RFP FY24 Camera Recording Server Refresh
Questions & Answers
(Revised: 02/20/2024)

QUESTION: Do you want a 1, 3, or 5 year camera upgrade license aka, SMA (Software Maintenance Agreement)?

ANSWER: Please quote the options itemized so we can pick what'll end up working out best for us.

QUESTION: -RFP is asking for 50 & 70 TB Salient Servers. Salient's closest options are 60TB & 72TB; is that ok?
-Server Models that are listed on this RFP don't match up with what Salient has in their latest price book. Can you please provide some clarity on exactly which server models we should quote?

ANSWER: Storage volume sizes that meet or exceed technical specifications will be accepted.

QUESTION: Salient Paid Cloud Services option - Do you want us to price this annual cloud subscription as part of this RFP?

ANSWER: Bidder may choose to include this as an itemized option.

QUESTION: Execution of this project (Labor) - should we price this on a per school itemized basis?

ANSWER: Yes.

QUESTION: System admin and end user level training - Should we include pricing on VMS Training per school as part of this RFP?

ANSWER: Include an itemized listing for end user level training per school. We may opt not to purchase end user training for every school.
Include one System Admin Level training for those who will centrally manage the system for the district.

QUESTION: Are we able to work during school hours? Or do you prefer after hours?

ANSWER: I would anticipate some of both. Our preference will be to minimize downtime for the VMS or disruption to classrooms. We will coordinate scheduling with the winning bidder and plan to conduct as much of the work as possible during school hours. However, there may be tasks that require scheduling after students have been dismissed.

QUESTION: Do you have a list of all usernames and passwords for all cameras? If so, will all the usernames and passwords remain the same.

ANSWER: Yes. We have a list of all usernames and password for all cameras. We do not anticipate changing camera credentials within the scope of this project.

QUESTION: To bid this job do we have to be registered with you currently? If so, can you send the link to register.

ANSWER: All necessary forms are included in the RFP. No further registration is required.