

# LCHS/MES Camera Systems Upgrade LAWRENCE COUNTY SCHOOL DISTRICT

---

*Lawrence County School District*

*346 Thomas E Jolly Drive W  
Monticello, MS 39654*

*Phone: (601) 587-2506*

*Fax: (601) 587-2221*

*Website: <http://www.lawcosd.org>*

## INTRODUCTION

Lawrence County School District (“LCSD”) serves approximately 1,800 students at one elementary school, one middle school, one alternative school, two K-8 schools, one Technical and Career Training Center and one high school. The school district has approximately 350 employees located at eight campuses (six schools, Maintenance-Transportation-Technology Facility, and the Central Office.)

### 1.0 Objective

LCSD is seeking proposals from qualified vendors to replace and/or upgrade the existing surveillance camera system and related network infrastructure as described in this Request for Proposal (“RFP”). This proposal is for a 5-year term contract for access, support, and maintenance of all cameras. The location for this work is at or near 713 Thomas E Jolly Drive, Monticello, MS and 957 McPherson Drive, Monticello, MS. The upgraded camera systems will be IP based solutions as detailed in the following sections. The purpose of this RFP is to explore the various options currently available to Lawrence County School District.

### 2.0 Background

The network infrastructure of LCSD has been upgraded and can support the demands for this anticipated video traffic, though some additional switches may be required to support the additional IP Cameras. Existing Cisco POE switches will be used if available.

The LCSD network infrastructure consists primarily of Cisco Catalyst 2960X switches, but network hardware and software from other manufacturers will be considered, provided they match or exceed the capabilities of the existing Cisco switches. The district consists of buildings built with a variety of construction materials and methods including concrete block and steel.

A description of the current network and drawings with placement of cameras will be provided to vendors at the required onsite review/survey.

### 2.1 Scope of Service

- 1) Vendors must complete an onsite review/survey to determine the quantity and placement of cameras within the specified time frame as indicated in section 2.5 below.
- 2) All currently covered locations must continue to be covered. Additional cameras may be identified during the onsite review/survey.
- 3) The surveillance camera system layout shall be reviewed and updated as needed by the vendor to provide accurate and adequate coverage of the Monticello Elementary School, Lawrence County High School, and Technical and Career Center campuses.
- 4) Switch ports shall be added as needed to each MDF/IDF hosting cameras using switches equivalent to or better than the Cisco Catalyst 2960X switch. Ports shall be PoE (Power over Ethernet).
- 5) Vendor is responsible for configuring all devices needed to implement the new camera surveillance system. LCSD technical staff shall be consulted prior to making any and all changes to any LCSD system.

## LCSD Camera Upgrade RFP

---

- 6) The camera surveillance system shall be configured with adequate storage for a minimum of 30 days for each camera. Additional storage for archival purposes may also be proposed.
- 7) The camera surveillance system shall have a web-based interface and mobile application for the School Resource Officer and Administrators to access, view and/or retrieve video from the camera system.
- 8) The Vendor shall provide all physical installation.
- 9) A complete post-installation site survey shall be completed showing the location, type, and IP Address for each camera. This survey shall be provided to the district once complete. This survey should be both in a spreadsheet and a Visio drawing.
- 10) All work not found in conformance with the intent of the proposal shall be repaired promptly by the vendor at no additional charge to LCSD.
- 11) The vendor will provide any additional and/or replacement wiring, patch panels, terminators and/or patch cables as needed to complete this project.
- 12) The vendor is responsible for all project management; this is to be a turn-key solution with involvement of LCSD staff limited to specification of network security parameters, VLAN definitions, and installation of any needed services on LCSD-owned servers.

### 2.2 Specifications

- 1) The total number of cameras is dependent on the results of the survey. The final number will be provided as an addendum to all vendors who complete in the required on-site survey.
- 2) Indoor cameras must have the following minimum specifications:
  - a. Camera shall deliver H.265 and H.264 streams.
  - b. Camera shall use an approximate 1/2.8 type high sensitivity CMOS image sensor.
  - c. Camera shall have built-in AI engine enable analytical applications on at the network edge. Built-in engine should support the detecting of suspicious changes in captured scenes, optimizing the image settings of the camera for better image usability, and optimizing video compression through captured scenes to save bandwidth.
  - d. Camera shall feature a 144dB wide dynamic range based on Enhanced Super Dynamic and built-in AI engine and Adaptive Black Stretch technology (ABS).
  - e. Camera shall produce a color image with a minimum illumination of 0.007 lux and a monochrome image with 0.006 lux at F1.3, shutter speed of 1/30s.
  - f. Camera shall be equipped with AI intelligent auto mode which is the technology for shooting license plate and person's face more clearly.
  - g. Camera shall include infrared illumination for night visibility. Camera shall produce a clear image in zero lux conditions within approximately 230 feet.
  - h. Camera shall be equipped with corridor mode enables the capture of a more vertically-oriented area than the normal format would allow.
  - i. Camera shall be rated to IK10 vandal resistant rating.
  - j. Camera shall have Fog compensation function.

## LCSD Camera Upgrade RFP

---

- k. Camera shall have High light compensation (HLC) function.
  - l. Standard RJ45 connectivity including Power Over Ethernet (PoE) capability to receive power.
  - m. Each camera should Include a Video Insight Camera License.
- 3) Outdoor cameras must have the following minimum specifications:
- a. Camera shall deliver H.265 and H.264 streams.
  - b. Camera shall produce a resolution of 1920x1080 pixels at up to 60 fps with a 16:9 aspect ratio, 1280x960 pixels at up to 30 fps with a 4:3 aspect ratio, and 2048x1536 pixels at up to 15 fps with a 4:3 aspect ratio.
  - c. Camera shall utilize an approximate 1/2.8 type high sensitivity CMOS image sensor.
  - d. Camera shall have built-in AI engine enable analytical applications on at the network edge. Built-in engine should support the detecting of suspicious changes in captured scenes, optimizing the image settings of the camera for better image usability, and optimizing video compression through captured scenes to save bandwidth.
  - e. Camera shall feature a 144dB wide dynamic range based on Enhanced Super Dynamic and built-in AI engine and Adaptive Black Stretch technology (ABS).
  - f. Camera shall produce a color image with a minimum illumination of 0.007 lux and a monochrome image with 0.006 lux at F1.3, shutter speed of 1/30s.
  - g. Camera shall include infrared illumination for night visibility. Camera shall produce a clear image in zero lux conditions within approximately 230 feet.
  - h. Camera shall be equipped with AI intelligent auto mode which is the technology for shooting license plate and person's face more clearly.
  - i. IK10 vandal resistant rating or higher.
  - j. Camera shall have Fog compensation function.
  - k. Camera shall have High light compensation (HLC) function.
  - l. Standard RJ45 connectivity including Power Over Ethernet (PoE) capability to receive power.
  - m. Each camera should Include a Video Insight Camera License.
- 4) The video management system should provide multiple levels of system administration to accommodate different staff who will have varying roles viewing or managing cameras.
- a. Roles may be system-wide or limited to sites.
  - b. Must be capable of providing audits of account usage.
  - c. System shall allow for integration with other security devices and products.
  - d. The system must be capable of each server being able to handle an unlimited number of cameras.
  - e. The system must support a web client using either Chrome or Microsoft Edge.
  - f. The system must have Restful API interface for integrating 3<sup>rd</sup> party systems.
  - g. The system shall include client software for Windows, Mac OSX, iOS 6 and above and a web client with no additional license fees.
  - h. The system shall include a video player, access control integration and the enrollment ability for i-PRO cameras and Advidia cameras manufactured after 2014 with no additional fees.

---

## LCSD Camera Upgrade RFP

---

- i. The system shall not require a separate application for administration and user-based roles.
  - j. The system shall not require yearly cost for basic license such as server and camera licenses.
- 5) System must provide email and SMS notification of critical system events (camera failure, tampering, etc.).
- 6) The solution proposed must be capable of adding cameras on demand as determined by LCSD.

### 2.3 Warranties

All warranties by Vendor and manufacturer on both products and labor must be specified in the proposal. The Vendor's warranties shall commence with acceptance of/or payment for the work in full. Minimum acceptable warranty on hardware, parts, and labor is 3 years.

- LCSD requires an initial five-year maintenance and support contract with onsite support, with the option to continue annual support after the five-year period has ended.
- The vendor shall provide a detailed description of support offered, and the average response time for a support request.
- The vendor shall provide free automated firmware upgrades to cameras, management system, and access control hardware during the period of operation.
- Vendor should be capable of offering a minimum five-year warranty on all cameras.

### 2.4 Service

The Vendor must provide terms of service should repair become necessary and the work and materials needed that are not covered under warranty.

### 2.5 Vendor Site Visits

Vendors may arrange a site visit to be conducted between the hours of 9:00 AM and 3:00 PM beginning January 12, 2023, and continuing through January 27, 2023. To schedule a site visit, you must call to arrange a time and date with Mr. Bobby Dawson at (601) 587-2506 or by email (bobby.dawson@lawcosd.org) no less than three (3) business days prior to the desired visit.

### 3.0 Evaluation Methodology

Each proposal will be evaluated based on criteria and priorities as defined by LCSD, who will choose the submission that, taken as a whole, and in LCSD's sole opinion, is in the best interest of the organization. Proposals should address the evaluation criteria itemized below.

The evaluation criteria include, but are not necessarily limited to, the following:

- Price for all parts, labor, design, project management, programming, and shipping and handling.
- The proposal's alignment with the desired solution as described in section 2, above.
- The Vendor's overall performance record, including responsiveness and reputation based upon feedback from available references.
- The perceived quality of the Vendor's response, including completeness, accuracy, and appropriateness.
- Stability/risk of Vendor, including assessment of risk that they may not be able to fulfill responsibilities.

---

## LCSD Camera Upgrade RFP

---

- Vendor location for base of operations and support personnel.

### 3.1 Evaluation Criteria

- Price – 50%
- Service and Support location and experience – 30%
- Quality of References – 20%

## TERMS AND CONDITIONS OF REQUEST FOR PROPOSAL (RFP)

### 4.0 Response Submission

Responses to this RFP must be submitted and delivered to LCSD as “sealed bids” no later than 1:00 p.m. on Thursday, February 2, 2023 (“Final Submission Date”). Proposals must include a digital copy on CD or flash drive. Acceptable digital formats include Word, RTF, or PDF. It is the sole responsibility of the respondents to ensure that their responses arrive in a timely manner. LCSD will reject all late arrivals. Envelopes containing responses to this RFP shall be so marked as to be easily identified as containing RFP proposals. The outside of the envelope shall be identified as follows:

**“MES/LCHS Surveillance Cameras”**

**Camera Systems Upgrade**

Lawrence County School District

Attn: Bobby Dawson

346 Thomas E Jolly Drive Monticello, MS 39654

Oral, telephone, electronic mail, or fax bids shall not be considered, nor will modifications of proposals by such communication be considered. The completed proposal shall be without erasures or alterations. Delivery of the proposals will be considered authorized by the vendor to make a contract, if awarded.

Any questions should be made in writing via e-mail to Mr. Bobby Dawson, [bobby.dawson@lawcosd.org](mailto:bobby.dawson@lawcosd.org), Technology Director.

### 4.1 Costs Associated with Preparation of the Vendor’s Response

LCSD will not be liable for any cost incurred by the respondents in preparing responses to this RFP or negotiations associated with award of a contract.

### 4.2 Proposal Binding Period

All prices quoted in The Vendor’s response for will remain in effect for a period of 180 days from the issuance date of the vendor’s response. LCSD reserves the right to accept such pricing at any time during that 180-day period.

### 4.3 Bid Opening Procedure

All bids will be opened at 1:00 p.m. on Thursday, February 2, 2023, and all bidders and other interested persons are invited to be present. Bid opening will take place at the Lawrence County School District Board of Education Office at 346 Thomas E Jolly Drive, Monticello, Mississippi.

Vendors are welcomed to attend, but attendance is not mandatory. Lack of attendance will NOT be construed to indicate lack of interest, nor will it reflect negatively on Vendor during review of

proposals.

## 4.4 Omissions

Omissions in the proposal of any provision herein described shall not be construed as to relieve the Vendor of any responsibility or obligation to the complete and satisfactory delivery, operation, and support of any and all equipment or services.

## 4.5 Evaluation of Responses

LCSD may at its discretion and at no fee to LCSD, invite any Vendor to be available for questioning during the response evaluation for the purpose of clarifying statements in the response. Further, LCSD may, at Vendor's expense, request Vendor to meet with LCSD for a personal interview.

## 4.6 Right to Reject

LCSD reserves the right to accept or reject all proposals or sections thereof when the rejection is in the best interest of LCSD and reserves the right to award without further discussion. LCSD reserves the right to waive minor irregularities of any proposal and to negotiate the terms of any proposal.

## 4.7 Basis of Award

LCSD will award a contract based on the following terms:

- 1) Proposal meets specifications of this RFP.
- 2) References of at least three (3) installations of similar application size and complexity. (All references should include: a contact person, dates of work, mailing address and telephone numbers.)
- 3) Proof of certifications and qualifications for all engineers and installers associated with this project.
- 4) Issuance of a Purchase Order will be contingent upon Board approval and funding of the project.

## 4.8 Insurance Requirements

Within ten (10) days after notification of award, The Vendor shall furnish to the Lawrence County School District a Certificate of Insurance showing compliance within the following limitations:

- 1) The Vendor agrees to comply with the provisions of Worker's Compensation Laws of the State of Mississippi.
- 2) It shall be stated on every policy or Certificate of Insurance, as the case may be, that "The insurance company agrees that the policy shall not be canceled, changed, or allowed to lapse until ten (10) days after the Lawrence County School District has received written notice as evidenced by the return receipt of registered mail, and it is agreed further that as to lapsing, such notice will not be valid if mailed more than fifteen (15) days prior to the expiration date shown on the policy."
- 3) The Vendor shall maintain other insurance (with the limits shown below) that shall protect The Vendor and the Lawrence County School District from any claim for

## LCSD Camera Upgrade RFP

---

property damage or personal injury, including death, which may arise out of operations under this contract, and the Vendor shall furnish the Lawrence County School District with certificates and policies of such insurance as follows.

Below is a list of the insurance coverage that must be procured by The Vendor at his own expense. The Vendor agrees to follow instructions indicated in each case:

The Lawrence County School District Protective Liability Insurance:

- Personal injury, including death, limits of \$1,000,000.00 for each person and \$1,000,000.00 for each accident.

Vendor's Public Liability Insurance:

- Personal injury, including death, limits of \$1,000,000.00 for each person and \$1,000,000.00 for each accident.
- Property Damage limits of \$100,000.00 for each accident and \$500,000.00 for the aggregate.

### 4.9 Governing Law

All RFPs and related documents submitted to the Lawrence County School District by the Vendor are governed under the laws of the State of Mississippi.