



# Department of Purchasing & Contract Compliance

Felicia Strong-Whitaker, Interim Director

REQUEST FOR E-QUOTE NUMBER:

13CT87511YA

PROJECT TITLE: Pole Camera Systems for Department of Water Resources

DUE DATE: 03/26/2013

WILL BE RECEIVED UNTIL: 2:00 P.M.

**LAST DAY FOR QUESTIONS: 03/22/2013**

BIDDERS MAY SUBMIT REQUESTS FOR CLARIFICATION OR QUESTIONS REGARDING THIS E-QUOTE TO THE PURCHASING CONTACT PERON LISTED BELOW. ANY REQUEST SHALL ONLY BE SUBMITTED IN WRITING (FAX OR EMAIL). ALL RESPONSES TO WRITTEN REQUEST(S) WILL BE DISTRIBUTED AS ADDENDA TO THIS E-QUOTE AND POSTED ON THE FULTON COUNTY WEBSITE AT [www.fultoncountyga.gov](http://www.fultoncountyga.gov).

THE COUNTY WILL NOT RESPOND TO REQUESTS RECEIVED AFTER [Tuesday,03/26/2013] AT 2:00 P.M.

E-QUOTE RESPONSES MUST BE SUBMITTED ONLINE AT [www.fultonvendoreselfservice.co.fulton.ga.us](http://www.fultonvendoreselfservice.co.fulton.ga.us). BY THE DATE AND TIME INDICATED. You must be a registered vendor in order to respond to E-QUOTES.

ANY QUESTIONS REGARDING PURCHASING PROCEDURES OR THE SPECIFICATIONS SHOULD BE ADDRESSED ONLY TO THE PURCHASING CONTACT PERSON LISTED BELOW VIA EMAIL ONLY. NO PHONE CALLS WILL BE ACCEPTED. BIDDERS MAY NOT HAVE CONTACT WITH COUNTY OFFICERS, ELECTED OFFICIALS OR COUNTY EMPLOYEES REGARDING THIS BID PRIOR TO AWARD OF PURCHASE ORDER. VIOLATION OF THIS INSTRUCTION WILL RESULT IN YOUR BID BEING FOUND NON-RESPONSIVE.

CONTACT NAME:  
Carolyn Towns

E-MAIL ADDRESS:  
[carolyn.towns@fultoncountyga.gov](mailto:carolyn.towns@fultoncountyga.gov)

FAX NUMBER:  
(404) 893 1727

All information requested on this sheet must be completed. Unless specifications indicate "NO SUBSTITUTE", items determined by Fulton County to be "EQUAL OR BETTER" will be given full consideration. All prices QUOTED must be "FOB DELIVERED" unless otherwise requested, and must be submitted in the format requested. The County reserves the right to cancel the solicitation and to reject any or all quotes in whole or in part and is not bound to accept any quote if rejection of that quote is determined to be contrary to the best interest of the County.

**REQUEST FOR QUOTE  
GENERAL TERMS AND CONDITIONS**

The following provisions are hereby made a part of this Request for Quote ("E-QUOTE"). Any contract or purchase order awarded as the result of this request shall be governed by these General Terms and Conditions. By submission of your responses to this e-quote, vendor agrees to furnish the product(s) and/or service(s) pursuant to these conditions.

1. **GENERAL.** These provisions are standard for all County contracts. The County may delete or modify any of these standard provisions for a particular contract or purchase order by indicating a change in the special instructions or provisions. **Any vendor accepting a purchase order award as the result of this request agrees that the provisions included within this Request for E-Quote shall prevail over any conflicting provision within any standard form contract of the vendor.**
2. **SUBMISSION OF RESPONSES.** Responses must be submitted for e-quotes on-line via the Vendor Self Service system at <https://fultonvendorselfservice.co.fulton.ga.us/webapp/VSSPROD/Advantage>. Response to e-quotes must be received no later than 2:00 p.m. on the date indicated.
3. **AMENDMENTS TO THE REQUEST FOR E-QUOTE.** Any amendment to pricing is valid only if in writing and issued by the County.
4. **ADDENDUM.** Revision to the Request for E-Quote issued by the County prior to the receipt of bids.
5. **NON-COLLUSION.** Bidder certifies that this bid is made without prior understanding, agreement or connection with any other corporation, firm or person submitting a bid for the same work, labor or service to be done or the supplies, materials or equipment to be furnished and is in all respects fair and without collusion or fraud. Bidder further understands collusive bidding is a violation of state and federal law and can result in fines, prison sentences and civil damage awards. Bidder agrees to abide by all conditions of this bid and certifies that person signing is authorized to sign this bid or proposal for the bidder.
6. **CONFLICT OF INTEREST.** Vendor states that no County officer or employee, nor any business entity in which they have an interest: a) Has an interest in the contract awarded; b) Has been employed or retained to solicit or aid in the procuring of the resulting contract; c) Will be employed in the performance of such contract without immediate disclosure of such fact to the County.
7. **BASIS OF AWARD.** The County shall award to the overall lowest responsible and responsive vendor complying with the provisions of the Request for E-Quote. The following criteria may be considered by the County in selecting the most advantageous quote: a) Ability to perform the service required within the specified time; b) Conformance to specification; c) The quality of performance in previous contracts; d) Financial ability to perform the contract; e) Item pricing; f) vendor references. The County reserves the right to cancel the solicitation and to reject any or all quotes in whole or in part and is not bound to accept any quote if rejection of that quote is determined to be contrary to the best interest of the County.
8. **SAMPLES.** Samples of items when required, must be furnished free of expense to the County and upon request, be returned to the Vendor at the Vendor's expense. Samples of selected items may be retained for comparison purposes.
9. **NEW.** All items bid must be new. Used, rebuilt and refurbished items will not be considered unless specifically authorized by Fulton County in the written specifications.
10. **BRAND NAME SPECIFICATIONS AND APPROVED EQUIVALENTS.** Unless otherwise specified, manufacturer's names, trade names, brand names, information and/or catalog numbers listed in the specifications are intended only to identify the quality and characteristics desired. They are not intended to limit competition. The Vendor may offer any equivalent product which meets or exceeds the specifications. If quotations are based on equivalent products, the quote must: a) Indicate the alternate manufacturer's name and catalog number; b) Include complete descriptive literature and/or specifications; c) Include proof that the proposed equivalent will meet the specifications. The County reserves the right to be the sole judge of what is equal and acceptable to meet its needs in all respects. If Bidder fails to name a substitute, goods identical to the published standard must be furnished.
11. **INDEMNIFICATION.** Contractor/Vendor hereby agrees to release, indemnify, defend and hold harmless the County, it's Commissioners, officers, employees, subcontractors, successors, assigns and agents from and against any and all losses (including death), claims, damages, liabilities, costs and expenses (including but not limited to all actions, proceedings, or investigations in respect thereof and any outcome of any such action, proceeding, or investigation), caused by, relating to, based upon or arising out of any act or omission by contractor, it's directors,

officers, employees, subcontractors, successors, assigns or agents, or otherwise in connection with its acceptance, of the performance, or nonperformance, of its obligations under this agreements.

12. **TAXES.** Fulton County is exempt from the State of Georgia sales tax and exemption certificate will be furnished upon request.
13. **DELIVERY.** All prices must be FOB Destination, unloaded inside and assembled unless otherwise indicated.
14. **RIGHTS AND REMEDIES OF COUNTY FOR DEFAULT.** If any item furnished by the Vendor fails to conform to specifications, or to the sample submitted by the Vendor, the County may reject it. Upon rejection, the Vendor must promptly reclaim and remove such item without expense to the County, and shall immediately replace all such rejected items with others conforming to such specification and samples. If the Vendor fails to do so, the County has the right to purchase in the open market a corresponding quantity of any such items and to deduct from any monies due the Vendor the difference between the prices named in the purchase order and the actual cost to the County. If the Vendor fails to make prompt delivery of any item, the County has the right to purchase such item in the open market and to deduct from any monies due the Vendor the difference between the prices named in the purchase order and the actual replacement cost to the County. The rights and remedies of the County identified above are in addition to any other rights and remedies provided by law or under the purchase order.
15. **INVOICES AND PAYMENT TERMS.** Invoices are to be mailed to the County department specified on the resulting purchase order or master agreement. All invoices must include the purchase order number or master agreement number. Failure to comply may result in delayed payments. The County payment terms are Net 30 days unless a cash discount is allowed for payment within not less than twenty (20) days. The payment term shall begin on the date the merchandise is inspected, delivered and accepted by the County and the correct invoice is received in the office specified on the purchase order.
16. **LEGAL REQUIREMENTS.** Federal, State, County and local ordinances, rules and regulations, and policies shall govern development, submittal and evaluation of quote and disputes about quotes. Lack of knowledge by any Vendor about applicable law is not a defense.
17. **ASSIGNMENT.** Any purchase order awarded shall not be assignable by the Vendor without the express written approval of the County, and shall not become an asset in any bankruptcy, receivership or guardianship proceedings.
18. **REJECTION OF BID.** Bids may be considered irregular and may be rejected if they show omissions, alternations of form, additions not called for, conditions, limitations, unauthorized alternate bids or other irregularities of any kind. The County reserves the right to waive minor technicalities or irregularities of bid.
19. **TERMINATION.** In the event any of the provisions of the purchase order are violated, the County may serve written notice of its intention to terminate the purchase order. Such notice will state the reason(s) for such intention, and unless within ten (10) days after serving notice upon the contractor, such violation has ceased and satisfactory arrangements for correction made, the purchase order shall, upon expiration of ten (10) days, be terminated. Further, the County reserves the right to terminate for its convenience any purchase order in whole or in part upon giving thirty (30) days prior written notice to the other party.
20. **DEBARMENT.** If a Bidder is presently debarred, suspended, proposed for debarment, declared ineligible, or otherwise excluded from doing business with any government agency which prohibits your firm from participating in any procurement, the Bidder must provide the County with that information as part of its response to this solicitation. Failure to fully and truthfully provide the information required, may result in the disqualification of your bid from consideration or termination of the purchase order, once awarded.
21. **RIGHT TO PROTEST.** Any actual or prospective Bidder who is aggrieved in connection with a solicitation or award of a contract/purchase order must submit its protest in writing to the Director of Purchasing & Contract Compliance, 130 Peachtree St. S.W., Suite 1168, Atlanta, GA 30303. A protest must be submitted to the Director of Purchasing & Contract Compliance in writing within 14 days after such aggrieved entity knows or should have known of the solicitation, the award of contract/purchase order to another or other acts giving rise to a protest. An oral protest or a protest to an official, employee, user department, or other person apart from the Director of Purchasing does not comply with Fulton County Code Section 2-324 and does not toll the protest time period.
22. **BINDING AUTHORITY.** The individual submitting this E-QUOTE must have binding authority to submit contracts on behalf of the responding company. By submitting a response, vendor agrees that their quote is an offer to sell. All bidders shall comply with all Fulton County purchasing laws, policies, and procedures, as well as relevant state and federal laws, including compliance with EEOC hiring guidelines and requirements under the Americans with Disabilities Act.

## REQUEST FOR E-QUOTE SPECIFICATIONS

### *Purchase of Pole Camera Systems Department of Water Resources*

#### 1. DESCRIPTION

The Fulton County Department of Purchasing & Contract Compliance is soliciting e-quotes from qualified vendors to provide Pole Camera Systems for the Water Resources Department.

#### 2. CONTACT PERSON

Please contact Carolyn Towns, Procurement Officer, by e-mail at [carolyn.towns@fultoncountyga.gov](mailto:carolyn.towns@fultoncountyga.gov) or Fax **(404) 893 1727** only, with any procedural or technical questions. All questions should be submitted in writing to the Purchasing contact person via email only. No phone calls will be accepted. Any responses made by the County will be provided in writing to all Bidders by addendum. No verbal responses shall be authoritative.

#### 3. TERM OF AGREEMENT

The Fulton County Water Resources Department is requesting Pole Camera Systems for the Water Resources this is for a one time purchase.

#### 4. PRODUCT/SERVICE SPECIFICATIONS

It is the intent of these specifications to describe the minimum requirements for each pole camera equipment item. Each item mentioned in this specification shall be complete and ready for use. Each item mentioned shall conform in design, quality of material workmanship to the highest standard of engineering practice, and each item shall comply with OSHA certification standards. Each item mentioned in this specification shall be of the manufacturer's current model year and may not be modified to meet these specifications.

##### 1. General Requirements

- a. The proposed system must be a self-contained camera system. Camera systems that require a generator or shore/house power will be deemed unacceptable.
- b. *Warranty:* The system furnished in accordance with these specifications shall be covered for a period of 1 year.
- c. *Warranty:* The portable viewing device and the battery pack with charger shall be covered by a 1 (one) year warranty.
- d. Optional maintenance plans or extended warranty shall be available.
- e. The proposed system must be able to be operated by one person thus requiring no entry into confined space areas. Systems that require confined space entries will be deemed unacceptable.
- f. System must have NRTL certification (listed and labeled) for the OSHA Federal Regulation for safe use of electrical equipment.

- g. No tools required for the setting up or accessorizing the system. Only 3 cables required – power, camera and video.

## 2. Camera Head: Module & Housing

- a. The camera will produce a color video image and provide a minimum of 460 HTV Lines of video resolution.
- b. The image sensor shall be a Color Hyper-Had CCD with expanded sensitivity to view down a minimum diameter of 6" pipe lines and have a minimum clear viewing range of 200' with bright pipe sidewall detail.
- c. Camera construction shall include all solid-state circuitry designed to withstand shocks and vibrations
- d. The camera shall have a zoom feature of 36:1 optical and a digital zoom of 12 times for a total of 432:1 magnification. Systems with less optical zoom will be deemed unacceptable.
- e. The camera head shall have an image stabilization function that is operated via a single direct button function on the control unit.
- f. Camera shall have ability for auto and manual focus via single click of the camera control joystick.
- g. System illumination shall be provided by HID (High Intensity Discharge) lighting element with a proprietary reflector (greater than 4") with a light pattern that produces a tight 6" round bright halo of light that surrounds the camera mounted (Haloptic Technology). Color temperature will average at 5000 Kelvin to provide for bright and contrast lighting at far distances. Xenon, Halogen, LED or filament lamps will be deemed unacceptable.
- h. Camera and lamps will be mounted in a coaxial fashion (camera directly in front of the lighting element) where the light beam is directly calibrated/centered to narrowest (most magnified) field of view of the camera. This allows for exact targeting of pipeline features at far distances. Must be able to read a peak lux value of 400 at a distance of 200 feet.
- i. System to have an option for a wide-angle near object camera to be mounted to the opposite side of the Haloptic enabled camera. Optional wide-angle camera illumination shall be provided by 18 LEDs surrounding the camera lens within a 1.2" diameter and to have a combination of wide and narrow angle lighting capability for a variety of viewing applications within confined spaces.
- j. For safety – camera/lamp body shall be able to be touched without burning even after operating at full power for an hour.
- k. The complete camera housing shall be made of anodized and powder coated aluminum as well as stainless steel and designed for damp and underwater environments with an operating temperature range of 20° to 110° F.
- l. Set of 3 heavy duty rubber bumper guards shall be provided to protect the camera housing.
- m. Camera shall be rated as IP68 (waterproof/dustproof), able to be submerged in water.

- n. Camera shall have Schrader air valve for purge and pressurization of electronic components to prevent internal lens fogging when there is extreme change in environmental temperature.
  - o. Camera shall have an opening other than the Schrader valve to allow for the introduction of dry air at the same time moist air is being purged out of the system. Purge release port is released via single machined head screw opening.
  - p. Camera must have dual pressure relief valves so system can't harm the system or an operator by accidental over pressurization.
  - q. System to enable lamp replacement via the rear camera or cap assembly. Once removed a light engine can be easily removed and replaced in the field.
  - r. Camera shall have ability to manually tilt via two side arms that have 1/3" diameter solid stainless steel journals.
  - s. All camera and lighting wires shall be housed within the camera housing. Cameras that have **ANY** wires other than the main cable that come out of the camera head or lights will be deemed unacceptable.
  - t. System shall have quick-connect camera head feature where camera head attaches electrically to the cable via a single waterproof connector and mechanically to the pole via a single cam lock and collar. No tools required.
  - u. Full lighting and camera capability to be able to fit into a 6.0" diameter opening, providing viewing and some access to sub 8" diameters.
  - v. Camera window shall be made of scratch resistant sapphire crystal.
3. Controller (Control Box, Menu System, Portable Vest and Battery)
- a. The size of the control box shall be no greater than 5 1/8" x 2" x 6".
  - b. Control box shall mount within a pocket that is on the right front side of the included safety, power and control vest.
  - c. The control unit shall contain controls on the top of the box for zoom, manual/auto focus, image stabilization, 3-position rocker switch for 1.front camera with light, 2.front camera without light, 3.rear camera with light, 4.rear camera without light), menu-items. Main 12V power switch located at rear of box.
  - d. Control Box shall have input and output connectors on its bottom and side. BNC Video out, military spec locking connector with keyway for main control cable to be located at bottom for ergonomic cable management and 3-pin XLR secured connector for 12V DC power input to be at rear of box for close and direct access to battery or optional 12V power cable.
  - e. Control box switches/controls shall be backlit rocker style and joystick.
  - f. Control Box shall have splash proof switches and connectors.
  - g. System control box shall have a single joystick to control zoom, focus and auto focus. Backward and forward will control telephoto and macro zoom while left and right will control far and near manual focus. Depressing the joystick in the center will engage auto focus.

- h. Joystick shall also use to address on-screen menu items.
  - i. Toggle onscreen menu items shall be as follows:
    - i. Menu for Haloptic system
      - 1. Shadow Brite feature toggle
      - 2. Calibration setting
  - j. Safety operator vest shall fit all sizes via adjustable front snaps and be made of ANSI rated yellow for daytime safety and have reflective tape for night time visibility and safety.
  - k. Safety operator vest shall have zipper back pouch to enclose all available battery sizes. Pouch will be located lower center of the back for safe and comfortable use.
  - l. Safety operator vest shall have control box pouch located at waist level on the right hand side. Pouch will have necessary opening for all input, outputs and control access.
  - m. Safety vest shall have integral Velcro cable straps for neat and orderly management of excess camera cable.
  - n. An automatic battery charger shall be included.
  - o. The safety operator vest shall contain a minimum 95-watt hour rechargeable battery pack.
  - p. Battery shall have 10" pigtail with 3-pin XLR locking connector to attach to control unit.
  - q. Battery life shall be 5 hours with continuous use with maximum illumination. While intermittent use is greater than 8 hours.
  - r. Control box shall have colored (green, orange, red) LED indicator to let operator know condition of battery charge.
  - s. This system shall have the ability to add lens based focus distance measurement software. This software allows operator to focus on objects between 30' and 150' to get general distance measurement +/- 10'.
4. System Hardware
- a. A telescoping pole adjustable from 6' to 24' shall be included to permit placement of the camera into a variety of areas. Pole diameter must be large enough to internally house the camera connector and cable.
  - b. Pole end (opposite of camera) shall have standoff where cable exits in order to protect cable from continuous small diameter bending and banging of the end of the pole.
  - c. A 40' video/camera control cable shall be integrated inside the pole. Cable is externally armored near the camera connector end to make it easy to feed through the pole.
  - d. Maintenance bag shall be supplied with necessary maintenance tools and supplies.
  - e. System shall have ability to add optional 6' extension to standard pole

- f. System shall have ability to work with optional carbon fiber 16' and 30' poles.
- g. Due to the need to correctly position the camera for maximum results, carbon fiber poles shall be of the following specification to reduce operator fatigue and enhance ability to deliver the camera without bending or damaging the pole.
  - i. 16FT extended - 12 lbs., 4 section, retracted height 60", maximum pole dia. 1 7/8"
  - ii. 24FT extended - 13 lbs., 4 section, retracted height 81", maximum pole dia. 1 7/8"
  - iii. 30FT extended - 15 lbs., 5 section, retracted height 85", maximum pole dia. 1 7/8"
- h. Carbon fiber poles shall have solid aluminum clasps with multi position lever to quickly and securely lock pole into preferred length.
- i. All carbon fiber poles shall have option of either 6' or 18' extension for deeper inspection capability
- j. Camera head positioning shall be calibrated and have adjustable pole mounted targeting and stabilization fixture capability via a 3' aluminum rod to assist viewing dropped lines, centering camera in different diameter lines and to assist with stabilizing and dampening image from manhole or basin bottom.
- k. Fixture shall be calibrated with markings that correspond to centering camera in 6-60" lines.
- l. Fixture shall have spring loaded foot to allow for a minimum of 3" of travel to properly center the camera to maximize viewing results. Systems without targeting, centering and stabilization fixture will be deemed unacceptable.
- m. Targeting system shall have ability to add different spring tensions that correspond with different camera and lighting configurations.
- n. Targeting system shall have option to be fitted with 5' carbon fiber rod for use when inspection line drops in manholes
- o. Shall be able to attach a sump stabilizer to stabilize rod according to calibrated centering lines for environments that are filled with soft sediment.
- p. System shall have provisions for portable hard side shipping/transport and storage case with wheels and extending handle for ease of transport. This shall hold all components except for the pole in a single organized case.
- q. Portable case shall not weigh more than 45 pounds when loaded with all equipment and viewing device.
- r. Portable case shall have custom foam cutouts for safety operator vest, control box, camera head, battery charger, and battery, tool kit, viewing device and accessories and cable.
- s. System shall have option for heavy duty pole, camera head and stand-off shipping case that measures 8 inch dia. x 96 inch in Length. Weight 20lbs.

## 5. Video Image Viewing, Recording & Storing

- a. A Digital Video recorder (DV) device shall be provided for viewing live video and storing still images.
- b. The DV recorder shall have a minimum 3.5" viewing area and be able to be mounted directly to the pole, operate wirelessly and operate with several viewing recording monitors of the same size and type. 2 monitors included in standard package.
- c. The DV recorder shall transfer digital images via micro-sd or mini USB.
- d. The DV recorder shall the ability to capture still images on a micro-sd card with no less than 4 GB of storage.
- e. The DV recorder shall be powered via a battery and receive video from the control box via a BNC connector to the video/recorder pole mounted docking station.
- f. The DV recorder shall have the ability to take digital stills or record video.
- g. Video viewer/recorder can dock to the pole for direct video or be removed from the docking station for wireless video transmission of up to 30'.
- h. Camera shall have the ability to be removed with no tools for service or adding to another system.
- i. Camera shall be waterproof.

## 5. PRICING SHEETS

<b><i>Item No.</i></b>	<b><i>Item Description</i></b>	<b><i>Estimated Quantity</i></b>	<b><i>Unit of Issue</i></b>
1	Quick View Haloptic System (E-QV Haloptic-24) To include: Camera Head: Module & Housing Controller (Control Box, Menu System, Portable Vest and Battery System Hardware Video Image Viewing, Recording & Storing Also to include: Set of 3 HD bumper guards for QVH protection Shipping and on-site operation / maintenance training	2	Each

**6. SPECIAL CONDITIONS/INSTRUCTIONS**

Vendors shall provide a quote price on the exact items listed. Vendors shall submit a quote on **“ALL”** items in order to be considered for this award. Vendors who do not provide pricing on the exact item(s) listed in this quote must provide product literature, brochure(s), drawing(s), etc. that clearly demonstrate the proposed item(s) are equal. Any vendor **not** in compliant in providing the exact items listed, or the requested information shall be deemed as a **“NON-RESPONSIVE BID”**

**7. INSURANCE & RISK MANAGEMENT PROVISIONS**

N/A