?**

Answer: No; it is posted to the Suffolk Public Schools website and the EVA (E-Virginia) site

Question: **Will the winner of the award be required to provide on-site integration of the video surveillance system?**

Answer: Yes

Question: **In regards for support, what is the desired SLA, 1 day/ 2 day, etc**

Answer: 1 business day

Question: **Is there a master building breakdown for what cameras are in which buildings?**

Answer: See attachment

Question: **Would you entertain a proposal to replace all of the cameras and management tools/servers, etc...**

Answer: Yes, but the public body would have to do a cost/benefit analysis to determine if this could be achieved with the available budgets

Question: **Is a requirement for bidding the ability to integrate the existing Identiv ACS?**

Answer: Not a requirement, but it is preferred

Question: **Is the Access Control solution that is in place now, Identiv CPAM or Identiv Hirsch?**

Answer: Identiv CPAM

Question: **Will the servers be located locally at each school or in a central location?**

Answer: Two data centers are available

Question: **What is the current version of the Idetniv system and is there a current SSA?**

Answer: 3.3.0

Question: **So you want the video to interface to the POS. What POS do you currently have?**

Answer: WebSmart, it would be preferred.

Question: **Is Preventative Maintenance needed on the video management system and/or cameras?**

Answer: No. SPS Staff handles routine maintenance. Training is required.

Question: **Video Walls - would this be for a Security Operations Center? Or another remote location?**

Answer: Some school principals have video walls

Question: **Where are the servers and data centers located?**

Answer: John F. Kennedy Middle School (Tech Department) and King's Fork High School.

Question: **Is it your intent to wipe your current server hardware to use it with the new solution. If so, are you ok with the hardware not being supported by Cisco?**

Answer: This certainly can be an option. You may price it in your proposal.

Question: **Could we go to the bus garage and look at the different types of buses?**

Answer: Yes. Contact James Blowe, Supervisor, Transportation Department, 925-5572 to schedule bus inspections.

Question: **Would you like to transfer out of your Cisco server all at once or in segments?**

Answer: Open to either. Will be based on the vendor's proposal

Question: **Is motion recording used currently and is it run on the cameras or from the servers**

Answer: Yes run from camera

Question: **What OS are the servers running?**

Answer: Servers can run any OS

Question: **Would Suffolk Public Schools perform the wiping of each server before the installation of the new Video Management System. Or would that task fall under the winner of the RFP.**

Answer: Yes and SPS will provide freshly prepared servers (if current server meet vendors specifications)

Question: **Are you willing to use your own volume windows licensing or do you want the vendor to sell you Windows OS?**

Answer: Yes SPS has EES agreement with Microsoft

Question: **What maintenance/licensing term would you want to support this solution..1 year, 3 years, 5 years, etc...??**

Answer: Variety of term options preferred

Question: **Is there any failover/redundancy In current architecture? Is it desired in new application?**

Answer: Plan on it being in a single data center with optional redundancy at second data center

Question: Is this RFP including the Bus Depot or any other SPS Maint. Bldg

Answer: Not at this time. Yes, at the new Operations Center

Question: Just to clarify, Suffolk Public Schools will provide the Windows OS licensing needed for all current servers.

Answer: Yes.

Question: If cameras are purchase at a later date, would the vendor install the camera or would Suffolk Public Schools do that?

Answer: Yes, we would like to have the option under this agreement to purchase cameras and installation services.

Question: Is ONVIF 2.0 generic support sufficient for supporting the existing cameras on the new VMS, if direct support is not possible?

Answer: Provide specific details in your proposal response of support and unsupported features

Question: Are you also interested in Artificial Intelligence analytics with respect to security threats, safety, etc?

Answer: Yes, you may quote that as an option.   However, we prefer a system that is compatible with existing hardware over any additional analytics. If you can provide additional analytics and compatibility, we will certainly entertain the proposal

Question: Are you following Federals Guide lines for Cameras?

Answer: DCJS guidelines and NDAA Compliant cameras are required for this procurement. Companies responding need to be DCJS certified as required under Virginia law. Suffolk Public Schools reserves the right to request this certification prior to issuing an award.

Question: Are all existing cameras up and functional?

Answer: Yes.

Question: Would you require vendor provided training?

Answer: Yes technical and user based training

Question: Where are all CCTV surveillance events or incidents managed?

Answer: At the school level and occasionally at the district level

Question: Can we assume we can work with your staff on network related aspects like port configurations, running tools we provide, etc?

Answer: Yes the SPS Network team will handle all network related configurations

Question: When you say "certification," do you mean technical certifications or background certifications? Or both?

Answer: Both

Question: Please confirm that proposals should be sent through the EVA system (no printed copies)? Can we hand deliver proposals?

Answer: Proposers can submit either by electronic means through the EVA system, you may mail them by way of UPS, FedEX, USPS or any other mailing service. All mailed proposals are to be received by the due date and are shipped at the proposer's risk. Please note that USPS is delivered once daily to Suffolk Public Schools by way of an early morning PO Box. Please make sure you provide ample time should the proposer need to use USPS. Also proposals may be dropped off at 100 North Main Street, Suffolk VA 23434 (entrance in rear of building) on or before the due date and time. Please note that Suffolk Public Schools is working a modified schedule of Monday-Thursday from 8:00 AM -3:30 PM. No deliveries or drop offs on Fridays.

Question: Do we have grace period for being registered in Virginia? Or do we need to be already registered in state

Answer: Prior to issuance of an award, the vendor must prove that they have registered with the State Corporation Commission or are exempt from registering. If you are claiming an exemption, please note that in your submission.

Question: If you would please register Tri-City as a potential bidder.
We are teaming with some other vendors in order to provide the Suffolk Public Schools with the best possible solutions available. They had attempted to contact the folks at WebSMART POS however they have not returned any calls. If you would please see the below email and see if you can shake the tree at WebSmart so they would return our call or your internal IT personnel can assist Arie with his question. Your assistance with this issue is greatly appreciated.

Answer: The integration with WebSmart would be considered a preferred option. As far as the technical details on the integration would be information that would come directly from WebSmart. Regarding your request for registration, we use EVA as our distribution of procurement activities and the Suffolk Public Schools website to distribute and award contracts. You can register using the vendor registration button at https://eva.virginia.gov/register-now.html

Question: Does SPS want yearly cleaning of the cameras?

Answer: You may provide this as an option

Question: Do you wish to have remote ASSESS per permissions.

Answer: Remote access will be provided via an existing SPS VPN

Question: **I will assume that each location has its own storage?**

Answer: Storage servers will be located in the JFKMS and/or KFHS data centers. Each site has at least 1Gb connection to the data centers over private dark fiber.

Question: **Have you seen or been offered a trial VMS to review?**

Answer: No

Question: **If proposing a new server hardware option, can all servers to support the 742 cameras be distributed among the district's four data centers? If not, how many locations are required?**

Answer: Storage servers will be located in the JFKMS and/or KFHS data centers. Servers could be located in one or both depending on the proposed solution's redundancy.

Question: **If reutilizing the existing server hardware, will the customer take responsibility for repurposing the server hardware, to include providing the host OS of Windows Server 2019?**

Answer: SPS will load the Windows OS on the existing servers. It will be the vendor's responsibility to verify the server specs meet their needs and the vendor will be required to install and configure their applications.

Question: **Is ONVIF 2.0 generic support sufficient for supporting the existing cameras on the new VMS, since direct support is not possible?**

Answer: Please provide an explanation of this situation and the features that are available when using ONVIF connections. In addition, Vivotek is the OEM for Cisco cameras. SPS would be willing to assist with testing interoperability to determine if Cisco cameras could be managed as Vivotek cameras in the proposed solution.

Question: **Is ONVIF 2.0 generic support sufficient for supporting the existing cameras on the new VMS, since direct support is not possible?**

Answer: Please provide an explanation of this situation and the features that are available when using ONVIF connections. In addition, Vivotek is the OEM for Cisco cameras. SPS would be willing to assist with testing interoperability to determine if Cisco cameras could be managed as Vivotek cameras in the proposed solution.

Question: **Please provide version information for Identiv Access Control for confirmation of integration support. How is this currently integrated?**

Answer: 3.3.0. Identiv is not currently integrated

Question: **How many cameras are connected to each of the video servers listed in the RFQ?**

Answer: The vendor is expected to size servers accordingly using the proposed solutions server specifications.

Question: **How many video viewing clients are currently used?**

Answer: Each school has one safety monitor that runs the video client throughout the entire school day. Each site also has anywhere from 1 to 5 intermittent users, such as Principals, Assistant Principals, and School Resource Officers.

Question: **How many video clients will be required in the new configuration?**

Answer: Approximately 125

Question: **How many video live streams are viewed concurrently?**

Answer: Typically, one safety monitor at each site is viewing a variable number of live streams. However, during a major event, all users could be viewing live streams.

Question: **Are the video servers located in the same building as the cameras?**

Answer: Storage servers will be located in the JFKMS and/or KFHS data centers. Each site has at least 1Gb connection to the data centers over private dark fiber.

Question: **In the "Information Systems Surrounding the Request" section "1 Management Server is listed". Please provide hardware and software details on this server.**

Answer: The 1 management server is not available for reuse. Only the 10 existing media servers are available for reuse, if desired, by the solution provider and if they meet the proposed solution's requirements.

Question: **How many video clients will be required in the new configuration?**

Answer: Approximately 125

Question: **Should we assume that all switches, infrastructure and items that are not the servers or cameras are outside of the scope of this project?**

Answer: Yes. In addition, SPS provides POE+ on all camera drops.

Question: **Please provide details of the Video Wall. Does the school have a video wall, or does the school want the wall built as part of this project? requirement?**

Answer: A couple principals have a large monitor in their office displaying live feeds from select cameras. These walls are configured to boot directly into the video client with live streams running without the need for user input. The walls do not currently have a keyboard/mouse. The Principal uses their desktop client to push the desired layout and camera streams to the wall.

Question: **Please provide details of the WebSMART POS integration requirement. Does the school want POS integration in this project or just the capability?**

Answer: Just capability. The food service department has previously expressed interest and we would like to know if this is a possibility

Question: **Please provide details of the Identiv access control integration requirement. Does the school want Identiv access control integration in this project or just the capability?**

Answer: Provide Identiv integration as an option.

Question: **Please provide details of the server redundancy requirement. Does the school want additional servers or just the capability provide redundancy in the new VMS?**

Answer: Provide redundant and nonredundant options in the proposal.

CLARIFICATIONS

We need 14 days of video retention

Qualifications of team requirement in the RFP is for the initial startup but Suffolk Public Schools would like to be notified of any change of personnel. Also, they will need to file their background certification form as required under state law.

NEW DUE DATE

Due to the length of time required to obtain all of the answers found in this addendum, Suffolk Public Schools will extend this procurement. The new due date will be February 9, 2021 on or before 2:00 PM.

LAST DAY FOR QUESTIONS

Our last day of taking questions will be January 28, 2021 by no later than 5:00 PM. No other questions will be considered after that deadline.

REQUEST FOR TRANSCRIPT OF MEETING (NOT AN OFFICIAL TRANSCRIPT BUT TRANSCRIBED BY ZOOM, SO SOME CONTENT MAY NOT BE EXACT)

Zoom Audio Transcript:

*

John Littlefield
00:03:19The folks that are already joined a meeting if you'll please make sure you name yourselves appropriately, so we can identify who you are.

* 00:03:28I have someone joined us test user.
* 00:03:32You Eric yeah.

*

Anthony Hinds
00:08:40morning everyone.

*

John Littlefield
00:08:44Good morning, every.

*

Unknown Speaker
00:08:46morning.

*

Anthony Hinds

00:08:49we're gonna allow a few more minutes for those people that are struggling just a little bit to to come and join us today.

- 00:08:59I know we handed out a number of.
- 00:09:03So we give a few more minutes and then we'll start.

-

John Littlefield

00:10:25Anthony year ago 28 over 36.

- 00:10:30participants.

-

Anthony Hinds

00:10:34All out.

- 00:12:23We have a number of probably ever joined in.

-

John Littlefield

00:12:34Anthony of 29 of the 36 participants.

-

Anthony Hinds

00:12:43Have any interest of everybody's time I think we've given a five minute grace period for those that struggle with technology.

- 00:12:51First and foremost, a good morning everyone for, thank you for joining us today for the pre proposal conference and.
- 00:12:59All of the interest that we received in this in this project here actually our procurement, not necessarily one single project, but a procurement.
- 00:13:08of video cameras and installation services as on as the basis i'm just kind of go over a couple of key items here, there will be an addendum to published as early as tomorrow.
- 00:13:23addressing all the questions that have received to date, plus any additional questions, we will attempt to get all of them answered as a result of this pre proposal meeting for us to be able to keep a record of the items.
- 00:13:40That you're going to question, please enter your questions in the chat feature, so that we can keep a record of all of them and make sure that we answer.
- 00:13:49All of the questions that are being presented to us arm with that I want to allow Mr littlefield who is our director of technology to kind of just briefly go over some of the needs, I think there's been some.
- 00:14:04there's a lot of people to think it's going to be a full project we've had a lot of questions in regards to building layouts and things of that nature i'm not sure if the content has been captured as well as we had hoped.
- 00:14:18In this, so we wanted to give everybody an opportunity to to ask those questions and to greet receive greater greater clarity as to our request.
- 00:14:27Also, Mr littlefield I know you brought on Members of your team, they may be able to help as well, so with that i'll turn you turn it over to Mr littlefield.

-

John Littlefield

00:14:36Okay, good morning everybody first Eric conroy's or network manager he's gonna probably Campbell the majority of this conversation, but the intent of this rfp is.

- 00:14:46To looking we're looking for a camera management system to manage our existing 750 roughly Cisco cameras the Cisco management platform application has ended lived and air it's no longer available product for so we're still currently using that.
- 00:15:05And this sort of the intent, we would also be looking to purchase some additional cameras as the need arises whether the replace or additional cameras and Eric you have anything you want to add to that.

-
Eric Conroy
00:15:21got it hi.
-
John Littlefield
00:15:27Anthony I see, we have a first question up, there is the question is from frank heath and he would would you.
  - 00:15:35entertain a proposal to replace all cameras or management tools servers our intent is not to replace all the cameras or servers that is a very expensive.
  - 00:15:44approach to this, so you can certainly submit that i'm gonna say Mr Hyde to validate that but our intent is to you know take advantage of the investment we happen to resource already that is currently function.
-
Anthony Hinds
00:15:57And maybe just a dovetail into that as well district heat if you're interested and replacing all of our current fleet of cameras and installing them at no charge for us, then, about all being sweet would be willing to you looking to that, especially with the.
  - 00:16:18It we don't want to lose the investment that we currently do have it's not in the interest of the of the public body to do so.
  - 00:16:26However, however, if you wish to propose that, as a question, then by all means, please do so i'll be happy to entertain that.
-
John Littlefield
00:16:38i'm our next question is from s grimes Mr Connor i'm going to sort of as maybe you want to answer this one question is a requirement for bidding the ability to integrate the existing identity vcs.
  - 00:16:52Eric you want to address that.
  - 00:16:56And if you.
-
Eric Conroy
00:16:57send your questions, I see that.
  - 00:16:58privately yeah I don't see it in the chat so.
-
John Littlefield
00:17:01yeah i'll repost it.
  - 00:17:13There you go there, you should have it now.
-
Unknown Speaker
00:17:17Oh he's gonna.
-
Frank Heath
00:17:22die, did you say you want us to send our questions out to everybody.
-
John Littlefield
00:17:25Yes, this is public information.
-
Frank Heath
00:17:27Roger that.
-

Anthony Hinds

00:17:27And also, just as a follow through with that we're going to attempt to capture all the questions so for their for those people that do not attend.

- 00:17:38will have access to the questions and answers as well, so that way, we have we capture all of.
- 00:17:46The intent of the whole entirety of this meeting also just as you know, we are recording this meeting just to ensure that we capture as many questions.
- 00:17:55And as many clarifications for an addendum that will be coming out as well, just so everybody knows that we are recording for that, for that very reason only at this point.

-

John Littlefield

00:18:05Eric if you answer the question about gigantic PCs and the following one from Mr Walker.

-

Eric Conroy

00:18:10yeah yeah so the identity of it ended up under requirements, but understand that every video management solution may not integrate fully with that we just wanted to list that so that.

- 00:18:23Anybody That was a bidding on this was aware of that system was there, because I know some systems do tie in with access control and has some nice features there so that's.
- 00:18:35Actually, what we're looking for if that's a possibility, we would really like that.
- 00:18:40But we also understand that you know every solution is not going to have that ability to integrate with that dentist and then the second question down there.
- 00:18:51It is the identity of cpm solution, not that her solution.
- 00:19:04Also right on in the rfp right under the attentive requirement was a web smart point of sale solution, and that would be the same thing.
- 00:19:14You know that's a nice to have.
- 00:19:19We just wanted to make sure that you know all the vendors knew we had those two products if they were to try to integrate those.

-

John Littlefield

00:19:34Other questions.

- 00:19:38Eric you see that one.

-

Anthony Hinds

00:20:06Eric you're muted.

-

John Littlefield

00:20:08Eric you're muted.

-

Eric Conroy

00:20:153.3 point zero is the version of identity.

- 00:20:21And yes, we do have a current contract for support on that.

-

John Littlefield

00:20:33As far as i'm assuming POs is point of sale, no, we do not have our security camera or management system integrated with a point of sale that's the wrong interpretation of that acronym.

- 00:20:45Please.

-

Eric Conroy

00:20:46Actually, that is correct, on um we have the wide web smart point of sale solution that was actually in the original rfp.

- 00:20:57And, yes.
- 00:21:00we've seen you know you see this, a lot of like convenience store types of systems where you know, on the screen it tells you what they wrong up and it tells you what student, you know what's going through the line at that time on the video so that you can go back and search it.
-

John Littlefield

00:21:23Preventive maintenance, as far as when we look at the software side of this weed obviously we'd like to have updates and and revisions as part of it so.

- 00:21:32The software man as far as the cameras themselves, we have staff are on staff that takes care of the general maintenance on the cameras and the cabling.
-

Unknown Speaker

00:21:50Video walls are for.

-

Eric Conroy

00:21:53The basically the principal's office, some of our principles prefer to have a screen up where they can kind of have an overview of the building.

- 00:22:02easily without having to pull up with computer and look at it.
-

John Littlefield

00:22:09i'm going to answer that one about the servers here.

-

Eric Conroy

00:22:11Yes, so.

- 00:22:14Our district has two data centers.
- 00:22:17One at john F Kennedy middle school and one at kings for high school.
- 00:22:24All of the other schools connect back to this site to the data Center with fiber and we have plenty of bandwidth available there we tend, we would prefer to keep it this way because we don't have a lot of space for it eclipse and we don't have the power.
- 00:22:42requirements in the buildings to be powering a bunch of servers and things like that, so we try to keep all that data Center.
-

John Littlefield

00:23:06going to answer that one last question Eric if you want to answer the one from Mr Walter and from ronnie allium regarding two servers.

-

Eric Conroy

00:23:23Alright, so the water and question is it your intent to wipe your current server hardware to use it with the new solution we actually listed all of the current server hardware in the rfp.

- 00:23:37We would be okay with reusing those servers if they're sufficient for the new solutions needs, but you know you can also.
- 00:23:49list your own servers we just put that in there.
- 00:23:53because nothing is really wrong with the servers and they could be reused.
- 00:24:08On the transferring from ronnie Allen.
- 00:24:14Would you like to transfer out of your Cisco server all at once, or in segments.
- 00:24:20It will probably be in segments just because of the size of the district, but you know we're open for proposals here.
-

John Littlefield

00:24:29The next questionnaire, we did send out Anthony you send an addendum to the question about how many cameras are at each site.

Anthony Hinds

00:24:36There will be at the end up coming with all these questions answered so.

- 00:24:41we'll have I figured we just go ahead and have this meeting publish all of the questions and answers get all the questions answered.
- 00:24:50Of these questions and just do one addendum so you will have various locations and that pretty much every answer question answered, and this next agenda that's been out there, so far.

Unknown Speaker

00:25:03As you want to discuss.

Eric Conroy

00:25:05The total camera accounts were included in the original rfp also.

John Littlefield

00:25:14That was homepage for the rfp.

- 00:25:19When address the question about motion air.

Eric Conroy

00:25:22The best ground is motion recording us currently and is it run on the cameras or from the servers yes, we do motion recording currently.

- 00:25:34And it is the camera actually detects the motion and ends that event to the server so we actually do record during the day.
- 00:25:46Throughout the whole day and then at night, we were using motion recording but we're open for proposals here i'm you know the technology's changed quite a bit over the years, the way people run the camera systems.
- 00:25:59Potentially change too so.
- 00:26:01just keep in mind this is our so we're looking for the vendors, to tell us what's out there and.
- 00:26:11What features are available in this kind of thing.

John Littlefield

00:26:16and address the one about the home server here.

Eric Conroy

00:26:22Today Cisco solution is based off of red hat, but here again the servers are you know we're not going to be using them for the the old Cisco video software once we migrate on to whatever The chosen solution is so if we have to change us that's not a problem.

John Littlefield

00:26:45And i'd have to say, as far as the next question what's up the public schools perform the wiping of the server before the installation of new video management system where would that fall under the winner that are of the rp I would say that again be part of your proposal.

Eric Conroy

00:27:03Now we typically in our district are very hands on, so we will be working right there with you we're not just going to dump this server in your lap.

- 00:27:12and say here, it is because you know after you guys walk out the door, we need to be able to work on the solution and maintain it manage it ourselves also.

-

John Littlefield

00:27:28And I guess that's a good point Eric brings up on soldiers practice has been that we pretty much work hand in hand with any of the vendors, we have working in our shops, we try to do as much of our own support maintenance, that we can.

- 00:27:43If there's specialized applications or that your product provides we'd like that training to be available so that we can support it, that we're not dependent on a proprietary.
- 00:27:54Support contract, where we can only go through the specific vendor so keep that in mind as you're putting a proposal together well we we like to have that hands on approach where we're involved in it, we can do what we need to sort of upgrades and things like that.
- 00:28:15Eric you want to address the one about the windows licensing, I think I think we can use our license.

-

Eric Conroy

00:28:23We actually would use our existing windows license here we have a E s or enterprise education agreement with Microsoft.

- 00:28:33In place already.

-

John Littlefield

00:28:38As far as the terms, on the one three or five.

- 00:28:42I would suggest you make that part of proposals to Heinz or you want to chime in on that.

-

Anthony Hinds

00:28:47yeah absolutely I think the more flexibility to provide us as you prepare your proposals, the the better off you'll be in the evaluation process um maybe you would make them part of your proposal both a one a three and a half option for us to make this type of thing work.

- 00:29:10yeah, so I think the more flexibility, you can provide to you and us as we evaluate proposals, the better off.

-

John Littlefield

00:29:19Air can you put that total number of cameras per data Center servers that's even video.

-

Eric Conroy

00:29:26yeah I was just looking at that question.

- 00:29:28up for this project, I mean really this is that the two data centers are available.
- 00:29:38And then, this kind of ties into the redundancy fail over question that's right after it to.
- 00:29:45Currently, the system is not redundant and it is basically running out of mostly out of one data Center we do have some media servers in the other data Center.
- 00:29:54But really you can.
- 00:29:57Put it together is is one data Center and then use the other is redundant would.
- 00:30:06Be what I would like to see in the proposal course it's going to come down to cost and what the redundancy solution looks like to determine if that's not around we'll be able to go down or if we would still have to stay with a not done that says solution.

-

John Littlefield

00:30:22Alright The next question is regarding our bus depot or maintenance building we just opened a brand new operation Center which houses our food services print shop and maintenance.

- 00:30:32There are cameras in that building already our old maintenance building now, we would not be putting anything at that location, that is a very, very old building and at this time, or we don't have any cameras at our shop it's a joint use facility with our city and the schools.

Eric Conroy

00:30:57From the camera point of view, we have a few small needs for cameras today to purchase but i'm really from that perspective we're looking for basically a generalized list of different types of cameras, you know, we know that.

- 00:31:15we're not giving you a building and say hey we need you know this whole building to be covered, today, but in the future, we are going to you know have new buildings, or we want to add more cameras to our existing buildings and we're going to come to the selected vendor and.
- 00:31:31do that at that time, so we just need to make sure that that's included in the rfp now so that.
- 00:31:36That ability, is there any.

John Littlefield

00:31:45Other questions.

Eric Conroy

00:31:57Yes, schools, will provide the windows os licensing that is needed.

John Littlefield

00:32:18cameras or purchase a later date with the vendor installing camera or something public schools.

- 00:32:24Typically, what we, we have a contractor who does our data cabling we typically run the day to drop to the location.
- 00:32:32Normally, if the cameras a replacement, we would probably install that however it's an exterior camera.
- 00:32:40Where it requires a specific mount based on your product and probably something we solicit the vendor to do the installation, so that the weather seals and warranties are not voided Eric you want to add on to that.

Eric Conroy

00:32:58Thank you, you pretty much nailed it.

John Littlefield

00:33:00All right, there's a couple of those there.

- 00:33:05Are some acronyms i'm not familiar with their.

Eric Conroy

00:33:08Okay bill waldron is.

- 00:33:13Generic support sufficient supporting the existing cameras so in the proposal, we would basically need to know what that really means you know for each of these specific cameras what features are still available there in which ones would we.
- 00:33:30Mainly what we're using on the cameras today is the on camera motion detection, so that the servers are not having a process all of that, on the server and.

- 00:33:40outside of that today we're not using any of the other.
- 00:33:45Apps on the camera or anything like that and it's not saying that we wouldn't in yourself, you know, using your solution it's just today, and we didn't didn't have a need for it, or have it up to this point.

•

John Littlefield

00:33:56and moving on to the next question are interested in artificial intelligence analytics perspective security Fred some safety, etc.

- 00:34:03Yes, how are we completely understand that most vendors products will not carry those kind of features over to our existing cameras.
- 00:34:12So it's a double sided question, yes, and now we're not willing to replace and give up the complete.
- 00:34:20inventory of cameras that investment, we have just to pick up that he said, we are school system, and we are looking for basic security camera, we do not have.
- 00:34:30Security people sitting there watching all you know 700 plus cameras all day long they watched specific cameras and they do specific task with those cameras.
- 00:34:41Often they're recorded video and we only keep the video air correct me if i'm wrong but five to 10 days.
- 00:34:49is typically what's being used to deal with a fight or incident, or if there was some vandalism or things like that not a lot of artificial intelligence and analytics going on at this time.
- 00:34:59Forest federal guidelines for cameras i'm not aware of that we're doing that on any cameras Eric you have any idea on that.

•

Eric Conroy

00:35:09uh.

- 00:35:12If our current vendor.
- 00:35:16Has us in line I would hope that.

•

John Littlefield

00:35:21We do use some of our video does end up in court, I will, I will say that.

- 00:35:32Yes, all just in cameras are up and functional, to the best of our knowledge it Eric, are you aware of any that are not at this time.

•

Eric Conroy

00:35:42I believe they all are we have two technicians on staff that as part of their duties is to ensure that all the cameras are up in the system, so if they're not then they will be momentarily.

•

Anthony Hinds

00:35:56Affected jump in real quick on there was a question from I think see josh was talking about artificial intelligence john gave an answer surrounding saying yes and.

- 00:36:08He followed up with a comment that says, our software can work with the existing cameras, then by all means, if you.
- 00:36:15believe that your solution can work with our current existing system, and you can provide the artificial intelligence, that we are indeed open to what I think I just saw that question come up so to answer your question, yes, we are.
- 00:36:29interested in hearing concerning that again would actually do a cost benefit analysis on such a thing, and if it if it is in our best interest to do so, then we will certainly entertain death So hopefully that answers your questions.

•

John Littlefield

00:36:53We do you require the vendor to provide training.

- 00:36:57Yes.
- 00:37:01And we'd probably typically do a train the trainer model, and we would have there several levels of training, you would have expected level of training for our technical staff.
- 00:37:10And then, a level of training for the security people who sit at the desk and use the software to look at their cameras for their particular building.
- 00:37:22And we have spaces available that we can do large group hopefully we'll be back to face to face face to face in the near future.
- 00:37:37Where are all the security events or incidents managed.
- 00:37:43i'm going to i'm going to take a stab at this Eric I would say the events are tied to a specific building, so the event occurs at john F Kennedy middle school.
- 00:37:53The school staff will address those events and deal with them principal assistant principal safety monitor dean of schools.
- 00:38:02We do have some central office staff that intervene on certain events when he gets that point and then obviously from a technical perspective Eric and his team are involved in on from that side, hopefully, that answers your question.
- 00:38:34Eric you want to talk about the.
-

Unknown Speaker
00:38:35retention of video.

Eric Conroy
00:38:37Yes, there we currently retain 14 days of video.

John Littlefield
00:38:46Section.

- 00:39:08i'm scrolling through the rfp I want to make sure we reference what you're asking there and that question correctly.
-

Unknown Speaker
00:39:17Section to see.

John Littlefield
00:39:34I look in section two lines see on the rfp and it does not correlate to their lines see is provide the location of the office that will provide services for something both schools that's a more the vendors location, so are you sure you have the right section in line on that reference.

- 00:39:54was to offer.
- 00:40:02Anthony if you can chime in if i'm moving looking at location.
- 00:40:07question for Mr Walker.
-

Anthony Hinds
00:40:08i'm searching for that right now.

Unknown Speaker
00:40:30Next.

John Littlefield
00:40:45So, are you reference, so this is we're looking for the reference and backgrounds, of the people, that would be doing the work.

- 00:40:53Anthony you want to be more specific on that because I came out of your terms Anthony.
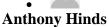
Anthony Hinds

00:40:59i'm still i'm still searching for everything.

John Littlefield

00:41:01that's under a proposal requirements item see.

Anthony Hinds

00:41:11provide the location of the office that will be provided services include resumes and backgrounds with those that'd be servicing schools is that is that I guess we're assuming that is our question.

John Littlefield

00:41:21Just come off mute to verify that so we make sure we entered it.

Jeremy Walker (CDW)

00:41:25yeah hey good morning everyone yeah I just just make sure that that that line for whomever will be performing the the installation of you know, the bms the configuration training.
- 00:41:41You will need to have that information just for this one one project, and not just just project any other future projects it's just related to this one individual project is that correct.

Anthony Hinds

00:41:51At the time of award is what we're looking at actually players you in a change over the period of a five year contract we'd love to keep everybody here for five years, but that doesn't usually always happen employee turnover is a real thing.
- 00:42:07But yes for this original contract There certainly are the original award, we would like to see who is going to be servicing the the account, especially when we talk about the additional items.
- 00:42:22Would it be great for you to continue to keep us posted on the people that will be in our buildings, yes, for a variety of reasons.
- 00:42:31Naturally, if we're going to be doing a large scale, you know camera thing and there's gonna be students available, naturally, we have some state laws that we have to abide by as well.
- 00:42:42Especially again if it requires extensive work in any way, shape fashion or form of you, and actually to get a.
- 00:42:50certificate showing that these people have not been convicted of any crimes felonies against children, etc, so I believe that's also in the rfp.
- 00:43:02Of those that would come into our building that we that's attachment one contractor employee background certification, which is required for those in the performing that work under State law of the Commonwealth of Virginia So hopefully that answers your question in terms of.
- 00:43:21That type of thing, but for this one projects is specifically that it, the answer is yes, we do want to know your team.
- 00:43:31We do want to know the backgrounds and certifications that these individuals might have.
- 00:43:38Because it all plays into a best value determination you know if you have someone who is you know much more highly certified and this level of providing such a services or we have someone who dropped out.

- 00:43:56You know, out of computer school then actually we do have my be you know some differentiation there as we go through a great that's kind of the intent of what we were asked before there.

Jeremy Walker (CDW)
00:44:05cool Thank you appreciate that yeah.

John Littlefield
00:44:09Eric you an extra that last question, it was from La it's up there.

Eric Conroy
00:44:14yeah can we assume we can work with your staff or network related aspects like poor configuration is running tools we provide etc yeah so we have.
- 00:44:25A network staff our network team on staff that would do all of the network configuration, all of this simply related task.
- 00:44:35We do already have this.
- 00:44:39Current cameras connected to our existing network they're already in there and billions and all that kind of stuff that you would typically do.

John Littlefield
00:44:48Anthony i'm gonna let you respond to this question.

Anthony Hinds
00:44:52Mr Miller, thank you for for doing so, it is, it is assumed that purse persons that are going to be responding to a video surveillance of security rfp that they would come through with their certification.
- 00:45:10However, a clarification, maybe in do for the attached to as well, thank you for bringing that up but, again, it is.
- 00:45:22Important that those that do respond to any type of security related rfp or bid follows the Virginia law in regards to having their DC js certifications.

John Littlefield
00:45:39And for the next question I would I would feel it, yes, it is for both.

Anthony Hinds
00:45:47Preferably yes again when you're starting to talk about doing a evaluation if somebody comes out with the same exact.
- 00:45:57You know response, technically, the naturally and it's the same exact Christ and actually start looking at other ways to differentiate and award a contract, so it is important that any type of certification or any type of educational experience.
- 00:46:17or past, you know projects similar to this be noted in your proposal because again that gives.
- 00:46:26us a much bigger and better picture of your firm's capacity to handle this.

John Littlefield
00:46:51Any other questions.

Anthony Hinds
00:46:56If I may add this issue, or does it just another clarification as well um, this is a request for proposals.

- 00:47:05We are not bidding this project is not a bid.
- 00:47:10We put it out this way because we need the vendor community to provide us the best to meet the minimum requirements that we've put out in the in the rfp and and some of the other things that we would like to have in the rfp.
- 00:47:31You know, so you guys are the industry experts and that's where we want you to be able to demonstrate and show that in your proposals.
- 00:47:43So things have changed since the last time we have already touched a contract and we expect those those companies to bring for those changes as well.
- 00:47:54And to demonstrate that they have they are indeed the technical experts that we want to hire so I just want to make sure everybody understands that as well, some of these questions we receive.
- 00:48:07I know a lot of people think of you know, governments only dealing bid work and things of that nature are we are leaning on you guys, to be able to provide us the.
- 00:48:20The show and demonstrate the expertise and provide us the best solution possible.
- 00:48:27For the providers best value.
- 00:48:54looks like.
- 00:48:56Our group chat is clear Is anybody sending me private messages that we need to clear.
- 00:49:00No Sir everything's.
-

John Littlefield

00:49:02been addressed so far, or any other questions.

-

Anthony Hinds

00:49:09And appears that everybody has gone quiet.
- 00:49:18Members of the vendor Community does anybody have any further questions.
- 00:49:28The due date is estimated to stay the same belief of February 2 still gives you enough time to.
- 00:49:37arm.
- 00:49:39To be able to put.
- 00:49:41A good proposal together, I will Caucus with john and and team, just to see if there's anything that we you know change substantially.
- 00:49:52But I don't believe that.
- 00:49:56A due date changes needed at this point is still you know, the better part of two and a half weeks for you to put together a proposal.
- 00:50:06miss your future if you as a vendor feel that this is not writing affair, I would like to hear that from me now.
- 00:50:17If you want to unmute the give me, you know, a reason why should increase that time, given the new information that i'm willing to listen to that.
-

John Littlefield

00:50:28there's couple questions one was either.

-

Anthony Hinds

00:50:30yeah i've got ya got him, I just wanted to talk with distribution real quick on their site, if he is.
- 00:50:38If the rest of him know he said he's good so Okay, I wanted to make sure that we all had a you know, while I have you here, naturally it's always a good time to hear from you guys too it's not just you give me a question and I give you an answer, I want to make sure that you.

- 00:50:54That I get as many good proposals, as I can, because when I get more proposals I win, which is a good situation for for us.
- 00:51:03To answer your question and we say certification, please confirm their proposals.
- 00:51:08So you can do one of two ways to submit your proposal, you may still mail, the old fashioned way if you'd like actually I wouldn't discourage to use of the United States postal service, primarily because we operate on a P O box and the p O box only gets opened one time a day.
- 00:51:28For that, for free to meet that proposal deadline of two o'clock, so I would say that you need to to do to do that beforehand if you're going to us usps of the office is still open.
- 00:51:44But we are allowing electronic submission through the Eva system.
- 00:51:49basically means you just have to upload one digital copy into the Eva system to very easy system to us, especially if you're already registered.
- 00:51:58But you, you may still mail them or put them through the Eva system, I cannot accept an email proposal that under no circumstances will accept email.
- 00:52:11I can't accept facts both of those require both of the iba system and the original paper system require, I do not open them after after two o'clock.
- 00:52:24email system or answer or fax solution will not work because I would have access to your proposal prior to two o'clock on February 2.
- 00:52:35i'm.
- 00:52:37Sorry josh asked do we have a grace period on being registered in Virginia, or do we need to be already registered and state the Commonwealth of Virginia requires that you.
- 00:52:51have an FCC ID number.
- 00:52:55I cannot issue you a contract unless you or one of you got a number of exceptions under the rules of the Commonwealth i'm not going to advise you and your ex your exceptions, you need to research them yourself.
- 00:53:12But I do require an SEC ID number as found in subsection double a.
- 00:53:20It is not a new law it's been around for about 10 years.
- 00:53:26So we do you do need to be rest assured that the States corporation Commission most people who receive these notifications through Eva already are because usually they require that as well.
- 00:53:40But I would encourage you to to do that, there is.
- 00:53:46opportunity that it says we may disqualify your proposal, it does not say that we will or shall disqualify your proposal, but I cannot award you a contract after this process goes through, if you cannot provide me the state corporation Commission.
- 00:54:05are required identification and.
- 00:54:17We have another question there goes.
-

John Littlefield

00:54:18Question in da i'm assuming you're referring to the national Defense authorization act Is that correct.

-

Eric Conroy

00:54:28Yes, I would say, we would want to be compliant with that I don't think we want compromise video surveillance or potentially compromise video surveillance equipment running in our network was in her Stevens.

-

John Littlefield

00:54:42Anthony have one more there but hand delivered.

-

Anthony Hinds

00:54:49Absolutely, yes, she can you can hand delivered the proposal as well the office is running on a slightly modified hours.

- 00:54:59Right now we are operating on Monday through Thursday from eight to 330 Fridays, we are closed and operating on a full virtual day.
- 00:55:11So you can handle over the proposals we will stamp them in if you hand deliver you can mail them again any ways that you would wish to do so, but it is at your risk.
- 00:55:24I can not tell you that enough Lee during the times of March and April last year, we had a lot of failures on Boston on the power part of fedex ups and especially the usps.
- 00:55:37Where people lost opportunity again if it's during the hours of Monday through Thursday eight to 330 you may drop off your proposal, we will stamp it in, and it will go into the bids.
- 00:56:03Also, if I may add one more thing about the evil portal.
- 00:56:10Every proposal i've done a number of the since we had the cove at 19.
- 00:56:15Looking at about 20 of them.
- 00:56:17And there is always someone that wants to wait to the very last minute to put this proposal, one.
- 00:56:26i'm IVA customer care is extremely good about trying to help you out, but I would encourage you not to wait to the very last minute, they are either the customer care representatives that represent the entire state.
- 00:56:42So they handle all the state procurements they handle a number of localities they handle ours in terms of trying to help you get your proposal here on time, I cannot accept any proposals after two o'clock on that day, the system locks me out and then I can only open them.
- 00:57:02So I want to encourage people if you're going to use the Eva system, a make sure you're registered and be make sure you do it a little bit sooner, you will get.
- 00:57:12Something back, saying that the proposal seven received, and if you wish, you can contact me and verify that the proposals have been received.
- 00:57:45What a few more minutes for any more questions guys.
- 00:58:29Also, if I may add one more thing about handling your proposals make sure you proposals are indeed sealed.
- 00:58:36I cannot accept an open arbeloa I cannot accept a avoid that has not been sealed please make sure if he did a drop them off you can't just hand me a jump drive and say thanks.
- 00:58:48arm that needs to be in a sealed envelope, to ensure that I do not answer, nobody myself or any other interested parties, opens them.
- 00:59:03Yes, I believe, most of the questions have an answer already so we will try to our very best to transcribe all of the questions that have been asked.
- 00:59:13In this attend them and then there was previous questions that have all been answered already, but again, since we had such a short window of time between the questions and this.
- 00:59:28meeting we figure Lewis, who had published them all, at one time.
- 00:59:32And we intend to have them all published out tomorrow.
- 00:59:37At the latest it could be, as early as today, but a religious war.
- 01:00:02john do you have anything else you want to add.
-

John Littlefield

01:00:04No Sir looks like we've pretty much exhausted all the questions and.

- 01:00:11go from there.

-   ![profile icon]

Anthony Hinds

01:00:13Alright sounds good.

- 01:00:15anybody else before we sound off.

-

John Littlefield

01:00:22like to thank everybody for participating today and writing the questions and look forward to seeing your your proposals.

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Anthony Hinds

01:00:32Thank you very much we appreciate it.

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fdeloizaga

01:00:36Thank you for your time.

-

Unknown Speaker

01:00:38Thank you.

-

JeffreyABucher

01:00:48Thank you guys, it was great enjoyed it.

Please email Anthony Hinds at anthonyhinds@spsk12.net if you have any additional questions by January 28, 2021 by no later than 5:00 PM .

Issued by:

Anthony Hinds
Purchasing Manager