



• UNION SCHOOL DISTRICT •

ADDENDUM NO. 1 TO RFP 2122-14 SECURITY CAMERAS DISTRICWIDE

RFP Clarifications

Bosch is the District standard; any proposed hardware must be compatible with the existing platform. The central server is housed at the District Office location. The current server is Bosch DIVAR IP all-in-one 5000.

Q & A

Q: We hold a C-10 License can we submit a proposal?

A: Yes, C-7 or C-10 Licensing is acceptable for this RFP.

Q: Are there any company requirements to be located in San Diego county?

A: No, proposers are not required to be located in San Diego County.

Q: Bosch is named as the manufacturer for expandable servers. Will the district be accepting responses with equivalent manufacturers?

A: Bosch is the District standard; any proposed hardware must be compatible with the existing platform

Q: Has the camera count been specified for each school?

A: Each site has unique needs, the anticipated cameras needed are 10-14 per site

Q: Has the specific camera been determined i.e. 4MP, 6MP, 12MP, 20MP to what camera is going where?

A: Camera specs are listed on the Price Form

Q: Do contractors need to fill out any paper work or prequalify to do work with the District?

A: Contractor registration is done via PQ Bids as stated in the RFP packet.

Q: I see 8 stops for the job walk on June 27th at 8:30am. Will we be meeting at Del Mar Hills Academy, 14085 Mango Dr Del Mar CA 92130?

A: The 1st stop on the Mandatory Job Walk is Del Mar Hills Academy at 8:30a as stated in the RFP packet.

Q: Is this RFP to be Bosch equipment only or is the District entertaining other cameras/platforms?

A: Bosch is the District standard; any proposed hardware must be compatible with the existing platform

Q: Is there a site plan i.e. drawing for each school?

A: The District has identified desired camera locations but will work with awarded contractor for most efficient camera placement.

Q: What is the timeframe and expectations for install?

A: Installation timeframe is 90 days

Q: what is the estimated value and projected start date for work to begin?

A: Estimated value of complete project is \$350,000, Projected start date is July 28, 2022 upon Board Approval. *Start date subject to change at District Discretion.

Q: On Page 9 you have listed out the products that you are looking for and the manufacturer is listed as Bosch. Will the district accept alternate proposal using different camera manufacturers? For example, Hanwha, Axis, Sony or other similar brands?

A: Yes, if they are able to communicate with our existing Bosch hardware for a centralized monitoring.

Q: On Page 9 you have listed out the Divar 5000 All In One recorder with the software VMS licensing. If you agree to other camera manufacturers on question #1, will you also consider alternate VMS solutions from Hanwha, Axis, Sony or other manufacturers solutions?

A: No, must remain Bosch.

Q: On Page 9 you have everything listed as a per unit price. For the installation you only have "installation fee" listed. Is this supposed to be our hourly rate for installation or a per camera installation cost? If a per camera rate, how do you want to see these costs? A minidome camera is quicker to install than a multi-sensor so a single fee does not fit all camera type installs. You also do not list out any rates for cable runs that may be needed. Will you deal with those costs after award as an add to the contract?

A: Installation fee should be inclusive of all 8 sites.

Q: How quickly do you expect to place an order for the hardware? Per the schedule, you will notify the selected vendor on July 28th however product can not be ordered

at that time as there are several tasks that must be completed such as developing a final deployment plan of cameras, locations, cabling requirements etc which may take several weeks as it will most likely require site visits to all locations. Due to product shortages and supply constraints, most manufacturers have been raising their prices every quarter and some have been adjusting them monthly. Will Del Mar Union be able to immediately start the site visits and deployment planning or since it is summer break, will staff have to return in late August first which pushes out product ordering until mid-September? How long after bid submittal do you expect pricing to remain the same without any changes?

A: We anticipate immediately working with awarded contractor to develop a final deployment plan and camera locations.