

DALTON PUBLIC SCHOOLS

TECHNOLOGY DEPARTMENT

REQUEST FOR PROPOSAL

FOR

RFP FY24 Camera Recording Server Refresh

RFP NUMBER (FY24 Camera Recording Server Refresh)

ISSUED 2/2/2024

Request for Proposal

To: All Proposers

The Dalton Public School System invites you to submit a proposal for Camera Recording Server Refresh for 2024 for Dalton Public Schools (see specifications) in Dalton, Georgia. Proposal quoted shall remain effective for up to 36 months provided all parties are in agreement.

Responses to this request shall be submitted in a sealed envelope marked "RFP FY24 Camera Recording Server Refresh" Proposals may be mailed or delivered to the Dalton Public School System, Technology Department, 201 E Franklin St., Dalton, Georgia 30721 Attn: Irene Jones or hand delivered to the Technology Department prior to proposal opening time.

Proposals will be opened at the Dalton Public Schools Technology Department @ 201 E Franklin St. on 03/01/2024 at 3PM. (No awards of any kind are made at the time of RFP opening) Vendors can submit an electronic only copy but must email the electronic response between 2:45 and 3 PM to Irene.Jones@dalton.k12.ga.us on 03/01/2024.

Proposers are required to use the enclosed specifications' forms. They are instructed to read carefully all items, conditions and specifications in this letter and the attached pages before completing their proposal.

The Dalton Public School System reserves the right to accept or reject any and all proposals, and to waive any irregularity in proposals received to award the entire RFP to one vendor or to make awards by groups or line items, whichever is in the best interest of the Dalton Public School System.

Any questions concerning this RFP may be forwarded to: michael.miller@dalton.k12.ga.us, Irene.Jones@dalton.k12.ga.us and Stuart.Davis@dalton.k12.ga.us

Your interest and participation are solicited and appreciated.

Sincerely,

Stuart Davis Director of Technology

General Terms and Conditions

1. RFPs should be mailed in ample time to assure delivery prior to the RFP opening date and time.

Mailing Address:

Dalton Public School System 201 E. Franklin St. Dalton, Georgia 30721 Attn: Irene Jones

RFPs may be hand delivered to the Technology Department, Dalton Public School System prior to bid opening time.

- 2. RFPs **must** be submitted in **searchable PDF format on flash drive**, as well as a printed copy. (If RFP response is submitted electronically then no flash drive or printed copy are required.)
- 3. RFPs must be on the specifications forms provided within the Request for Proposals, sealed within an envelope marked as shown in the cover letter.

No awards of any kind are made at the time of RFP opening. A copy of the RFP tabulation and/or the awards will be available upon request for any vendor who submitted a RFP. This information may be obtained after the bid has been awarded. Results will be placed on our website **after** March 12th, 2024.

- 4. RFPs submitted must include any AND all freight and handling cost. The Dalton Public School System will pay no additional charges.
- 5. The proposer's and manufacturer's representative's responsibilities to the Dalton Public Schools include, but are not limited to, handling any problems with products supplied and any necessary instruction on use and upkeep.
- 6. When an article of particular make or trade name is specified, it is meant to establish a quality standard and is not intended to eliminate competing articles of equal quality. Proposers are at liberty to quote on substitutions provided complete specifications are included with the RFP. Vendor is also required to describe all exceptions to our specifications and include a color photo. We need the URL for the manufacturer website for the product listed. If no substitutions are indicated, it will be assumed the quotations are based on our specifications.
- 7. Time of delivery is a part of this consideration and must be stated in definite terms and must be adhered to completely. Delivery must be complete on or before the specified date.

- 8. No partial payment will be made. The total amount of each purchase order will be paid only after the complete order has been received in good condition. The final inspection and approval must be made by an authorized representative of the Dalton Public School System.
- 9. The proposer, by submitting their proposals, certifies that to the best of their knowledge, neither they nor any of their suppliers discriminate against any employee or applicant for employment because of race, religion, color, sex or national origin.
- 10. Quantities may vary due to budget and student enrollment.
- 11. Dalton Public Schools has the right to award the entire RFP to one vendor or to separate the RFP and order by line item. We will do whatever is in the best interest of the school system.
- 12. All vendors are preferred to have an office within 100 miles of the school system. Preference will be given to vendors that are centrally located within Dalton/Whitfield County.
- 13. All questions may be submitted to Michael Miller at the above e-mail addresses.
- 14. Please include 3 outside references where you have done work similar to the specifications in this bid within the last 5 years. Please include a name and phone number that we might contact. See attached form.
- 15. Proposals must include proof of relevant qualifications such as certifications, etc. for personnel working on the project.
- 16. Winning bidder agrees to provide recent background check information to Dalton Public Schools for all contracted and subcontracted personnel required to work at any of Dalton Public School facilities.
- 17. All bidders must include a name and phone number that we might reach someone in your organization with any questions about your proposal.
- 18. Please include the name of the sales person or account executive that will be handling our account after the RFP is awarded and we submit purchase orders.
- 19. The Contractor shall keep himself fully informed of all existing and future State and Federal laws, all regulations of the various departments and agencies of the State of Georgia, local ordinances, codes and regulations in any manner affecting those engaged or employed in the work, or the materials used in work, or in any way affecting the conduct of the work and of all such orders and decrees of bodies or tribunals having jurisdiction or authority over the same.
- 20. The contractor shall notify the Owner in writing of the names and addresses (in the RFP packet) of all proposed subcontractors necessary to execute specifications of this RFP. Subcontractors will not be recognized as having a direct relationship with the Owner. The person engaged in the work, including employees of subcontractors and suppliers will be considered employees of the provider and their work shall be subject to the provisions of the agreement. References in the documents to actions required of the subcontractors, manufacturers, suppliers, or any person, other than the provider or the owner shall be interpreted as requiring the provider shall require such subcontractor, manufacturer, supplier, or any person to perform the specified action. A subcontractor for any part of the work must have experience on similar work and, if required, furnish the owner with a list of projects.
- 21. The company shall not assign any interest in this contractual agreement and shall not transfer any interest in the same without prior written consent of the Board.

- 22. No reports, information, or data given to or prepared by the company under this contractual agreement shall be available to any individual.
- 23. No costs can be involved which are not specifically addressed in the proposal.
- 24. Pricing of goods must be itemized and clearly indicate manufacturer, model, and warranty and include a clear specification summary.
- 25. Pricing of services must be itemized and clearly indicate the service proposed
- 26. Proposal will include no obligations for Dalton Public Schools to purchase a specific number of units or to purchase additional units from the awarded vendor of this contract.
- 27. If additional units are needed, pricing quoted shall remain effective for the entire length of the agreement.
- 28. There is no estimated budget for this project. Dalton Public Schools reserves the right to purchase all, none, or part of a proposed solution based on approval by the Board of Education.
- 29. Vendors may bid multiple device hardware. Each bid should be separated by site listed in the technical specifications section of this RFP and each site should contain line item pricing, as well as a site total price, and a complete "all-in" total price for the project.

<u>Information on person preparing RFP packet for telephone services:</u>

Name of Company
Address of Company
Phone number of Company
Name of person preparing RFP
Address of person preparing RFP
Phone of person preparing RFP
Name of person in charge of our account
Phone Number of the person in charge of our account

Vendor Reference Sheet

Reference 1:		
Company:		
Point of Contact Name:	Phone:	
Email:		
Description of Project: (approx. 100 words)		
Reference 2:		
Company:		
Point of Contact Name:	Phone:	
Email:		
Description of Project: (approx. 100 words)		
Reference 3:		
Company:		
Point of Contact Name:	Phone:	
Email:		
Description of Project: (approx. 100 words)		
Completed By (Name):	Completed Date:	

PROPOSERS DECLARATION

The proposer understands, agrees and warrants:

That the proposer has carefully read and fully understands the full scope of the specifications.

That the proposer has the capability to successfully undertake and complete the responsibilities and obligations in said specifications.

That the installer must have million dollar general liability policy, proof of workers compensation on all workers, and proof of vehicle insurance that covers all vehicles on school property and proof of all insurances must be included in the RFP.

That this proposal may be withdrawn by requesting such withdrawal in writing at any time prior to **the Bid Opening**, but may not be withdrawn after such date and time.

That the Dalton Public School System reserves the right to reject any or all RFPS and to accept that RFP which will, in its opinion, best serve the public interest. The Dalton Public School System reserves the right to waive any technicalities and formalities in the proposals.

That by submission of this RFP the proposer acknowledges that the Dalton Public School System has the right to make any inquiry or investigation they deem appropriate to substantiate or supplement information supplied by the proposer.

If a partnership, a general partner must sign.

If a corporation, the authorized corporate officer(s) must sign and the corporate seal must be affixed to this bid.

PROPOSER

Name	Title
Name	Title

AFFIX CORPORATE SEAL (If Applicable)

CERTIFICATE OF NON-DISCRIMINATION

In connection with the performance of work under this contract, the proposer agrees as follows:

The proposer agrees not to discriminate against any employee or applicant for employment because of race, creed, color, sex, national origin, ancestry or disability. The vendor shall take affirmative action to insure that employees are treated without regard to their race, creed, color, sex, national origin, ancestry or disability. Such action shall include, but not be limited to the following: employment, upgrading, demotion, transfer, recruiting or recruitment, advertising, lay-off or termination, rates of pay or other compensation and selection for training, including apprenticeship.

In the event of the proposers' non-compliance with this non-discrimination clause, the contract may be canceled or terminated by the Dalton Public School System. The proposer may be declared, by the school system, ineligible for further contracts with the Dalton Public School System until satisfactory proof of intent to comply shall be made by the vendor.

The proposer agrees to include this non-discrimination clause in any sub-contracts connected with the performance of this agreement.

PROPOSER		
SIGNATURE		
TITLE		

NON-COLLUSION AFFIDAVIT

The following affidavit is to accompany to	the RFP:		
STATE OF			
COUNTY OF			
Owner, Partner or Officer of Firm			
Company Name, Address, City and Sta	ate		
Being of lawful age, being first duly sw by the proposer to submit the attached to not been a party to any collusion among propose at a fixed price or to refrain from School System, or any of their employed contract; or any discussion between pro- System, or any of their employees conce special consideration in submitting a seal	bid. Affidavit fung g bidders in restrem proposing; or ees as to quantity oposers and any or prining exchange of	rther states as bid aint of competiti with any office of y, quality or price official of the Da	dder, that they have on by agreement to of the Dalton Public e in the prospective alton Public Schoo
FIRM NAME			_
SIGNATURE			_
TITLE			_
Subscribed and sworn to before me this_	day of	20	
_	NOTARY PU	BLIC	-

STATE OF GEORGIA PROMPT PAY ACT AFFIDAVIT

THIS AFFIDAVIT IS TO ACCOMPANY THE RFP

GEORGIA PROMPT PAY ACT: The Georgia Prompt Pay Act was enacted by the General Assembly in 1994 and took effect January 1, 1995. This act requires owners to pay contractors within 15 days of receipt of a pay request by the owner or the owner's representative. If payment is not made the owner shall pay the contractor 1% per month interest on the delayed payment. Additionally, the contractor must pay subcontractors within 10 days of receipt of payment from the owner.

This Act is Code Section 13-11-1 (Georgia Laws of 1994, p. 1398 par. 4)

Firm Name		
Signature		
Title		
Subscribed and Sworn to before me this	day of	, 20
	Nota	ary Public

Form W-9 (Flow, August 2013) Department of the Treasury Internal Flowerus Service

Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

_	None to the state of the state	
	Name (as shown on your income tax return)	
ei e	Business name/disregarded entity name, if different from above	
Print or type Specific Instructions on page	Check appropriate box for federal tax classification: Individual/sole proprietor C Corporation S Corporation Partnership Tru Limited liability company. Enter the tax classification (C-C corporation, S-S corporation, P-partnership)	Examptions (see instructions): Exampt payee code (if any) Examption from FATCA reporting
I to		code (if any)
E	☐ Other (see Instructions) ►	an ann an
eoiffi	Address (number, street, and apt. or sulte no.)	puester's name and address (optional)
See Sp	City, state, and ZIP code	
0)	List account number(s) here (optional)	
Dar	Taypage Identification Number (TIN)	
Par	Taxpayer Identification Number (TIN) your TIN In the appropriate box. The TIN provided must match the name given on the "Name" line	Social security number
to avo reside entitie	old backup withholding. For Individuals, this is your social security number (SSN). However, for a ent allen, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other iss, it is your employer identification number (EIN). If you do not have a number, see How to get a in page 3.	
Note.	If the account is in more than one name, see the chart on page 4 for guidelines on whose	Employer identification number
numb	er to enter.	
Par	Certification	
Under	r penalties of perjury, I certify that:	An extens are Animal and the
1. Th	e number shown on this form is my correct taxpayer identification number (or I am waiting for a n	umber to be issued to me), and
Se	m not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I h rvice (IRS) that I am subject to backup withholding as a result of a fallure to report all interest or d longer subject to backup withholding, and	
	m a U.S. citizen or other U.S. person (defined below), and	
4. The	e FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is	correct.
interes genera	fication instructions. You must cross out item 2 above if you have been notified by the IRS that y use you have falled to report all interest and dividends on your tax return. For real estate transactix at paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an ally, payments other than interest and dividends, you are not required to sign the certification, but ctions on page 3.	ons, Item 2 does not apply. For mortgage Individual retirement arrangement (IRA), and
Sign	Signature of	

General Instructions

U.S. person ▶

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. The IRS has created a page on IRS.gov for information about Form W-9, at www.irs.gov/w9. information about any future developments affecting Form W-9 (such as ligitation enacted after we release it) will be posted on that page.

Purpose of Form

Here

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, payments made to you in settlement of payment card and third party notwork transactions, real estate transactions, mortgage interest you paid, acquisition or abundonment of secured property, cancellation of debt, or contributions you made to an IRS.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- 2. Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the

withholding tax on foreign partners' share of effectively connected income, and

 Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct.

Note. If you are a U.S. person and a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For faderal tax purposes, you are considered a U.S. person if you are:

- An Individual who is a U.S. offizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- . An estate (other than a foreign estate), or

Date ►

A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax under section 1448 or any foreign partners' stare of effectively connected taxable income from such business. Further, in certain cases where a Form W-9 has not been received, the rules under section 1446 require a partnership to presume that a partner is a foreign person, and pay the section 1446 withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid section 1446 withholding on your share of partnership income.

CONTRACTOR AFFIDAVIT AND AGREEMENT

By executing this affidavit, the undersigned contractor verifies its compliance with O.C.G.A. 13-10-91, stating affirmatively that the individual, firm, or corporation which is contracting with Dalton Public Schools has registered with and is participating in a federal work authorization program* [any of the electronic verification of work authorization programs operated by the United States Department of Homeland Security or any equivalent federal work authorization program operated by the United States Department of Homeland Security to verify information of newly hired employees, pursuant to the Immigration Reform and Control Act of 1986 (IRCA), P.L. 99-603], in accordance with the applicability provisions and deadlines established in O.C.G.A. 13-10-91.

The undersigned further agrees that, should it employ or contract with any subcontractor(s) in connection with the physical performance of services pursuant to this contract with Dalton Public Schools, contractor will secure from such subcontractor(s) similar verification of compliance with O.C.G.A. 13-10-91 on the Subcontractor Affidavit provided in Rule 300-10-01-.08 or substantially similar form. Contractor further agrees to maintain records of such compliance and provide a copy of each such verification to Dalton Public Schools at the time the subcontractor(s) is retained to perform such service.

EEV / Basic Pilot Program* User Identification Number	
BY: Authorized Officer or Agent (Contractor Name)	Date
Title of Authorized Officer or Agent of Contractor	
Printed name of Authorized Officer or Agent	
SUBSCRIBED AND SWORN BEFORE ME ON THIS THEDAY OF, 20_	
Notary Public My Commission Expires:	

^{*} As of the effective date of O.C.G.A. 13-10-91, the applicable federal work authorization program is the "EEV / Basic Pilot Program" operated by the U.S. Citizenship and Immigration Services Bureau of the U.S. Department of Homeland Security, in conjunction with the Social Security Administration (SSA)

Project Goals

Dalton Public Schools seeks to refresh security camera recording servers, upgrade existing VMS (Salient CompleteView Enterprise) to the most current stable version and increase IP camera license count as needed per site. Bidders are requested to fully itemize prices. Dalton Public Schools may choose not to complete all sites at once or may opt to purchase only select items based on need and availability of resources.

Technical Specifications

Blue Ridge Elementary

- 1 Salient Power Platinum 50TB Server
- 48 CompleteView Enterprise IP Camera License upgrades for existing cameras
- 7 New IP Camera Licenses

(Total Camera License count to equal 55)

Brookwood Elementary

- 1 Salient Power Platinum 70TB Server
- 71 CompleteView Enterprise IP Camera License upgrades for existing cameras

City Park Elementary

- 2 Salient Power Platinum 50TB Servers
- 83 Complete View Enterprise IP Camera License upgrades for existing cameras
- 7 New IP Camera licenses

(Total License count to equal 90)

Park Creek Elementary

- 1 Salient Power Platinum 70TB Server
- 80 CompleteView Enterprise IP Camera License upgrades for existing cameras

Roan Elementary

- 1 Salient Power Platinum 70TB Server
- 65 CompleteView Enterprise IP Camera License upgrades for existing cameras

Westwood Elementary

- 1 Salient Power Platinum 50TB Server
- 50 Complete View Enterprise IP Camera License upgrades for existing cameras

Hammond Creek Middle School

- 2 Salient Power Platinum 75TB Servers
- 144 CompleteView Enterprise IP Camera License upgrades for existing cameras (72 per server)
- 6 New IP camera licenses (3 per server)

(Total License count to equal 150 distributed at 75 per server)

Dalton Junior High / Dalton Academy Campus

- 3 Salient Power Platinum 50TB Servers
- 156 CompleteView Enterprise IP Camera License upgrades for existing cameras (52 licenses per server)

Dalton High School

- 3 Salient Power Platinum 50TB Servers
- 150 Complete View Enterprise IP Camera License upgrades for existing cameras (50 per server)
- 15 New IP Camera licenses (5 per server)

(Total License count to equal 165 distributed at 55 licenses per server)

Salient Complete View Enterprise is the district's current preferred solution. However, bidder may choose to submit an alternative VMS solution with the following guidance:

- Consider the IP Camera License counts listed per site within Technical Specifications (above).
- Proposed alternative VMS solution must cover all sites.
- Provide full details of cost including hardware, software, licensing as well as any annual renewals or maintenance that are required.
- Specify whether solution includes locally installed client software, internal web interface, cloud interface & management, mobile accessibility, or a combination thereof.
- Solution, components, and services must be NDAA compliant.
- Include details regarding other compatible system integrations (Ex: Access Control, Vape Sensors, Burglar alarm...etc.)
- Integration with Active Directory / Azure AD for user & group management is preferred
- Proposed VMS solution must be compatible with the following camera models:
 - o ACTi A71, ACTi B56, ACTi E53, ACTi E58, ACTi E74A, ACTi I45, ACTi I71
 - AXIS P1367-E, AXIS P1368-E, AXIS P1445-LE, AXIS P1447, AXIS P1448, AXIS P3225-V, AXIS P3227-LVE, AXIS P3265-LV, AXIS P3267-LVE, AXIS P3807-PVE
- All storage volume drives must be designed / manufactured specifically for high-definition 24x7 video surveillance recording.
- RAID 1 OS Drives with separate RAID 5 or RAID 6 Storage volume is the preferred configuration for onpremises recording servers.
- Include both system admin and end user level training.

BID EVALUATION RUBRIC

Pricing 50 pts max	All proposals will be ranked based on total cost. The proposal with the lowest total equivalent cost will get the highest score.					
Technical Specifications 35 pts max	Proposed solution exceeded stated minimum technical specifications.	The proposed solution met stated minimum technical specifications. Proposed solution was the brand listed.	Proposed solution met stated minimum technical specifications, but proposed solution was not the preferred brand listed.	More than half, but not all the proposed solution met stated minimum technical specifications.	Less than half of the proposed solution met stated minimum technical specifications.	Proposed solution did not meet stated minimum technical specifications.
	35-30	29-25	24-20	19-15	15-10	10-0
DPS Prior Experience 15 pts max	DPS experience with vendor was very positive. Vendor exceeded the expectations by completing the project before deadline. Customer service was exemplary. Vendor provided satisfactory onsite management. Additional solutions were proposed.	DPS experience with vendor was positive. Vendor completed work as requested in the time frame agreed upon and was done to the satisfaction of the District. Vendor provided satisfactory onsite management. Additional solutions were proposed.	DPS has had no experience with this vendor	DPS experience was negative. Vendor completed work as requested in the time agreed upon but not to the satisfaction of the District.	DPS experience with vendor very negative. Vendor did not complete work as expected/agreed upon to the satisfaction of the District.	DPS experience with vendor was extremely negative. Vendor did not complete stated work.
	15-12	11-8	7	6-4	3-1	0

COST PROPOSAL

We have examined the Request for Proposals, Specifications, Requirements, and related documents and are familiar with all the conditions surrounding this Request for Proposals, and hereby propose in accordance with these Contract Documents, the costs stated below. These costs are to cover all expenses incurred in performing the Work required as defined herein.

We agree that this offer may not be revoked or withdrawn after the time set for the opening of bids but shall remain open for acceptance for a period of one hundred eighty (180) days following such time.

We agree to execute a Contract for the Work as stated herein.

By submitting this proposal, we agree to perform all work as described herein based on the following fee schedule:

Total All –inclusive Maximum Price	for the proposal.
\$	
Delivery Date for products specified	
(PLEASE PRINT)	ertify that I am entitled to represent the firm, empowered red to sign a contract with the Dalton Public Schools
SIGNED	DATE
Firm Name	
Firm Address	
Phone Number	