



Haywood County Schools
Request for Proposal
Proposal Name: HCS Security Camera
RFP Posted: January 24, 2024
Deadline: February 5, 2024 at 4:00 PM

Project Background and Description

Haywood County Schools is accepting proposals for per unit pricing for IP based security cameras, mounting hardware, and licenses.

Quotes obtained from this RFP will be used for local, state, and/or federal purchases from now until June 2024. Quotes may be used for one initial order and some additional follow up equipment as funding allows until June 2024.

Project Scope

Upon completion of this bid process and the winning proposal by the Haywood County Schools (HCS) Board of Education, HCS intends to purchase at least 360 new IP based security cameras, mounting hardware, and licenses. HCS currently has approximately 500 security cameras with NUUO/Zavio software. We intend to overhaul our current security camera infrastructure and replace it with a new system that will integrate with our 2N access control system.

HCS will choose a winning vendor based on “best value” and most advantageous to Haywood County Schools. OEM’s are encouraged to provide all resellers with “first-preferred vendor” pricing for this project. Following approval of the winning proposal, a purchase order will be issued to the winning vendor as soon as possible.

All of the devices must be delivered to a single location at Haywood County Schools Instructional Technology Center located at 161 Bryson St. Waynesville, NC 28786. There is no loading dock at the delivery location, so the delivery vehicle should be equipped with a lift gate if it is a large truck.

Scope of Work

The vendor shall:

1. Have previously secured a purchase contract of similar size and value.
2. Have been in the business of selling IP surveillance for a minimum of three (3) years. Include a verification statement in the proposal that confirms the number of years the vendor has been in the business of selling cameras.
3. Provide three (3) references from current customers that have made volume purchases similar in scope to this procurement. Each reference must contain the point-of-contact’s name, physical address, and telephone number (at least one contact should be a school system.)

4. Identify the names and contact information for any individuals assigned the responsibility of handling this account.
5. Be the manufacturer, or authorized to purchase products directly from the manufacturer, or a reseller authorized to purchase from a distributor that is factory-authorized to purchase products directly from a camera manufacturer.
6. Be the manufacturer or certified by the manufacturer of the item(s) to provide/facilitate warranty and/or repair on the equipment included in the proposal.
7. Describe in detail any applicable self-maintainer or warranty.
8. Ship all devices and accessories to:
 - Haywood County Schools
 - Instructional Technology Center
 - Attention: (Indicate PO#)
 - 161 Bryson St.
 - Waynesville, NC 28786
9. Ensure the delivery vehicle is equipped with a lift gate if it is a large truck.
10. Include cost of shipping in the bid.
11. Include an estimated amount of time from receipt of PO to fulfillment of the order.
12. Consider any shortages of parts that might affect the ability to meet the shipping deadline. Include an explanation in the bid packet.
13. No products listed on the Secure Equipment Act of 2021 accepted. (Hikvision etc.)
14. Include renewal cost for licensing after first year.
15. Price all licenses for the NVR.
16. Price the cameras and components on a quantity of 1 to make comparison easy. Include prices for mounts and other common accessories.

Camera Specifications/Minimum Requirements

Following are the required specifications for IP Cameras.

Indoor Dome Camera (single sensor)

- 5 megapixel or higher
- Varifocal lens with remote zoom and focus
- Flexible field of view
- Wide Dynamic Range and Optimized IR
- Analytics such as Object Classification
- Multi-stream capable, Zipstream
- H.264, H.265, Motion JPEG
- Day-Night Mode
- Motion Detection
- Privacy Shield and Object Analytics
- ONVIF Compliant
- Power over Ethernet (PoE) IEEE 802.3af/802.3at
- Ethernet, RJ-45
- Surface Mount or Ceiling Mount
- Vandal Resistant

- Example: AXIS M4218-LV or similar

Indoor Dome Panoramic Camera (single sensor)

- 12 megapixel or higher
- Stereographic (fisheye) lens
- 360 degree overview
- Wide Dynamic Range and IR Illumination
- Analytics such as Object Classification
- Multi-stream capable, Zipstream
- H.264, H.265, Motion JPEG
- Day-Night Mode
- Motion Detection
- ONVIF Compliant
- Power over Ethernet (PoE) IEEE 802.3af/802.3at
- Ethernet, RJ-45
- Surface Mount or Ceiling Mount
- Vandal Resistant
- Example: AXIS M4318-PLVE or similar

Indoor/Outdoor Multidirectional Camera (two sensor)

- 5 megapixel or higher per sensor
- Varifocal lens with remote zoom and focus
- Flexible field of view
- Wide Dynamic Range and IR Illumination
- Analytics such as Object Classification
- Multi-stream capable, Zipstream
- H.264, H.265, Motion JPEG
- Day-Night Mode
- Motion Detection
- ONVIF Compliant
- Power over Ethernet (PoE) IEEE 802.3af/802.3at
- Ethernet, RJ-45
- Surface Mount, Ceiling Mount, Wall Mount, Corner Mount, or NPT Mount
- Vandal Resistant
- Outdoor Ready - IP66 or greater
- Example: AXIS P4707-PLVE or similar

Indoor/Outdoor Multidirectional Camera (four sensor)

- 5 megapixel or higher per sensor
- Varifocal lens with remote zoom and focus
- Flexible field of view
- Wide Dynamic Range and IR Illumination
- Analytics such as Object Classification
- Multi-stream capable, Zipstream

- H.264, H.265, Motion JPEG
- Day-Night Mode
- Motion Detection
- ONVIF Compliant
- Power over Ethernet (PoE) IEEE 802.3af/802.3at
- Ethernet, RJ-45
- Surface Mount, Ceiling Mount, Corner Mount, or NPT Mount
- Outdoor Ready - IP66 or greater
- Example: AXIS P3737-PLE or similar

Outdoor Dome Camera (single sensor)

- 4 megapixel or higher
- Fixed Focal lens (wide angle)
- Wide Dynamic Range and IR Illumination
- Analytics such as Object Classification
- Multi-stream capable, Zipstream
- H.264, H.265, Motion JPEG
- Day-Night Mode
- Motion Detection
- ONVIF Compliant
- Power over Ethernet (PoE) IEEE 802.3af/802.3at
- Ethernet, RJ-45
- Surface Mount or Ceiling Mount
- Vandal Resistant
- Outdoor Ready - IP66 or greater
- Example: AXIS M3216-LVE or similar

Outdoor Bullet Camera (long range)

- 5 megapixel or higher
- Varifocal lens with remote zoom and focus
- Flexible field of view
- Wide Dynamic Range and IR Illumination
- Analytics such as Object Classification
- Multi-stream capable, Zipstream
- H.264, H.265, Motion JPEG
- Day-Night Mode
- Motion Detection
- ONVIF Compliant
- Power over Ethernet (PoE) IEEE 802.3af/802.3at
- Ethernet, RJ-45
- Surface Mount
- Outdoor Ready - IP66 or greater
- Example: AXIS P1467-LE or similar

Outdoor Bullet Camera (short range)

- 4 megapixel or higher
- Fixed Focal lens (Wide Angle)
- Wide Dynamic Range and IR Illumination
- Analytics such as Object Classification
- Multi-stream capable, Zipstream
- H.264, H.265, Motion JPEG
- Day-Night Mode
- Motion Detection
- ONVIF Compliant
- Power over Ethernet (PoE) IEEE 802.3af/802.3at
- Ethernet, RJ-45
- Surface Mount
- Outdoor Ready - IP66 or greater
- Example: AXIS M2036-LE or similar

Outdoor PTZ Camera

- 1080p or higher
- Varifocal lens with remote zoom and focus
- 30x optical zoom or higher
- Flexible field of view
- Wide Dynamic Range
- Analytics such as Object Classification
- Multi-stream capable, Zipstream
- H.264, H.265, Motion JPEG
- Day-Night Mode
- Motion Detection
- ONVIF Compliant
- Power over Ethernet (PoE) IEEE 802.3af/802.3at
- Ethernet, RJ-45
- Surface Mount
- Outdoor Ready - IP66 or greater
- Example: AXIS P5655-E or similar

Network Video Recorder Specifications/Minimum Requirements

- Windows 10/11 client required, macOS client a bonus
- Apple iOS App preferred
- Must be able to handle at least 5 people monitoring the cameras at the same time
- Must be able to handle having 16-48 cameras open at the same time by multiple clients
- Thumbnail and/or Smart searching is a bonus
- Support ONVIF Compliant Cameras
- Support Active Directory and user based roles for user management
- Ability to export to .mp4 and native video formats
- Ability to add interactive camera maps into software

- Ability to bookmark events for download
- Ability to blur video within the software
- Ability to group servers and access multiple servers simultaneously
- Ability to integrate with 2N Access Control
- Native 360 dewarping for fish eye cameras and the ability to save preset views
- Analytics preferred (object, vehicles, people, etc.)

Evaluation Criteria

This is a “BEST VALUE” procurement and as such, award will not necessarily be made to the Contractor submitting the lowest priced proposal. Award will be made to the firm submitting the best responsive proposal. The evaluation committee will evaluate and score each proposal in order to determine best value using the following predetermined criteria: unit price, camera meets specifications, ease of use, prior experience, access control integration, NVR capabilities, and additional costs associated with the purchase.

Timeline of Events:

RFP Posting	January 24, 2024
Proposals Due	February 5, 2024 @ 4:00 PM EST
Public Bid Opening	February 6, 2024 @ 10:00 AM EST Instructional Technology Center 161 Bryson St. Waynesville, NC 28786
Vendor Notification	By mid-late February

Questions and Answers

Questions regarding the RFP must be submitted in writing to the following:

techdirector@haywood.k12.nc.us

Please include “RFP for Security Cameras - January 2024” in the subject.

Questions and Answers will be posted at the following site:

<http://www.haywood.k12.nc.us/technology/rfp-faqs/>

Phone calls will not be accepted or returned.

Proposal Submission Requirements

Send only one fully executed, complete proposal to the email address or mailing address below. Faxed proposals will not be accepted.

By email (preferred): techdirector@haywood.k12.nc.us

By mail: Haywood County Schools
Instructional Technology Center

Attn: Kim Jackson
161 Bryson St.
Waynesville, NC 28786

Please include "RFP for Security Cameras - January 2024" in the subject line of the email or on the envelope of a mailed proposal.

Deadline to submit a proposal is 4:00 PM EST on February 5, 2024. Proposals received after 4:00 PM on February 5, 2024 will be disqualified.

Rights of Rejection

The District reserves the right, at its sole discretion, to reject any and all proposals or to cancel this supplemental information in part or in its entirety. Any proposal received which does not meet the requirements of this supplemental information may be considered to be nonresponsive, and the proposal may be rejected. Prospective Vendors must comply with all of the terms of this supplemental information and all applicable State laws and regulations. The District may reject any proposal that does not comply with all of the terms, conditions, and performance requirements of this supplemental information. Prospective Vendors may not restrict the rights of the District or otherwise qualify their proposals. If a proposer does so, the District may determine the proposal to be a nonresponsive counteroffer, and the proposal may be rejected. The District reserves the right, at its sole discretion, to waive variances in technical proposals provided such action is in the best interest of the district. Where the District waives minor variances in proposals, such waiver does not modify the supplemental information requirements or excuse the Prospective Vendor from full compliance with the supplemental information. Notwithstanding any minor variance, the District may hold any Proposer to strict compliance with the supplemental information.

Haywood County Schools reserves the right to select the proposal which in its sole judgment best meets the needs, services and costs of the District.

Please remove all old addresses in your system and make a note of our new billing and shipping addresses.

Shipping:
Instructional Technology Center
161 Bryson St.
Waynesville, NC 28786

Billing:
Haywood County Schools
1233 N. Main St.
Waynesville, NC 28786