

NOTICE OF REQUEST FOR PROPOSAL (RFP)
MOBILE SURVEILLANCE CAMERA SOLUTIONS PROJECT # 20-007
DUE DATE FOR PROPOSALS: 4:00 PM (CDT) – Wednesday, August 31, 2022

GENERAL INFORMATION

The Lyon County Fiscal Court, by and through the Lyon County Sheriff's Office, will consider all qualified responses to this RFP and score each response based on the evaluation criteria established in this RFP document. Sealed proposals are being solicited for indoor/outdoor, mobile video surveillance camera systems which can be placed in static environments at six (6) locations.

CONTACT INFORMATION

Please contact Brent White, Lyon County Sheriff and Project Director for any questions, requests for clarification or interpretations. Responses will be handled as an addendum to this RFP and will be communicated to all potential vendors.

Brent White
brent.white@lyonsheriff.com
(270) 388-2311
P.O. Box 126
500 West Dale Avenue, Suite 100
Eddyville, KY 42038

SUBMISSION OF PROPOSALS

All proposals are due by 4:00PM (CDT) on or before Wednesday, August 31, 2022. Proposals must be delivered **sealed** and may be either mailed to Lyon County Fiscal Court, P.O. Box 598, Eddyville, KY 42038, or hand-delivered to the following location: Lyon County Judge Executive's Office, 500 West Dale Avenue, Suite 120, Eddyville, KY 42038.

To be considered, sealed proposals must be received in the Lyon County Judge Executive's Office by 4:00pm (CDT) on August 31, 2022. Any proposal received at the designated location after the required time and date specified for receipt shall be considered late and non-responsive. Late proposals will not be evaluated for award.

Coverage & Participation - Lyon County Fiscal Court reserves the right not to enter into any contract, to add and/or delete elements, or to change any element of coverage and participation at any time without prior written notification and without any liability or obligation of any kind or amount.

Good Faith Statement - All information provided by the Lyon County Fiscal Court in this RFP is offered in good faith. Individual items are subject to change at any time. Lyon County Fiscal Court makes no certification that any item is without error. Lyon County Fiscal Court is not responsible nor liable for any use of the information or for any claims asserted there from.

Background

The Lyon County Fiscal Court, by and through the Lyon County Sheriff's Office, desires to enhance physical security at six (6) temporary local election sites. During non-election times, the equipment may be utilized for other official purposes as deemed necessary by the Lyon County Sheriff's Office.

The proposals shall concern detailing qualification and ability from parties interested in providing mobile surveillance cameras and related operating solutions for the purpose of ensuring voting precinct workers' safety, to ensure the precinct is open without interruption, and always in a manner which will ensure voter anonymity in rural areas in Lyon County.

These proposals must be a detailed accounting of the Vendor's history, capability, available resources, and proposed methodology to achieve the desired goal of designing and deploying surveillance camera solutions which are "turn-key" and self-sufficient as it pertains to power and connectivity.

Proposals will be accepted until 4:00PM Central Standard Time, August 31, 2022. Any qualified firm or individual interested in offering these services may obtain a copy of this document by contacting Lyon County Judge Executive at lyoncountyjudge@gmail.com, by phone at 270-388-7311, or in person at Lyon County Judge Executive's Office, 500 West Dale Avenue, Suite 120, Eddyville, KY 42038.

Lyon County reserves the right to reject any and all submittals, to waive any informalities and to negotiate for the modifications of any proposal or to accept that proposal(s) which is deemed most desirable and advantageous from the standpoint of cost to the County, timeline to development, timeline to completion, customer value and service, and concept of operations.

Note: Not all sites which these systems will be deployed contain PoE-enabled network switches. Not all sites are connected internally with fiber. Not all sites have adequate cellular/data service accessible without router assistance. Not all sites have 110vac capabilities.

Objectives/System Requirements

Lyon County Fiscal Court is seeking to purchase and deploy a standalone, proprietary surveillance camera system/solution which can be described as a unified modern system. The ideal system is one which can be operated indoors or outdoors, will be self-sufficient for power and connectivity, and portable to each location, whether temporarily situated for one day or statically mounted for multiple day use.

Capacity and Scalability

- The total number of cameras needed is no more than six (6) indoor/outdoor.
- Up to 60 days of retention/storage capability from each camera individually.
- The solution shall have the capability to add additional cameras on demand as deemed necessary by Lyon Fiscal Court in the future.
- All outdoor camera enclosures shall be vandal-proof, anti-tampering, and anti-vibration compliant.

The ideal indoor and outdoor camera solution should have the following specifications at a minimum:

- IP67 rating to protect against dust and environmental elements for outdoor cameras
- IK8 vandal resistant rating or above
- Infrared illumination for low light and night visibility
- Extended zoom capability
- Capability to produce video at minimum 24 FPS
- Image stabilizing to reduce blurring
- Day and Night viewing and recording capability
- Standard RJ45 connectivity including Power Over Ethernet (PoE) capability to receive power
- Motion detection either as a camera option or an option on the management interface
- Capability to perform computer vision analytics at the edge
- Built in solid state hard drive
- Native integration with vendor's own access control
- Ability to support AES256 encryption standards
- UL / CUL 62368-1 certification for audio/video, information, and communication technology equipment
- Provide multiple levels of system administration to accommodate different staff who will have varying roles viewing or managing cameras
 - Capability to audit account usage
- Provide either email or SMS notification of critical system events (camera failure, tampering, etc.)
- Provide ability to share live or historical footage of a single camera or group of cameras with a set of external contacts (e.g., first responders)
- Strong preference will be given to RFPs with ability to filter video based on date and time range
- Strong preference will be given to RFPs with ability to live alerts and notifications for when motion is detected
- Strong preference will be given to RFPs who can archive video footage with unlimited storage and to be saved on a cloud-based storage system indefinitely
- Strong preference will be given to RFPs with ability to display people heatmaps showing live and historical views of where activity is taking place
- Strong preference will be given to RFPs with ability for crowd detection alerts for when people are congregating
- Multi-factor authentication is preferred
- Option for mobile app for entrance to access control secure sites
- Access Control software does not have any dependencies on additional software other than a functional browser and web connection
 - Lyon County Fiscal Court prefers an initial minimum five-year licensing and support 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 camera hardware and access control hardware during the period of operation
 - 10-year hardware warranty from the manufacturer is preferred

- Provider should have experience managing significant scale (100k+ devices) in the field.
- Lyon County Fiscal Court is looking for a “turn-key solution”. The vendor will be responsible for all camera hardware, licensing, mounting, and configuration of equipment.
- The Vendor will be responsible for coordinating with the Project Director in configuring the networking equipment.
- Vendor shall supply camera specifications including the following: manufacturer, model, description, any special maintenance requirements, and warranty.
- Vendor to configure the camera frame rate and compression rates to balance quality, storage, and bandwidth utilization.
- Vendor to configure the motion detection sensitivity (where appropriate).
- Vendor to configure each camera’s identification and description (using a naming scheme to be approved by the Project Director before setup begins).
- Vendor shall be an authorized seller or partner of their proposed solution.
- Vendor is responsible for all mounting hardware, brackets, conduit, and accessories as required by manufacturer and/or site conditions to successfully place the cameras per proposal.
- The field of view on all cameras is to be coordinated and confirmed with the Project Director.

The supporting interface solution for each camera should have the following specifications at a minimum:

- Strong preference will be given to RFPs with 280-amp hour battery with PoE output and built in, concealed, cloud connected camera.
- Strong preference will be given to RFPs with IP66, NEMA 4x enclosure with pole mounting accessories.
- Strong preference will be given to RFPs with solutions weighing 30lbs. or less.
- Strong preference will be given to RFPs with ability to charge via 110VAC or solar panels.
- Strong preference will be given to RFPs with plug and play automatic solar charge system for up to 2 solar panels.
- Strong preference will be given to RFPs with solar panel size consisting of an area similar to 864 square inches or less which can adequately support the power requirements of the solution.
- Strong preference will be given to RFPs with 4G, or higher cell modem included in solution enclosure.
- High gain cellular antenna is a requirement.
- Remote battery state of charge tracking is preferred.
- High capacity, long life, LiFePO4, lithium battery or equivalent.
- Dimensions of 17.0” x 9.0” x 9.0” or less in size is desired.

General terms

Consideration of Proposals: The Lyon County Fiscal Court reserves the right to reject any and all proposals; to accept portions of bids and alternates in any order or combination; is not obligated to accept the lowest or any RFP; and may waive any informality or irregularity in submittal procedures.

Proposal Binding Period: Prices quoted in the Vendor's response for all labor and materials will remain in effect for a period of at least ninety (90) business days from the issuance date of the Vendor's response. Labor rates should remain in effect for the length of the project.

Price Stability: Contract prices and discounts shall be fixed at a not to exceed price at the time the contract is signed. In no case shall the price exceed the proposal price.

Proposal Ownership: All proposals shall remain the property of the Lyon County Fiscal Court.

This RFP is not an offer to contract. Acceptance of a proposal neither commits Lyon County Fiscal Court to award a contract to any supplier, even if all requirements stated in this RFP are met, nor limits our right to negotiate in our best interest. We reserve the right to contract with a supplier for reasons other than lowest price. We will thoroughly examine each proposal for best price, product quality, performance measures, flexibility, and customer support.

Proposals are to be made in good faith, without fraud, collusion, or connection of any kind with any other contractor for the same work. All bidders must complete in their own interest and in their own behalf. If you are subcontracting any portion of this agreement, you must identify the subcontractor in your proposal and agree that all subcontractors are bound to all terms and conditions of this RFP.

The Vendor will absorb all costs incurred in the preparation and presentation of the proposal. All Vendors who submit proposals will be notified of the results of the selection process.

Lyon County Fiscal Court reserves the right to reject any or all proposals, in whole or in part, with or without cause, even if all the stated requirements are met. In addition, Lyon County Fiscal Court may enter into negotiations with one or more entities simultaneously and award a contract without notification. At the sole discretion of Lyon County Fiscal Court, bidder presentations may be requested before award of the contract. Lyon County Fiscal Court may also request the opportunity to view a demonstration of the proposed technology.

Debarred Bidders or Subcontractors: A Vendor who is currently subject to state or federal debarment order, cease/desist order, or determination shall not be considered for evaluation by the Lyon County Fiscal Court.

Conflict of Interest: A Vendor may be disqualified on the basis of a real or apparent conflict of interest that is disclosed by the proposal or other data available to Lyon County Fiscal Court.

Hold Harmless/Indemnification: The Vendor shall assume the entire responsibility and liability for any and all damages to persons or property caused by or resulting from or arising out of any act or omission on the part of the Vendor, its subcontractors, agents, or employees under or in connection with this contract or the performance or failure to perform any work required by this contract. The Vendor shall hold harmless and indemnify the Lyon County Fiscal Court and its agents, volunteers, servants, employees, and officers from and against any and all claims, losses or expenses, including but not limited to attorney's fees, which either or both of them may suffer, pay or incur as the result of claims or suits due to, arising out of or in connection with any and all such damage or injury, real or alleged resulting from any act or omission of the Vendor. The Vendor shall, upon written demand by the Lyon County Fiscal Court, assume and defend at the Vendor's sole expense any and all such suits or defense of claims.

Information provided to Bidders: The Vendor is deemed to have examined the Bid Documents and satisfied itself as to the sufficiency of the information provided and that its pricing summary covers the cost of complying with all the requirements of the Bid documents and of all matters and things necessary for the due and proper performance and completion of professional services.

Pricing: All Pricing should be submitted free of any sales tax. Lyon County Fiscal Court is sales tax exempt.

References: Provide a list of at least three (3) current references where similar maintenance packages are successfully being performed. The reference list is to include the following: contact individuals, company name, current email address, and current telephone numbers. Lyon County Fiscal Court through and including the Lyon County Sheriff's Office, reserves the right to contact any individuals that are listed for references regarding the technology, vendor, service, or any other factor.

Oral Contracts: Any alleged oral contracts or arrangements made by a respondent with any employee of Lyon County Fiscal Court will be superseded by the written contract.

Amending or Canceling Requests: Lyon County Fiscal Court reserves the right to amend or cancel this RFP, at any time, if it is in the best interest of Lyon County Fiscal Court.

Rejection for Default or Misrepresentation: Lyon County Fiscal Court reserves the right to reject the proposal of any vendor that is in default of any prior contract or for misrepresentation.

Clerical Errors in Awards: Lyon County Fiscal Court reserves the right to reject inaccurate awards resulting from clerical errors.

Rejection of Qualified Proposals: Proposals are subject to rejection in whole or in part if they limit or modify any of the terms and/or specifications of the RFP. Please note that sealed bids received after the above stated deadline may be rejected and considered disqualified, and no faxed bids will be accepted.

Presentation of Supporting Evidence: If requested, Vendor(s) shall present evidence of experience, ability and financial standing necessary to satisfactorily meet the requirements set forth in the RFP or those implied in the proposals.

Changes to Proposals: No additions or other changes to the original proposal will be allowed after submittal. While changes are not permitted, clarification at the request of Lyon County Fiscal Court may be required at the sole expense of the respondent.

Evaluation Team and RFP Scoring Criteria: The Lyon County Fiscal Court in conjunction with the Project Director, will evaluate the responses submitted and will be evaluated on the following criteria to determine the finalist(s):

Technical approach and expertise	25 points
Financial soundness and capability to meet RFP objectives	10 points
Capacity and experience of personnel / past performance	25 points
Familiarity and experience, including local response/accessibility	40 points

The review process – the Lyon County Fiscal Court will evaluate submittals based upon the criteria outlined above. The Court may, at their discretion, request any or all respondents to clarify information presented in the submittal. Bids will be opened on Thursday, September 8, 2022, at 1pm (CDT).

Finalist(s) will be determined based upon scoring of criteria outlined above. The recommended submission, at the Court’s discretion, be determined by the Court, following a formal presentation by the finalists. Once a Vendor(s) has been selected, the County and the Vendor(s) will refine the vision for the project and finalize the terms of an agreement, to be entered into by the County and the Vendor.

Vendors must acknowledge their use of federal funding when issuing Invitations to Bid. Vendors must state they will not discriminate on the grounds of race, color, national origin, sex, age, or disability when issuing Invitations to Bid.

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