GENERAL INFORMATION

The Lake Superior School District (the “District”) is requesting proposals from security system providers capable of providing and installing a networked based card access control system that has the ability to integrate with EST3 Fire & Security, digital video and identification badge systems in a multi-facility school environment. The district is seeking RFPs for video surveillance; door intercom system; keycard access control at three locations in one RFP: Two Harbors High School, 1640 Highway 2, Two Harbors, MN, 55616; William Kelley School, 137 Banks Blvd., Silver Bay, MN 55614; and Minnehaha Elementary School, 421 7th St. Two Harbors, MN 55616.

Proposals will be received not later than 12:00 pm Wednesday, September 10th, 2014, at which time the proposals will be opened and recorded as received. Evaluation of proposals will not take place at that time. Award consideration will be made no later than 30 days from the date the proposals are opened.

3. Description of the information and content required for your response is attached to this RFP. Please complete return to:

   Lake Superior School District
   C/o Business Office
   1640 Highway 2, Suite 200
   Two Harbors, MN 55616

4. The contract will be awarded to the responsible bidder whose proposal is within the competitive range and determined to be the most advantageous to the Lake Superior School District, price, and other factors considered. The factors to be considered and the method to be utilized in the evaluation of the proposals are set forth in the attached document. All proposals received by the Business Office of the Lake Superior School District, MUST be completed in their entirety. Proposals that are not completed correctly or that are received incomplete will NOT be considered. Proposals returned without all of the required documentation requested in this RFP will NOT be considered.

6. Return two (2) copies of the proposal
7. Mark the return envelope according to the specifications listed in the attached document.
8. Your signature on the completed proposal will serve as a warranty that your bid is genuine and that this proposal is made without any understanding, agreement, or connection with the same purpose and this proposal is in all respects fair and without collusion or fraud, and you agree with all contract provisions.

SPECIFICATIONS

It is the express purpose of this Request for Proposals (RFP) to acquire the services of an experienced, qualified Security Systems Integrator Contractor to install and integrate security systems in (3) schools for the Lake Superior School System, hereinafter “the Owner”.

Scope of Services

The project involves the specification, procurement, installation and programming of security components to include Card Access Control, Network Digital Video and Audio Video Door Intercom. The specified “system” shall meet or exceed the Lake Superior School Department Information Security Standards for “Application Security”. The “system” shall have the ability to manage remote locations using access levels, codes or areas such that access to said facilities may be managed by an appropriate Lake Superior Administrator.
3.0 PRE-PROPOSAL INSPECTION OF SCHOOLS:

All bidders are invited to view the buildings on:
Please call Debbie Peterson at 218-834-8216 in advance for an appointment.

4.0 SPECIFICATIONS:

Successful bidder, hereinafter “Contractor”, shall furnish all equipment, materials, labor, supervision, insurance, and planning necessary to provide the following:

4.1.1 The most appropriate and cost effective integrated card access control system solution incorporating badge identification, closed circuit television video systems, and hybrid network video recording for the integration of security systems at 3 schools. This system will include and integrate with a video intercom system capable of releasing or temporarily unlocking the door(s) to which access is requested in order to facilitate visitor access.

4.1.2 Security System Head End

4.1.2.1 The security access system head end shall consist of a client-server relational and scalable database based system where the security system application specified shall operate in a multi-user environment.

4.1.2.2 The security access system application specified shall meet or exceed the Lake Superior School Systems Information Technology standards for application security.

4.1.2.3 The security access system application specified shall include a method or module for the performance of backing up the database.

4.1.2.4 The security access system application specified shall possess the ability to accept information from other Lake Superior database resources. If the application that is being specified does not provide for such a feature “out of the box”, then the manufacturer of the specified security system application must possess the ability to provide for customized database solutions. An example of this feature would be the future database feed of the student\teacher database to the proposed security system access control cardholder database in a common CSV or XML format.

4.1.2.5 The security access system application specified shall have the ability to operate in a network environment using standard TCP/IP protocols.

4.1.2.6 The security access system application specified shall have the ability to integrate with EST3 fire & security (serviced & supported by ESC Systems).

4.1.2.7 The security access system application shall be specified with a minimum ten (10) users.

4.1.2.8 The security access system application specified shall be specified to accommodate future growth of the system from a user, cardholder and field equipment component perspective.

4.1.2.9 The security access system application specified shall allow the end user to designate any Lake Superior School System computer as a “client” on the networked system. The system shall allow a client computer to connect to any of the three (3) building locations, functioning as one integrated system via the network.

4.1.2.10 The security access system application specified shall provide for robust system reporting such that the end user is able to retrieve and print system related activity and transactions.
4.1.2.11 The security access system application specified shall allow for the on-line monitoring of cardholder and alarm transactions from any networked connected client on the Lake Superior School District’s wide area network.

4.1.2.12 The security access system application specified shall allow for the integration between the existing EST3 fire & security monitoring system (serviced & supported by ESC Systems) and the specified access control system such that identified administration card swipes will allow for zone disarming on the EST3 fire & security alarm system (serviced & supported by ESC Systems) therefore eliminating the requirement to card in and then physically disarm the alarm system.

4.1.3 Intercom Systems

4.1.3.1 Video Intercom Access Entry Systems shall be installed at the following locations:
* Minnehaha Elementary: Install (3) Video Door Stations: Front Door, Receiving Door, Handicap access door.
* Two Harbors High School: Install (4) Video Door Stations: Loading Dock, Main Hwy 2 Entry, District Office Entrance and Lower Level Door 12.
* William Kelley School (Silver Bay): Add (3): Fitness Center Entrance, Main Anchor Door, and Receiving door.

Furnish and install a single door Video Intercom system for ECFE.

4.1.3.3 The video Intercom master stations shall be located in the field by the end user prior to installation and configured such that the end user can remotely open the door/s to which the video or standard intercom is associated. Video Intercom Master Stations will be located in the following locations:
* Minnehaha: Elementary School Office
* Two Harbors High School: High School Office, District Office
* William Kelley School: (2) Main High School Office and Fitness Center, A third Master station location in the Principals office will be wired only.

4.1.4 Video Systems Head End

4.1.4.1 The specified video system head end shall consist of a Hybrid Analog/IP network video recording device or equivalent solution. Exacq LC Series 1604-48400.

4.1.4.4 The Hybrid Analog/IP network video recording device may be a PC based or non-PC based system, but must have web enabled capabilities. Each device will include a minimum of 16 Analog channels via BNC connectors and up to 16 IP Camera connections.

4.1.4.5 The Hybrid Analog/IP network video recording device specified shall contain a minimum of 4TB of hard drive storage space. Required storage is a 31 day rotation.

4.1.4.6 The Hybrid Analog/IP network video recording device specified shall, at a minimum, allow for the recording of video at 30fps (frames per second) across all video channels.

4.1.4.7 The Hybrid Analog/IP network video recording device shall contain a “watch dog” feature which allows the network video recording device to automatically continue
recording after the device has been reset/rebooted due to power or mechanical failure.

4.1.4.8 The Hybrid Analog/IP network video recording device specified shall utilize a “first in – first out” overwrite method when overwriting video that has been stored (commonly referred to as FIFO method).

4.1.4.9 The Hybrid Analog/IP network video recording device specified shall allow for remote playback of stored video as well as live remote viewing via client installed playback/live video software. Video playback must be properly functioning to allow for playback over the internet to both local and remote sites. Technicians must be able to allow for playback access through a firewall and filter. Software playback must be tested and confirmed for remote access before the project is complete.

4.1.4.10 The Hybrid Analog/IP network video recording device specified shall be capable of being “rack mounted”

4.1.4.13 No CCTV monitors will be specified as part of this RFP. Flat panel computer monitors will be utilized. These monitors are not part of this RFP.

4.1.4.14 A video cabinet, with associated cabinet cooling fans, shall be specified in order to neatly store the video head end equipment for the William Kelley School and Minnehaha Elementary school buildings, the cabinet shall be sized such that the digital video recorder will fit neatly inside. Three (3) sides of the video equipment rack will be solid or solid/louvered. The primary front door shall contain a solid frame with Plexiglas center. The video cabinet shall be specified as a standard 4U cabinet or equivalent. At the Two Harbors High school the existing racking system shall be reused.

4.1.5.16 Equipment must be compatible with the existing security equipment located at William Kelley School and Two Harbors High School. New/additional locations will be installed as follows:

- Minnehaha Elementary: (2) New Hybrid/IP Appliance
- Two Harbors High School: (3) New Hybrid/IP Appliance
- William Kelley School: (2) New Hybrid/IP Appliance

4.1.5.17 The Video Equipment at Minnehaha will be relocated from the boiler room to a location In the custodian’s office. Bid shall include materials and labor required to pull cables back to the new location. Cabinet and mounting hardware should be included with the bid. THHS and KHS will use the existing locations for the Video systems appliances.

4.1.5 Closed Circuit Television Video Systems (CCTV) Cameras

4.1.5.1 All cameras specified, procured and installed will be suitable for the locations they are intended for interior and exterior locations.

4.1.5.2 Weatherproof and vandal resistant cameras will be installed on the exterior of the schools identified.

4.1.5.3 The cameras specified for various locations shall be: or Equivalent TruVision UVD-6120-2-N Dome Camera
TruVision UVD-6130VE-2-N Dome Camera
TruVision DR-RWM Wall mount bracket for UVD series
TruVision TVP-12DNE Outdoor PTZ Camera
TruVision TVP-WM Wall mount for PTZ
TruVision TVD-M1210W2-2-N Mini Vandal Dome Camera
TruVision TVD-M2210V-2-N Vandal Dome Camera
TruVision TVD-M2-WM Wall mount
TruVision TVD-N225E-2M-N Outdoor Vandal Dome
TruVision TVD-SNB Mounting Bracket
TruVision TVC-M5220-1-N Camera
TruVision 5MP D/N Lens
TruVision TVC-OH-H Outdoor housing with heater
TruVision TVC-M-WM Wall mount bracket

4.1.5.4 The cameras specified shall be vandal resistant.
4.1.5.5 The cameras specified exterior shall contain heater components.
4.1.5.6 The cameras specified shall contain an adjustable verifocal lens.
4.1.5.7 The cameras specified shall utilize back-light compensation.
4.1.5.8 The cameras specified shall utilize auto iris features.
4.1.5.9 The cameras specified shall be low light capable.
4.1.5.10 The cameras specified shall utilize technology such that the camera utilizes color by normal day light and black/white by night or when exterior lighting levels do not support color resolution.
4.1.5.11 The cable for existing analog cameras that are to replaced shall reuse existing cable where possible unless it is determined that cable is deficient for the intended purpose.
The cable specified for all new exterior IP cameras shall be at a minimum Cat5 with a power pair.
The cable for new interior IP cameras shall be at a minimum Cat5.
POE switches shall be furnished by the owner and are not part of this contract.
4.1.5.12 The cable specified shall be in conduit between the mounted camera and the CCTV head end in areas where the cable is exposed and not run behind walls or in ceilings.
4.1.5.13 Camera placement and installation shall be specified in the field by the end user.
4.1.5.14 Camera locations:

Two Harbors High School:
(1) – Replace analog camera - Outside bus wing doors (Exterior)
(1) - Replace analog camera - Staff parking lot (Exterior PTZ)
(1) - Replace analog PTZ camera - HS Main office/railing
(1) - Replace analog camera - Pool bleachers
(1) – New Interior IP Dome camera – Community/ITV room
(1) - New Interior IP Dome camera - Main hallway bathrooms
(2) - New Interior IP Dome cameras - Band/Choir Hallway
(1) - New Interior IP Dome camera - Stairwell by the Jr. High Wing
(2) - New Interior IP Dome cameras - Locker bay covering the bathrooms
(1) - New Exterior IP Dome camera – Staff Parking lot
(1) - New Exterior IP Dome camera – Main Entrance
Minnehaha Elementary School
(1) – New Exterior IP Dome camera – Kids & Co. entrance
(1)– New Interior IP Dome camera – 134/ITV Room
(2)- New Exterior Fixed Dome camera – Playground

William Kelley School
(1) - New Interior IP Dome camera – Media Center/ITV Room
(1) - New Interior IP Dome camera – Auditorium foyer
(1) - New Interior IP Dome camera - Garage exit to corridor

4.1.7 Field Devices & Locking Hardware

4.1.7.1 HID IClass card reader technology or equivalent shall be specified.
4.1.7.2 A minimum of 37bit IClass encryption technology shall be specified.
4.1.7.4 Non card reader doors containing third party alarmed surface mounted door contacts shall be re-used where possible such that the door contacts report to the EST3 fire & security alarm system (serviced & supported by ESC Systems) AND the specified access control system.

4.1.7.5 Identified door access at the 5th Ave Handicap Accessible door at the Minnehaha shall have an actuator delay installed.
4.1.7.7 Where possible, existing door hardware shall be re-used and modified through the use of electrification kits. Where existing door hardware cannot be re-used, other locking devices may be substituted however, positive latching must be taken into consideration and maintained so that access control is not compromised during power loss, fire alarm etc.
4.1.7.8 Locking hardware that is modified for electrification or installed new must comply with the means of egress code. It is the responsibility of the contractor to ensure that field components that are specified as part of this RFP meet the aforementioned means of egress code.
4.1.7.9 Field Access Control panels (TruPortal TP-SYS-2D & TP-ADD-2D) shall be specified with IP connectivity. Door access and schedules must be remotely programmable through a web browser access control system.
4.1.7.10 Access Control panels and lock power supplies shall be connected to a battery back-up panel such that power is maintained for a minimum of 4-6 hours to the associated lock power supplies and field access control panels.
4.1.7.11 All lock power supplies that are specified MUST have the ability to be monitored for lack power loss. If utilizing Altronix lock power supplies, UMB option must be specified so that loss of lock power generates an alarm output. This alarm output must be wired such that the transaction is recorded by both the access control system.
4.1.7.12 New door locking mechanisms shall be specified and installed for identified locations at the Minnehaha Elementary, Two Harbors High School, & William Kelley School.
4.1.7.13 HID IClass card reader software to user access cards must be specified for following locations: William Kelley Schools in Silver Bay and the Minnehaha Elementary. Cards and software must be compatible with the existing system at the THHS location. Key cards must be integrated, compatible and programmable for all 3 building locations.
4.1.7.14 HID IClass card reader will be located at the following locations:
  * Minnehaha Elementary: (5) total: 5th Ave Handicap Accessible Entrance, Main Entry Door, Loading Dock, Playground Entrance, Kids and Co entrance.
  * William Kelley School (Silver Bay) (5) total: Fitness Center Entrance, Main Anchor Door, Loading Dock Entrance, Auditorium Foyer Entry, ECFE Entrance.
  * Two Harbors High School: Replace (9) existing locations, (1) new ECFE entry.

4.2 Contractor shall meet and/or exceed all specifications listed herein.
4.4 Completion: Contractor shall satisfy and complete all work covered in this RFP within 120 days from Notice of Award by the Owner.
4.5 Warranty: Contractor shall honor warranty repair requests within 24 hours of notification by Owner and within 4 hours of notification by Owner in emergency situations. The contract shall provide at minimum a 1-year warranty on all parts and labor. Contractors shall provide warranty information and extended warranty prices in the proposal.

4.6 Training:
  4.6.1 Contractor shall provide Owner’s employees with proper training at each site on the operation of all systems, software and equipment.
  4.6.2 Contractor shall provide details of training in the proposal.
  4.6.3 Contractor shall train Owner’s employees to identify and understand needed repair, perform system testing and address all components offered and shall provide details of this training in the proposal.
4.7 All equipment offered shall have the ability to integrate products from multiple sources without the need for custom development.
4.8 All components shall be fully addressable, and Owner shall be able to acquire all test equipment.
4.9 The Owner will supply electrical outlets and relay connection to fire alarms system if needed.
4.10 The Contractor must provide the following information with the bid:
  4.10.1 Proof of Minnesota licensing

4.11 School Facility and Associated Equipment: (It is the responsibility of the Contractor to determine items that might be needed to complete this job. With the exception of electrical outlets, this project should be bid with all equipment and labor necessary to complete the job in total. Items listed below are provided to give each bidder the “grade” of product we are looking to install. All products must be UL listed.)

4.11.1 Three Schools each with the following components

Two Harbors High School:

1 – Video Intercom Central Exchange Unit for up to 4 Masters – 8 Doors (Aiphone AX series)
2 – Video Intercom Desktop Master Station (Aiphone AX series)
4 – Video Intercom Surface Mount Door Stations (Aiphone AX series)
2 – Replacement exterior analog PTZ cameras
2 - Replacement interior wall mount analog cameras
5 - Fixed position interior IP Dome cameras
2 - Fixed position exterior IP Dome cameras
3 - Hybrid Analog/IP Camera appliance
Misc. software, wire, hardware, pipe, etc.

Minnehaha:
1 - Video Intercom station entry control systems (Aiphone AX series)
1 - Master Video Intercom station with door release (Aiphone AX series)
1 – Video Master and Surface mount door station for Kids +Co (Aiphone JFS-2AEDV)
1 - Access Control Panel-IP Addressable for door contact monitoring.
2 - Fixed color exterior surface mounted camera as previously specified.
5 – Access Control swipe panels for doors specified.
1 - Access Control System Head end as previously specified.
2 - Sixteen (16) channel NVR, as previously specified, sized appropriate for individual school system (*Relocated from Boiler room to Custodian’s Office)
1 – Reuse the existing CCTV Systems rack cabinet
1 - Door hardware (actuator delay)
Door locking hardware as required
Misc. software, wire, hardware, pipe, etc.

William Kelley School
1 - Video Intercom station entry control systems (Aiphone AX series)
3 - Master Video Intercom stations with door release (Aiphone AX series)
1 – Video Master and Surface mount door station foe ECFE (Aiphone JFS-2AEDV)
1 - Access Control Panel-IP Addressable for door contact monitoring.
3 - Fixed color Interior surface mounted cameras as previously specified.
5 – Access Controls swipe panels for doors specified.
1 - Access Control System Head end as previously specified.
2 - Sixteen (16) channel NVR, as previously specified, sized appropriate for individual school system.
1 - Video Equipment Rack cabinet as previously specified.
Surface mounted door contacts as required.
Misc. software, wire, hardware, pipe, etc.

5.0 SUBMITTALS:

5.1 Contractors shall submit the following, with proposals:
5.1.1 Warranty information with pricing, if applicable.
5.1.2 Training information with pricing, if applicable.
5.1.3 References, including sites where contractor’s equipment and/or services have been previously installed or utilized.
5.1.4 Evidence that personnel and installers are qualified and certified by the manufacturer(s) to install the equipment offered.
5.1.5 (1) Proposal must be submitted, school locations: THHS, Minnehaha and William Kelley School: Security and door access control, video surveillance NVR’s - cameras, and intercom systems

5.2 Contractor shall submit the following, upon award of contract:
5.2.1 CAD floor plan drawings of all equipment placements, CAD riser diagram and point to point wiring diagram. (CAD floor plan provided by owner)
5.2.2 All licenses as required by federal, state and local regulations.
6.0 COMMUNICATIONS AND REQUESTS FOR ADDITIONAL INFORMATION:
All communications and requests for additional technical information shall be directed to Lance Takkunen, Business Manager, 1640 Highway 2, Two Harbors, MN 55616, 218-834-8216

Insurance Requirements
For proposal purposes, proposers must submit copies of certificates of insurance as follows:
- Automobile liability @ $1,000,000 per occurrence
- Comprehensive general liability @ $1,000,000 per occurrence/$2,000,000 aggregate
- Workers Compensation @ statutory
- Disability benefits @ statutory
- Professional liability @ $500,000
- Excess umbrella @ $2,000,000 per occurrence/aggregate

GENERAL TERMS AND CONDITIONS:

7.1 FORM:
All responses to a Request for Proposal (RFP) may be on the Contractor’s letterhead or form. Response to an RFP shall address all sections of the RFP and must include a signature of the Contractor. All offers must be submitted in a sealed envelope plainly marked using the RFP name, date and time of receipt of proposals.

7.2 OPENING DATE/TIME:
If offers and amendments thereto, or withdrawal of proposals submitted, are received by the Owner after the date and time specified for scheduled opening, they will not be considered. It will be the responsibility of the Contractor to see that his offer is in the Administration office by the specified time and date. There will be no exceptions. Date of postmark will not be considered.

7.3 INCONSISTENCIES IN CONDITIONS:
In the event there are inconsistencies between the General Terms and Conditions and the Special Terms and Conditions, if any, and/or other schedules contained herein, the latter two shall take precedence.

7.4 CLARIFICATION OF TERMS:
If any prospective Contractor has questions about the specifications or other solicitation documents, the prospective Contractor should contact the buyer whose name appears on the face of the solicitation. Any revisions to the solicitation will be made only by written addendum issued by the buyer.

7.5 ETHICS IN PUBLIC CONTRACTING:
By submitting their proposals, all Contractors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other contractor, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised unless consideration of substantially equal or greater value was exchanged.
8.0 INFORMATION FOR OFFERORS RESPONDING TO REQUEST FOR PROPOSALS:

8.1 Award official will be made to the most responsible and responsive contractor as determined by the Owner. No official award will be made before getting the consent of the School Committee.
8.2 Acceptance of a proposal by the Owner is not an order to proceed.
8.3 All proposals must be signed with the firm name by a responsible officer or employee. Obligations assumed by such signature must be fulfilled.
8.4 Verify your proposals before submission as they cannot be withdrawn or corrected after being opened. Incomplete proposals will result in the disqualification of the contractor and associated proposal from the bid process.
8.5 Conditional proposals or proposals not prepared and submitted in accordance with provisions hereof will not be considered.
8.6 Two (2) copies of your proposal are required.

PROPOSAL SUBMISSION

(2) complete sets of the proposal are to be submitted to the District by 12:00 pm Wednesday, September 10th, 2014, and clearly labeled as follows:

Lance Takkunen  
Business Manager  
Lake Superior School District  
1640 Highway 2, Suite 200  
Two Harbors, MN 55616  
“RFP – Security Systems”

EVALUATION CRITERIA:

Proposals shall be reviewed by the Lake Superior School Business Manager and an Independent Consultant. The Business Manager and Consultant shall evaluate each proposal based on the criteria listed below and submit a company’s name to the School Committee for approval. Contractors should ensure that all elements of the criteria are fully covered in their proposals.

10.1 Proposed systems and contractors will be evaluated on the following criteria:

10.1.1 Appropriate solution for achieving the purpose of the RFP.
10.1.2 Cost effectiveness.
10.1.3 The ability to provide service, as well as past performance of the Contractor.
10.1.4 The ability to provide maintenance and monitoring in the future.

AWARD OF CONTRACT:

Based on reviewing responses to RFP’s it is permissible for the Owner to interview a couple of the leading contractors. These contractors are encouraged to elaborate on their qualifications, performance data, staff expertise pertinent to the proposed services, as well as alternate concepts.
11.0.1 At the conclusion of discussions as outlined above, on the basis of evaluation criteria published in this RFP and all information developed in the selection process to this point, the Business Manager and an Independent Security Consultant shall select the contractors whose professional qualifications and proposed services are deemed most meritorious. One contractor will be put before the School Committee for approval.

12.0 CHANGE ORDERS:

Additional Work
Before any work under the contract shall qualify as additional work, the Contractor shall notify the Owner in writing of his intention to treat certain work, if performed, as additional work and his reasons. If written notice is not given, no claim for additional work will be honored. Notice by Contractor shall not be construed as proving the validity of the claim.

13.0 SYSTEM ACCEPTANCE TESTING:

The selected security system integrator \ contractor, upon the completion of installation, shall test system software, components and field devices to ensure proper function. The selected security system integrator \ contractor will work with the identified Lake Superior Management person(s) in the performance of acceptance testing in order to ensure that installed systems and components have been installed according to manufacturer specifications, are operating as they are designed to operate, that installed components meet means of egress code of the state of Minnesota and that the installation and operation of the system meets with the approval of the Lake Superior Public Schools.

14.0 AS-BUILT DRAWINGS:

The selected security system integrator \ contractor shall, upon completion of installation and acceptance testing provide to the Middletown, Rhode Island School Facilities Department AS-BUILT drawings showing all installed security system components in their installed, tested and accepted state upon completion of this project. AS-BUILT drawings shall include the following:

- Floor plans showing device installation locations.
- Riser diagram with cabling notes.
- Point to Point wiring diagrams of installed system components.
- The above AS-BUILT drawings shall be provided in hard as well as soft copy.