



Fulton County, GA

# Department of Purchasing & Contract Compliance

*Cecil S. Moore, CPPO, CPPB, CPSM, C.P.M., A.P.P*  
*Director*

June 3, 2011

**Re: 11RFP77846YB-BR, Countywide Video Surveillance IP Access Control System and Maintenance Program**

***Dear Proposer:***

Attached is one (1) copy of Addendum 2, hereby made a part of the above referenced Request for Proposal #11RFP77846YB-BR, **Countywide Video Surveillance IP Access Control System and Maintenance Program**.

Except as provided herein, all terms and conditions in the **11RFP77846YB-BR** referenced above remain unchanged and in full force and effect.

Sincerely,

*Brian Richmond*  
Assistant Purchasing Agent

Winner 2000 - 2009 Achievement of Excellence in Procurement Award • National Purchasing Institute



This Addendum forms a part of the contract documents and modifies the original RFP documents as noted below:

**Section 4 - PROPOSAL REQUIREMENTS, 4.4: Technical Proposal Format and Content, Section 3- PROJECT TEAM QUALIFICATIONS/ QUALIFICATIONS OF KEY PERSONNEL** is revised as follows:

Delete Current #2: All proposed key personnel must have at least a minimum of three (3) years work experience in the State of Georgia appraisal contract work.

And replace with the following:

**Revised #2: All proposed key personnel must have at least a minimum of three (3) years work experience in configuring and installing Surveillance Systems.**

Delete Current #3: The Project Manager must have a minimum of five (5) years experience in real estate mass appraisal and must have completed a sexennial re-evaluation and a triennial update project within the past five (5) years in the State of Georgia.

And replace with the following:

**Revised #3: Current: The Project Manager must have a minimum of five (5) years experience in configuring and installing Surveillance Systems**

**Section 9 – Cost (10 points total) points will be divided into two categories (Total Hourly and Greatest Discount Percentage off manufacturers list cost) and will be computed as follows on APPENDIX J – PRICE SCHEDULE, copy attached.**

<b><i>Cost Scoring Components</i></b>	<b><i>Available Points</i></b>
Greatest Percent Discount off Manufacturer's Parts	5
Lowest total labor and non-Cisco materials Cost	5
<b><i>TOTAL POINTS AVAILABLE</i></b>	<b><i>10</i></b>

**5 POINTS** will be awarded to the proposer with the greatest (highest) percentage discount off Cisco products, from manufacturer's (Cisco) price list expressed as a simple percentage discount offered. For respondents with the second, third, fourth, lower discounts, their discount off manufacturer's parts will be divided by the highest discount offered and multiplied by 5 to determine points for discount points.

*Each successive cost **X** Points allocated for greater discount percentage off manufacturers parts.*

**Greatest Percentage Discount off Manufacturer Parts (EXAMPLE)**

20%:  $(20\% / 50\%) = .40 * 5 = 2$  (Lowest Discount in example)

30%:  $(30\% / 50\%) = .60 * 5 = 3$

40%:  $(40\% / 50\%) = .80 * 5 = 4$

50%:  $(50\% / 50\%) = 1.0 * 5 = 5$  (Highest Discount in example)

Percentage Point Calculation:

**5 POINTS** will be awarded to the proposer with the lowest total labor and non-Cisco materials cost as developed and quoted from a detailed representative example of a typical physical security installation project. The respondent is not only required to furnish pricing amounts where indicated, but is also required to document comprehensive labor and materials detail sufficient to clearly convey the cost for all significant components in the representative example. This is important because the cost proposal will be used as the pricing basis for all actual installations which are performed from the resulting award of this RFP. Labor and non-Cisco materials prices shall be the same as is listed in the cost proposal for all components and/or system installations which are substantially similar to the representative examples in the cost proposal. The hourly rates of each respondent will be totaled and divided by the number of classifications requested to determine the respondents' average hourly rate. The respondent with the lowest average hourly rate will receive the full 5 points. For respondents with the second, third, fourth, etc., their average hourly rates will be divided into the lowest average hourly rate and multiplied by 5, the total points allowed for cost.

*Each successive cost **X** Points allocated for greater discount percentage off manufacturers parts.*

**Lowest Cost (EXAMPLE)**

\$20,000:  $(\$20,000 / \$20,000) * 5 = 5$  (Lowest Cost in example)

\$30,000:  $(\$20,000 / \$30,000) * 5 = 3$

\$40,000:  $(\$20,000 / \$40,000) * 5 = 2.5$

\$50,000:  $(\$20,000 / \$50,000) * 5 = 2$  (Highest Cost in example)

**THE COMBINED SCORE FROM THE DISCOUNT PERCENTAGE and LOWEST LABOR AND NON-MATERIALS COST WILL BE COMBINED TO DETERMINE THE TOTAL SCORING FOR COSTS.**

## QUESTIONS and *RESPONSES*

**Question:** Is there any existing security equipment (CCTV or Access Control)? If so, which manufacturers?

**Answer:** There may be existing legacy equipment in some locations, however it is composed of an unknown mixture of products from different manufacturers.

**Question:** Are bidders limited to Cisco equipment or will the County accept equivalents or superior equipment such as IndigoVision?

**Answer:** The County will accept no substitutes for Cisco equipment in this proposal.

**Question:** Good afternoon Mr. Richmond. What is your designated product service code and NAICS Code for 11RFP77846YB-BR?

**Answer:** Fulton County does not use NAICS codes but I can give you the NIGP code that we are using for this procurement: **72554: Security Systems & Communications, Communications.**

**Question:** Also, is there an incumbent contractor?

**Answer:** There is no incumbent contractor, this is the first time the County has requested a standard solution for video surveillance and security systems, and currently there are different types of physical security systems at various County facilities and locations.

**Question:** Are the RFP responses to be submitted online or via hard copies?

**Answer:** Responses can only be submitted via hard copies mailed to or brought into the Purchasing Department by the due date and time

**Question:** What is the MBE/DBE goal for the subject contract?

**Answer:** There are no such goals for this project.

**Question:** Can you please verify that there is indeed a Cisco Enterprise Access Control, an Integrated Cisco IP Video System and Cisco IP Cameras within the Cisco price list you reference?

**Answer:** Cisco verifies that they publish a price list which includes their physical security and access control products.

**Question:** Are you allowing non-Cisco Enterprise Access Control and Integrated IP Video solutions to be used for this project?

**Answer:** No

**Question:** What is the process we need to follow to submit our Enterprise Access Control and Integrated IP Video as an approved equal to the Cisco Enterprise Access Control and Integrated IP Video system?

**Answer:** Substitutes will NOT be acceptable in place of Cisco products.

**Question:** Is there any existing security equipment (CCTV or Access Control)? If so, which manufacturers? **Answer:** Yes, there is some existing CCTV and/or Access Control equipment in some locations. However, the existing equipment is made up of multiple makes/models which were installed at different times. There is currently no accurate list of existing equipment.

**Question:** Are bidders limited to Cisco equipment or will the County accept equivalents or superior equipment such as IndigoVision? **Answer:** No substitutes for Cisco equipment will be permitted.

**Question:** Can you please verify that there is indeed a Cisco Enterprise Access Control, an Integrated Cisco IP Video System and Cisco IP Cameras within the Cisco price list you reference?

**Answer:** Cisco verifies that they publish a price list which includes their physical security and access control products.

**Question:** Are you allowing non-Cisco Enterprise Access Control and Integrated IP Video solutions to be used for this project? **Answer:** No

**Question:** The J1 drawing list several light poles distances. Can you advise if the light poles distances on J1 are measured from the building or the head-end room? Should we assume that the total cable distance for the last outdoor cable is 150ft back to the headend room? **Answer:** Yes, the distance from the last pole to the headend room is 150 feet.

**Question:** What is the process we need to follow to submit our Enterprise Access Control and Integrated IP Video as an approved equal to the Cisco Enterprise Access Control and Integrated IP Video system? **Answer:** Substitutes will NOT be acceptable in place of Cisco products.

**Question:** Projected installation and deployment time period? **Answer:** To be started ASAP after award of contract

**Question:** What is the length of the service contract period? **Answer:** 1 year w/ 4 (1) year renewal options

**Question:** What is the number of systems and locations to be retrofitted or upgraded?

**Answer:** Total number is unknown at this time.

**Question:** Can you provide a complete list of all manufacturers DVR and Camera surveillance systems to be supported, by location? **Answer:** Not at this time

**Question:** Who is going to handle the integration of the locking hardware? **Answer:** Details for integration of any particular locking hardware will be specified for each particular project or job as it is assigned.

**Question:** Can the contractor utilize remote access (and provide as necessary for the duration of such period and meeting security criteria and standards) for system maintenance and remediation/repairs during the warranty period? **Answer:** Remote access may be a part of vendor's methodology for warranty maintenance, remediation, and repairs for some (but not all) situations. Vendor must maintain ability to respond with on-site service call when required by nature of problem or other considerations.

**Question:** Should consideration be given to provide a solution that has collaborative capabilities in future or expanded iterations of the system to be proposed? **Answer:** Yes... Where/when appropriate and/or requested by Fulton County.

**Question:** Are equipment racks and space provided or should racks be proposed? If not, is a wall mounted rack acceptable for the installation? **Answer:** Established industry standards and best practices should be incorporated into all vendor designs and proposals.

**Question:** Please define the video quality requirements for viewing and recording. **Answer:** 720p, unless otherwise specified or required.

**Question:** What is the District's definition and understanding of HD video, such as 1080p/24 or 720p/60? **Answer:** Normally 720p/60 or better

**Question:** What are the POWER Stand-by battery run-time requirements for cameras and recorders? **Answer:** Standby battery run-time requirements, if any, may vary depending upon particular equipment and application.

**Question:** What is the retention requirement for evidentiary video? **Answer:** Depends upon specific job, project, or evidence.

**Question:** Will there be a contingency for additional costs in the event that scope changes are required based on site conditions or other events beyond contractor's control?

**Answer:** Changes in costs which are caused by conditions or events beyond contractor's control will be negotiated and resolved on a case by case basis.

**Question:** Who is responsible for license and permits? **Answer:** The contractor.

**Question:** In the event that construction of exterior structures is required, or modifications that may/potentially effect the soundness of existing structures, will the county be responsible for the costs associated with any studies or surveys (geological, environmental, other) that may be required? **Answer:** Normally yes.

**Question:** Is the county responsible for associated costs of traffic control for exterior improvements? **Answer:** No

**Question:** Are any of sites considered historic or have specified codes or limitations?

**Answer:** It is possible, but it is not anticipated that facilities with unusual requirements or limitations will be routinely encountered.

**Question:** Please confirm that the county is providing suitable power (to code) for each proposed camera locations. **Answer:** With the exception of public street installations, the County will provide power where required.

**Question:** Is the county warranting that there is suitable space for required cabling in all (county) provided 2" conduit and pathways? **Answer:** With the exception of public street installations, and unless otherwise specified, the County will provide the necessary cabling.

**Question:** What manufacturer is the preferred vendor for poles or is "like kind equivalent" to existing poles acceptable? **Answer:** The County has no preferred manufacturer or vendor for poles. High quality durable poles which are safe, suitable for intended purpose, and aesthetically appropriate for the surroundings are required.

**Question:** What manufacturer is the preferred vendor for locking hardware? **Answer:** There is no County preferred manufacturer or vendor for items which are not available from Cisco. Vendor will be expected to use hardware which is of high quality and suitable for intended purposes. The County will rely heavily upon vendor's professional recommendation regarding such hardware.

**Question:** What manufacturer is the preferred vendor for outdoor structured cabling (including optical) or is "like kind equivalent" acceptable? **Answer:** There is no County preferred manufacturer or vendor for items which are not available from Cisco. Vendor will be expected to use materials of high quality, suitable for intended purpose, and compliant with any applicable codes or County standards.

**Question:** Are there any expansion requirements for core switch port density?

**Answer:** Any needed network switching enhancement or expansion requirements will be performed by the County's Department of Information Technology.

**Question:** After the 30 day period of on-line data store for surveillance video, does the county have a migration plan or requirement for long term archiving?

**Answer:** The County may choose to implement a plan for long term archiving of video surveillance for selected areas or projects.

**Question:** Is the county providing all badge printing services should new cards be issued?

**Answer:** Yes

**Question:** What is the preferred installation/mounting location/method for the access control gateways and reader modules? Specifically, located at the door (end points) or centrally located?

**Answer:** This requirement may vary according to specific location and/or project.

**Question:** Will any of the site work be required to be performed after regular business hours (8:00am-5:00pm)?

**Answer:** It is anticipated that most on-site work will be performed during regular business hours. However, there may be particular projects or locations for which access or work during normal business hours is not possible, therefore requiring after-hours or weekend work.

**Question:** Are there any current issues going on with the infrastructure at this time?

**Answer:** There are no known infrastructure issues that would affect a vendor's response to this solicitation

**Question:** Are there any load constraints such as current cabling, servers etc.?

**Answer:** We are not aware of any relevant "load constraints" at this time.

**Question:** What is the current Equipment Age and configuration?

**Answer:** There is no comprehensive age or configuration data available for existing equipment. Fulton County expects that this information will be gathered during the assessment phase.

**Question:** Need a walk-through of existing current network infrastructure setup now for their LAN/WAN, and all network areas. When can this be done?

**Answer:** Such a "walk-through" is not being provided as part of this RFP

**Question:** How much has your network grown in the last 3-5 years and what is the projected growth?

**Answer:** The concept of “network growth” is a broad term... This question cannot be answered without knowing to which specific metric the question refers.

**Question:** What add-ons have been done or need to be done to the network?

**Answer:** Unknown... The meaning of “add-ons” in the question is not understood.

The network has gone through several improvements over the past few years, but we are unclear as to what specific add-ons this question refers to.

**Question:** Are we looking into specific CISCO camera models?

**Answer:** No

**Question:** Normally video takes lots of space.... What are the backup/archiving/retention policies?

**Answer:** Backup/archiving/and retention requirements may differ according to the specific project and/or application.

**Question:** Do we need to use CISCO storage components?

**Answer:** Cisco must be used if the components are contained within the Cisco product line.

**Question:** Are we required to provide the IT staff after the project implementation is complete or will the existing IT department take over?

**Answer:** Vendor is required to provide the specified warranty maintenance services after installation(s) are complete.

**Question:** Can the training be charged as an hourly rate to at least cover cost of training?

**Answer:** Any required training may be presented as an hourly rate. However, it is important that the training details be itemized, quantified, and included in the advance quote for any particular job or project.

**Question:** For all software and hardware licensing, how do we know the current status of each so that we can integrate into existing system? And, which ones we might could be used for new external systems?

**Answer:** A representative from the County's Department of Information Technology will provide any required licensing information and/or coordination.

**Question:** How many years of SmartNet are requested? **Answer:** Normal is one year.

**Question:** Is there a specific cable color that you prefer?

**Answer:** Cabling will be provided by Fulton County.

**Question:** Please identify the desired scope of maintenance agreements upon the expiration of Cisco Systems warranty period:

**Answer:** The County desires options for 24x7x4hr onsite response, as well as Next Business Day (NDB) onsite response, parts/and labor included maintenance/repair service for all systems and components to be available. A complete description of these optional services should be included within the proposal.

**Question:** If permits are required will the awarded vendor be responsible for obtaining permits or will the County be responsible?

**Answer:** The vendor will be responsible.

**Question:** Will Fulton County provide existing AutoCAD drawings or PDF floor plan for each of the buildings on the list?

**Answer:** Fulton County will provide existing drawings or plans where available.

**Question:** During this project the need for port augmentation will be required. Will the needed switches be provided by FCG or the awarded vendor?

**Answer:** Fulton County will provide network switches when required.

**Question:** Will FCG provide a lockable storage and staging or laydown area for the awarded vendor to lockup materials?

**Answer:** Fulton County will make every effort to provide a relatively secure storage area for vendor use when needed for particular jobs or projects. However, the provision of such storage space cannot always be guaranteed.

**Question:** Will FCG expect the awarded vendor to support/staff multiple project sites at any given time?

**Answer:** It is possible that Fulton County may assign multiple jobs or projects which are intended to proceed concurrently.

**Question:** Does the first area of Pricing for Cisco Products and the second area of Pricing for Labor and Non-Cisco material each carry a 5% weighting within the 10% Weight of the Cost Proposal in the evaluation Criteria?

**Answer:** Yes

**Question:** Will CAD drawings of the Government Center Campus, Justice Center Campus and other buildings to be upgraded be made available to the winning contractor for the "Design Phase"?

**Answer:** Requested drawings will be provided to contractor if available.

**Question:** How will the successful vendor structure coordination with the County's indoor wiring Vendor? Who will manage this process with regard to scope definition, scheduling/installation milestones, quality control, warranty, scope completion certification, invoicing and payments?

**Answer:** A County staff member will be designated as primary vendor contact for all aspects of each individual job or project. He or she will assure successful coordination as necessary

between vendor and other County personal and supporting contractors such as the cabling vendor.

**Question:** Will an onsite locked storage location be made available to the winning vendor?

**Answer:** Fulton County will make every effort to provide a relatively secure storage area for vendor use when needed for particular jobs or projects. However, the provision of such storage space cannot always be guaranteed.

**Question:** Will the County provide an onsite office space (telephone, internet, mailing address, locked storage location) to the winning vendor?

**Answer:** The County does not anticipate providing office space, mailing address, or telephone to selected vendor. Wi-Fi Internet access is available in many County locations for guests to connect with their own equipment. Fulton County will make every effort to provide a relatively secure storage area for vendor use when needed for particular jobs or projects. However, the provision of such storage space cannot always be guaranteed.

**Question:** Is the county open to other integrated ACS/CCTV systems other than Cisco given that the counties interest in License Plate Recognition, gunshot detection, and other labor saving analytical technologies capable of discerning actionable criteria from thousands of CCTV cameras is not currently supported by Cisco's integrated system?

**Answer:** No substitutes for Cisco equipment/systems will be acceptable.

**Question:** Does Fulton County desire a price for pulling the wire on the sample project to compare to their internal vendor GA Cables cost for the same service?

**Answer:** No

**Question:** In the sample project should the vendor assume that the poles are hollow?

**Answer:** Yes

**Question:** Should the Cisco Physical Access Gateway be mounted in a Locked, secure enclosure, with UPS Capability? How long should the Modules / Readers / Locks be able to maintain service without power?

**Answer:** Vendor recommendation will be considered by Fulton County after assessment is performed

**Question:** Should the Gateway module, 2 reader module, and/or input module be located in a secure cabinet in the head-end (HE) room in the sample project or located in an enclosure above the door?

**Answer:** Vendor recommendation will be considered by Fulton County after assessment is performed

**Question:** Are we to assume the Client computer in the sample project will have a video card which can drive the 42" LCD display? What is the distance from the client to the display? Where is the client and 42" display located? Is the network drop for the client by others?

**Answer:** Yes, display will be a short distance from the client.

**Question:** Are any frames of the cameras in the sample project to be recorded when they are not detecting motion?

**Answer:** This will be decided by the need of the agency for each particular location.

**Question:** Should the PTZ's for storage calculation purposes be treated like fixed cameras, or what percentage of PTZ Motion should be used?

**Answer:** Vendor recommendation will be considered by Fulton County after assessment is performed.

**Question:** Would Fulton County allow vendors to propose a solution specific to the "outdoor" street surveillance system (Fulton Industrial Blvd and Old National Hwy) requirements and not propose a solution for the Cisco/access control requirements?

Answer: No

Question: Is the outdoor solution required to integrate with the CISCO solution for Fulton County's government campus buildings? If so, please elaborate.

Answer: No

Question: For the outdoor surveillance system (Old National Hwy, Fulton Industrial Blvd), please elaborate on what Fulton County expects from a user interface. Describe the basic functionality, how it is accessed and the level of integration (if any) with the CISCO VMS desired for the Fulton County government campus.

Answer: Please refer to the scope of work section in the RFP. Vendor recommendation will be considered by Fulton County after assessment is performed

Question: Can Fulton County identify all networked assets (poles, towers, buildings, etc. that have access to the County network) along Old National Hwy and Fulton Industrial Blvd? Including any fiber runs if available?

Answer: Fulton County cannot identify all of this data at this time. This will be determined during the physical assessment phase for each location/project.

Question: Please identify the system used by Fulton County Police for computer aided dispatch (CAD) and automatic vehicle location (AVL).

Answer: CAD and AVL systems are unrelated to this RFP.

Question: Please identify the in-car camera system used by Fulton County Police.

Answer: In-car cameras are unrelated to this RFP.

**Question:** Will FCG provide the electrical and data conduit to the base of the light pole for the exterior cameras? Will both conduits be 2 inches as stated in the documents?

Answer: Yes.... In the representative example used for pricing, Fulton County is providing electrical and data wiring to the base of the poles using 2" conduit.

**Question:** Are the light poles owned and/or operated by FCG? If not, will we need to get 'rightaway' permission to utilize the poles?

Answer: In the representative example used for pricing, the poles are located, owned, and operated by Fulton County in a County owned parking lot.

**Question:** Should we include a UPS in the head-end room to accommodate the recommended equipment?

Vendor recommendation will be considered by Fulton County after assessment is performed.

**Question:** Should we provide/recommend a Cisco Network Switch in the head-end room to accommodate the recommended security equipment? Or will this network switch be provided by FCG.

Answer: Fulton County will provide the network switches

**Question:** Should we include an enclosed lockable cabinet in the head-end room to accommodate the recommended security equipment being provided? Or will this enclosed cabinet be provided by FCG.

Answer: Vendor recommendation will be considered by Fulton County after assessment is performed.

**Question:** Should we provide a data cable patch panel for the cabinet to accommodate the exterior security pole cameras?

Vendor recommendation will be considered by Fulton County after assessment is performed.

**Question:** Should we provide a data cable patch panel for the internal cameras or will this get provided by FCG low voltage contractor?

Answer: Fulton County will provide data cable patch panels.

**Question:** Should we provide pricing to install the Category cabling for the cameras and card readers interior? If yes, should we assume that all of the cable is within 300ft from the head-end?

Answer: All interior category cabling for the cameras and card readers will be provided by Fulton County based upon design drawings provided by proposer.

**Question:** It is our understanding that we will make recommendations for all electrical receptacle devices needed and FCG will provide the requested outlets as required with no additional cost to the vendor.

Answer: Fulton County will provide electrical service and receptacles as required at no cost to vendor.

**Question:** Are we responsible for creating engineering drawing for the category data/security cable runs to the exterior pole cameras only or to all cameras including access control equipment where needed?

Answer: Proposer will be responsible for creating drawings for both interior and exterior devices. Drawings must show locations for all devices and be sufficient for the County's cabling and electrical vendor(s) to provide the appropriate cabling and electrical service where needed.

**Question:** Are we responsible for creating engineering drawing for the AC line Power runs to the exterior pole cameras only or to all cameras including access control equipment where needed?

Answer: See previous Q/A.

**Question:** In reference the pricing we include in the RFP for the J1 drawing, if awarded the project will these same prices be used for year one through year five with economy escalation. If

yes, will we receive work orders to bill hourly or will we receive task orders to price in advance for approval against the three projects listed in the RFP.

Answer: The representative drawing, along with the accompanying pricing detail submitted by each proposer, is intended to establish baseline prices for labor and non-Cisco hardware items. Unless otherwise stated within the proposal, the submitted pricing is expected to remain constant for the same or substantially similar services performed throughout the term of the contract. Any price variation, such as an annual escalation, must be clearly stated and explained within the submitted pricing detail. The vendor selected for award will be asked to provide a separate detailed materials/labor quote for each specific project and/or job which results from the award of this solicitation.

**Question:** When can the successful bidder expect a NTP for this project?

Answer: We would like to have successful vendor begin with first project ASAP after the RFP evaluation and selection process is complete and we receive approval of the award from our Board of Commissioners.

**Question:** Do you have an estimated completion date identify to complete any of the three projects listed in the RFP?

Answer: No specific completion dates have yet been set.

**Question:** In the pre-bid conference it was mention that project #1 and Project #2 may start concurrently. Can you confirm if this is still valid?

Answer: Yes, that is a possibility.

**Question:** Can you provide us with a list of all of your indoor cameras and types for all of your facilities?

Answer: No. We do not currently possess a comprehensive and accurate list.

**Question:** Can you provide us with a list of all of your exterior cameras attached to the building and types for all of your facilities?

Answer: No. We do not currently possess a comprehensive and accurate list.

**Question:** Can you provide us with a list of all of the cameras and types for all of your outdoor pole cameras?

Answer: No. We do not currently possess a comprehensive and accurate list.

**Question:** In the pre-bid it was mention that FCG has a preferred low voltage contractor who will provide all of the cable and equipment room installation. Will FCG consider utilizing the successful bidder as well as your low voltage contractor or only the services of your low voltage contractor?

Answer: We currently have a contractor which we intend to utilize for cabling runs and provision of electrical service outlets. It is not anticipated that we will utilize the successful vendor from this RFP for those purposes.

**Question:** In the pre-bid it was mention that FCG has a preferred Cisco contractor to provide all of the network and equipment room installation. Will FCG consider utilizing the successful bidder as well as your Cisco contractor or only the services of your Cisco contractor?

Answer: We currently have a Cisco vendor contract from which we purchase our Cisco network equipment which includes network switches, routers, and telecom (VOIP) items. It is our intent to obtain Cisco physical security products from whoever receives the award resulting from this RFP.

**Question:** Will FCG require an oral presentation from the select vendors before awarding the contract?

Answer: No

**Question:** During the pre-bid conference it was mention that FCG is currently building a Command and Control Center. Can you provide us with the contractor awarded that project and an

estimated completion date? Also is there currently a Command and Control Center that house all of the security cameras?

**Question:** The command center is not part of the scope of this RFP. Does FCG currently have a wireless outdoor network for any of the installed security cameras? If so, what type?

Answer: We currently have no outdoor wireless network for cameras.

**Question:** Is FCG IT department the owner of this project? If so, will we seek our direction from the IT department win awarded?

Answer: This RFP is a collaborative effort between the Sheriff's Department, Police Department, and Department of Information Technology. The vendor may receive direction from different personnel, depending upon which facility or project is underway.

**Question:** If we are the successful bidder will FCG provide an onsite office and a place to park while working on this project?

Answer: No

**Question:** The Cisco maintenance (i.e. SMARTnet and SAS) to be included in the bid are for 1 year, correct?

Answer: Yes

**Question:** For vendor supplied cabling (e.g. Cat6 UTP), does the county have a color preference/standard for video, security, data, etc.?

Answer: The County's cabling vendor will supply most of the appropriate Cat6, etc.; however there may be instances where miscellaneous cabling will need to be provided by the vendor. Standards will be determined based upon application and project.

**Question:** Please identify the desired scope of the ongoing support (Day-2 Support) contract upon project completion?

Answer: Desired support will be either 24x7x4 or NBD depending on the specific project.

**Question:** If permits are required, will the awarded vendor or County be responsible for obtaining them?

Answer: Contractor

**Question:** Will the County provide existing AutoCAD drawings or PDF floor plans on the list?

Answer: The County will attempt to provide drawings in desired formats when/if available.

**Question:** Will the County or the awarded vendor be required to provide additional network switch ports for the project?

Answer: The County will provide additional switch ports when needed.

**Question:** Will the County provide a lockable storage and staging area for the awarded vendor to use during the project?

Answer: Fulton County will make every effort to provide a relatively secure storage area for vendor use when needed for particular jobs or projects. However, the provision of such storage space cannot always be guaranteed.

**Question:** Will the County expect the vendor to support//staff multiple project deployments simultaneously?

Answer: It is possible that the County may ask for more than one job or project to be performed in a parallel timeframe.

**Question:** Please clarify the job responsibilities for the labor categories specified in the RFP.

Answer: Existing job titles should be adequate. However, proposer may provide more specific definitions within the categories outlined in the proposal.

ACKNOWLEDGEMENT OF ADDENDUM NO. 2

The undersigned proposer acknowledges receipt of this addendum by returning one (1) copy of this form with the proposal package to the Department of Purchasing & Contract Compliance, Fulton County Public Safety Building, 130 Peachtree Street, Suite 1168, Atlanta, Georgia 30303 by the RFP due date and time **June 21, 2011 at 11:00 A.M.**

This is to acknowledge receipt of Addendum No. 2, \_\_\_\_\_ day of \_\_\_\_\_, 2011.

\_\_\_\_\_  
Legal Name of Bidder

\_\_\_\_\_  
Signature of Authorized Representative

\_\_\_\_\_  
Title

## APPENDIX J – Pricing Schedule

The cost proposal consists of two major areas.

The **first area is pricing** for Cisco products, expressed as a simple percentage of discount from manufacturer's (Cisco) most current list price.

The **second major pricing area for this proposal consists of labor and non-Cisco materials cost** as developed and quoted from a detailed representative project drawing (Appendix J-

- 1) Example of a typical physical security installation project. This representative example is for the purpose of establishing one aspect of the pricing proposal and is not meant to be all inclusive of every installation or project which may be required from the award of this RFP. The respondent is not only required to furnish pricing amounts where indicated, but is also required to document comprehensive labor and materials detail sufficient to clearly convey the cost for all significant components in the representative example. This detail is important because the cost proposal will be used as a pricing basis for all actual installations which are performed from the award resulting from this RFP. Labor and non-Cisco materials prices shall be the same as is listed in the cost proposal for all components and/or system installations which are substantially similar to the representative examples in the cost proposal.

The cost proposal will be evaluated by allocating points in two areas. X points will be given for <sup>1</sup>greatest discount from Cisco list price. X points will also be given for <sup>2</sup>overall lowest labor & non-Cisco materials price for the representative example.

**Percent Discount off of most current CISCO List Price. Must be in form of percentage for entire term of agreement (to include renewals) for all categories of CISCO items.**

Percent Discount off of most current CISCO List Price: \_\_\_\_\_%

Appendix J-1 is a representative project drawing which illustrates a representative example project in which a number of devices are to be installed per RFP specifications inside a building and also on existing poles located outside the building in the paved parking lot. Keep in mind that all **indoor** cabling between the devices and the head-end room (HE) will be provided by Fulton County. However, **outdoor** cabling must be provided by vendor per specifications. By using the information provided in the drawing, as well as information and assumptions in this document, please provide pricing

detail for labor and non-Cisco materials required to complete the project scenario per the specifications contained within this RFP. It is also required that respondent provide detail sufficient to convey the labor and non-Cisco materials cost for all significant components in the representative example project. This pricing detail will serve as a basis for actual cost of substantially similar installations during the term of the award from this RFP. Assumptions for Representative Project Drawing Example (See Appendix J-1)

- All door frames in the representative example are hollow metal frames
- Access Control and Video Surveillance will be integrated.
- Client computer will be provided by Fulton County
- Vendor will provide one 42" 1080P LCD monitor for viewing
- All appropriate switch gear with necessary PoE shall be provided by Fulton County
- All category cable shall be provided and installed by Fulton County Government from the switch gear location to the designated camera/card reader locations as designed by the vendor.
- All rack space shall be provided by Fulton County Government in the room marked (HE).
- The room marked (HE) is where the Head-end shall be located.
- All AC electrical receptacles shall be supplied by the Fulton County at each location designated by the vendor.
- All non-Cisco door contacts, request to exits, electric strikes, card readers, mounts, and miscellaneous hardware shall be provided by the vendor.
- All cabling from the door to the Gateway module, 2 reader module and/or input module is the responsibility of the vendor
- All ceilings are of suspended type, 12' from floor w/ 2'x2' tiles.
- Vendor will be responsible for creating the engineering drawing for the County to run power locations and cable runs.
- All cameras will be at 4 CIF, 7.5 fps and H.264 compression with 80% motion
- All storage calculations will be 30 days of storage
- 24 hours of hands on training of installed systems, divided into 2 hour sessions over 3 days
- Exterior cameras mounted on the building will be mounted at 20'. Exterior of building is red brick.
- Exterior pole mounted cameras will be mounted on existing square metal poles at 25'. There are existing available conduits from the poles to the building. They are 2" and are provided with stub ups in the room marked (HE).
- All cabling from the pole to the building will be provided by vendor.
- Appropriate AC line power will be provided by Fulton County at the base of each pole.

**PRICING FOR REPRESENTATIVE EXAMPLE PROJECT**

<b>Item</b>	<b>Labor / Materials</b>	<b>Position</b>	<b>Hourly Cost</b>
<b>A</b>	<b>Labor</b>	<b>Engineer</b>	
<b>B</b>	<b>Labor</b>	<b>Project Manager</b>	
<b>C</b>	<b>Labor</b>	<b>Senior Technician</b>	
<b>D</b>	<b>Labor</b>	<b>Level-1 Technician</b>	
<b>E</b>	<b>Labor</b>	<b>Other (Please Specify)</b>	
<b>F</b>	<b>Materials (Non-Cisco)</b>	<b>NON- Cisco</b>	
<b>G</b>	<b>Other Cost (Please Specify)</b>	<b>Other (Please Specify)</b>	
<b>Total of A – G</b>			<b>\$</b>

**Note:**

Itemize and explain, in full detail, ALL of the above labor and non-Cisco material costs associated with the representative example project. It is important to associate all labor cost and non-Cisco materials cost to all component items in the representative example project. Attach as many sheets to this proposal as is necessary in order to fully describe.