



Metro™

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**OPERATIONS COMMITTEE
JUNE 21, 2007**

SUBJECT: INFINOVA PTZ DOME CAMERAS

ACTION: AWARD CONTRACT

RECOMMENDATION

Authorize the Chief Executive Officer to award a firm fixed price contract under Bid No. OP-39221990 to North American Video, Inc. for pan/tilt/zoom (PTZ) dome cameras and equipment for an amount not-to-exceed \$200,293 inclusive of sales tax.

RATIONALE

The Metro Orange Line Camera Replacement Project will procure and install new Pan/Tilt/Zoom (PTZ) cameras. This is the same equipment that has been installed on all other Metro Rail Lines. One hundred and forty cameras will be purchased. The Metro Orange Line cameras will be integrated into the Metro Video Security System (MVSS). When the project is complete, the Orange Line video will be viewable at the Rail Operational Control Center. The Bus Operations Control Center will be able to PTZ the Orange Line cameras. This will provide one system that both modes of transportation can use. This works towards Metro's goal of a common communications center. As was done with Project Guardian, the Metro Orange Line Camera Replacement Program will use the Wayside Communications group to do all installations.

By upgrading the Metro Orange Line cameras to PTZ, it will allow the observation group to see much more of the stations. This enhanced view of stations will save money in the operations of the line.

Even though Project Guardian was underway before the Orange Line opened, the replacement of the cameras would have delayed the opening of the Orange Line. At this time warranty periods are nearing completion and installation of these new cameras will not interfere with the Orange Line operations.

The cameras that will be removed from the Metro Orange Line will be reused in other locations in the Metro System. Some of the cameras will be used as part of the Tunnel & Bridge Protection Project. These cameras will be installed at the openings of all Metro Red Line Elevators.

FINANCIAL IMPACT

The funding of \$200,293 for this contract is included in the proposed FY08 budget in Cost Center 8510 -Construction Contracts/ Procurement under Project 800112 -Metro Orange Line, Line Item No. 53102, Task No. 3.2.03.08. This contract action is within the life of the project budget.

ALTERNATIVES CONSIDERED

Metro staff has evaluated the possibility of not replacing the existing Metro Orange Line cameras. If the cameras were not purchased the Orange Line Video system would have less capabilities than the other Metro lines. The alternative would be to simply proceed forward with the same cameras. This would leave vital areas of the stations uncovered by video surveillance.

PTZ cameras have helped increase the effectiveness of the observation group. When this project is completed both control centers will have access to all Metro Line video. This will allow for a safer environment and a more efficient use of manpower by the Control Centers.

ATTACHMENTS

- A. Procurement Summary
- A-1 Procurement History
- A-2 List of Subcontractors
- A-3 Bid Tabulation

Prepared by: Kitty Jones, Senior Buyer
Daniel Lindstrom, Wayside Systems Manager

Carolyn Flowers

Carolyn Flowers
Interim Chief Operations Officer

Roger Snoble

Roger Snoble
Chief Executive Officer

**BOARD REPORT ATTACHMENT A
PROCUREMENT SUMMARY
INFINOVA PTZ DOME CAMERAS**

1.	Contract Number: OP-39221990		
2.	Recommended Vendor: North American Video, Inc.		
3.	Cost/Price Analysis Information:		
	A. Bid/Proposed Price: \$200,292.81	Recommended Price: \$200,292.81	
	B. Details of Significant Variances are in Attachment A-1.D		
4.	Contract Type: Firm-Fixed Price		
5.	Procurement Dates:		
	A. Issued: March 15, 2007		
	B. Advertised: April 14, 2007		
	C. Pre-proposal Conference: None		
	D. Proposals Due: April 25, 2007		
	E. Pre-Qualification Completed: N/A		
	F. Conflict of Interest Form Submitted to Ethics: May 4, 2007		
6.	Small Business Participation:		
	A. Bid/Proposal Goal: 0%	Date Small Business Evaluation Completed: N/A	
	B. Small Business Commitment: 0% Details are in Attachment A-2		
7.	Invitation for Bid/Request for Proposal Data:		
	Notifications Sent: 46	Bids/Proposals Picked up: 0	Bids/Proposals Received: 17
8.	Evaluation Information:		
	A. Bidders/Proposers Names:	<u>Bid/Proposal Amount:</u>	<u>Best and Final Offer Amount:</u>
	North American Video, Inc.	\$ 200,292.81	\$ 200,292.81
	International Business Systems, Inc. (Bid 2)	\$ 201,195.98	
	Global Electric Co., Inc.	\$ 221,795.29	
	GE Supply	\$ 223,544.69	
	Metro Video Systems, Inc.	\$ 229,388.25	
	Tech CCTV	\$ 231,580.52	
	Walters Wholesale Electric	\$ 236,416.70	
	JM Fiber Optics, Inc.	\$ 236,789.17	
	Lanair Group, LLC	\$ 238,831.98	
	Arrow Wire & Cable, Inc.	\$ 247,795.08	
	Griffin Security	\$ 248,959.41	
	International Business Systems, Inc. (Bid 1)	\$ 253,726.37	
	Casa Moore Audio Video	\$ 263,322.46	
	Specialized Construction Co	\$ 263,928.98	
	West Beach Systems. Access Control	\$ 268,815.06 \$ 290,483.03	
	AJK Communications	\$ 403,447.75	

	B. Evaluation Methodology: Procurement is in compliance with Procurement policies and procedures.	
9.	Protest Information:	
	A. Protest Period End Date: June 19, 2007	
	B. Protest Receipt Date: TBD	
	C. Disposition of Protest Date: TBD	
10.	Senior Buyer: Kitty Jones	Telephone Number: (213) 922-1081
11.	Project Manager: Daniel Lindstrom	Telephone Number: (213) 922-3121

**BOARD REPORT ATTACHMENT A-1
PROCUREMENT HISTORY**

INFINOVA PTZ DOME CAMERAS

A. Background on Contractor

National American Video, Inc. located in Brick, NJ, has been in the business of integration and distribution of closed circuit television products for 12 years. This vendor does not have any prior or current contracts with Metro. They have done business with Metra (Metropolitan Rail Corporation –Chicago Commuter Railroad) in Chicago, IL and TBTA (Triborough Bridge and Tunnel Authority) in New York, NY.

B. Procurement Background

Invitation for Bid No. OP-39221990 was issued on March 15, 2007 and advertised on April 25, 2007. Bids were opened on April 25, 2007 and 17 bids were received. The apparent low was National American Video, Inc.

The Diversity & Economic Opportunity Department did not recommend a Minority-owned Business Enterprise (MBE) and/or Women-owned Business Enterprise (WBE) Voluntary Anticipated Level of Participation (VALP) goal for this procurement because of size of contract or unknown availability of subcontract opportunities.

C. Evaluation of Bids

In accordance with Procurement Policies and Procedures, a technical evaluation was conducted of the top three lowest bids received.

Bidder #1 National American Video, Inc., in the amount of \$200,293.00, is in full compliance to the technical specifications and bid requirements.

Bidder #2 International Business Systems, Inc., in the amount of \$201,915.98 is not in full compliance to the technical specifications and bid requirements.

Bidder #3 Global Electric Co., in the amount of \$221,795.29, is in full compliance to the technical specifications and bid requirements.

The low bid submitted by National American Video, Inc. was determined to be in full compliance with all of the bid specifications and requirements.

The equipment is scheduled to be delivered within 30 days from receipt of purchase order. The warranty is for a period of one year or the manufacturer's standard warranty, whichever is greater.

D. Cost/Price Analysis Explanation of Variances

The recommended price of \$200,293 has been determined to be fair and reasonable based upon adequate price competition and selection of the lowest responsive and responsible bidder.

**BOARD REPORT ATTACHMENT A-2
LIST OF SUBCONTRACTORS**

INFINOVA PTZ DOME CAMERAS

PRIME CONTRACTOR

North American Video, Inc.

Small Business Commitment

0% Bid Goal

Other Subcontractors

None

Total Commitment 0%

**BOARD REPORT ATTACHMENT A-3
BID TABULATION**

INFINOVA PTZ DOME CAMERAS

Bids Out: 03/15/07 Total 46
 Bids Opened: 04/25/07 Total 17
 Advertisement Date(s): 04/14/07
 Newspaper: Daily News

Item No.	Description	Est. Qty	Unit	North American Video, Inc.		International Business Systems, Inc. Bid 2		Global Electric Co., Inc.		GE Supply	
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
1	Camera - PTZ Dome	140	EA	\$1,242.00	\$173,880.00	\$1,153.95	\$161,553.00	\$1,375.99	\$192,638.60	\$1,386.90	\$194,166.00
2	Converter - Coaxial Cable Code	14	EA	\$657.00	\$9,198.00	\$75.84	\$1,061.76	\$728.48	\$10,198.72	\$733.70	\$10,271.80
3	Mount - Camera, Long Wall	30	EA	\$65.00	\$1,950.00	\$797.09	\$23,912.70	\$68.48	\$2,054.40	\$69.00	\$2,070.00
Sub Total					\$185,028.00		\$186,527.46		\$204,891.72		\$206,507.80
Sales Tax 8.25 %					\$15,264.81		\$15,388.52		\$16,903.57		\$17,036.89
Total Bid Price					\$200,292.81		\$201,915.98		\$221,795.29		\$223,544.69
				Metro Video Systems, Inc.		Tech CCTV		Walters Wholesale		JM Fiber Optics, Inc.	
Item No.	Description	Est. Qty	Unit	Metro Video Systems, Inc.		Tech CCTV		Walters Wholesale		JM Fiber Optics, Inc.	
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
1	Camera - PTZ Dome	140	EA	\$1,423.00	\$199,220.00	\$1,436.00	\$201,040.00	\$1,466.76	\$205,346.40	\$1,469.07	\$205,669.80
2	Converter - Coaxial Cable Code	14	EA	\$754.00	\$10,556.00	\$763.30	\$10,686.20	\$775.95	\$10,863.30	\$777.17	\$10,880.38
3	Mount - Camera, Long Wall	30	EA	\$71.00	\$2,130.00	\$73.50	\$2,205.00	\$72.97	\$2,189.10	\$73.09	\$2,192.70
Sub Total					\$211,906.00		\$213,931.20		\$218,398.80		\$218,742.88
Sales Tax 8.25 %					\$17,482.25		\$17,649.32		\$18,017.90		\$18,046.29
Total Bid Price					\$229,388.25		\$231,580.52		\$236,416.70		\$236,789.17

Bids Out: 03/15/07 Total 46
 Bids Opened: 04/25/07 Total 17
 Advertisement Date(s): 04/14/07
 Newspaper: Daily News

				AJK Communications	
Item No.	Description	Est. Qty	Unit	Unit Price	Total Price
1	Camera - PTZ Dome	140	EA	\$2,500.00	\$350,000.00
2	Converter - Coaxial Cable Code	14	EA	\$1,300.00	\$18,200.00
3	Mount - Camera, Long Wall	30	EA	\$150.00	\$4,500.00
				Sub Total	\$372,700.00
				Sales Tax 8.25 %	\$30,747.75
				Total Bid Price	\$403,447.75

I hereby certify North American Video, Inc. as being the lowest responsible, responsive bidder and recommend the award to them for total price, including sales tax, of \$200,292.81.

5-18-07
Date


Signature

