

01/31/45 -
upgrade to existing

CITY OF FORT COLLINS PARKING

VIDEO SYSTEMS UPGRADE PROPOSAL

REVISION B - 6/18/13

Provided by:

Jeff Brown

BW Systems Inc.

Summary: BW Systems respectfully submits this proposal for upgrading the current video managements system for the City of Fort Collins Parking division. The current Bosch DiBos DVR is no longer manufactured and has become an outdated analog video platform. Our proposal includes replacing the DiBos DVR with a new server running the Salient Completeview network video recording solution. The proposal also includes replacing all of the existing analog with AXIS IP camera models. This is the same solution that we have implemented for the City of Fort Collins Transit division as well as the City of Fort Collins Recreation division. It is reliable, utilizes the latest in network video recording technology, and is simple to use. BW Systems can provide references from the other City departments for further review. In addition, prior to award, BW Systems would like to provide the Parking administration with a demonstration of the recently installed Salient system at the Transit Maintenance facility.

- The Transit pricing couldn't be achieved because the pricing was locked for that registered federal project. However, pricing used for the Recreation department was utilized which is a better value than we provide to a "standard" customer.

Approach: Our approach to the pricing was to provide a base proposal that directly replaces the recording platform while selecting appropriate IP camera models to replace the existing analog cameras. After further discussions with the City of Fort Collins (CFC), the decision was made that CFC will provide the server hardware for the recording server. For the audio portion within the booths, our design includes utilizing the existing microphone technology already in place. However, the new design calls for placing the base microphone units in the booth for both the existing and new microphone. During a site visit, it was found that there are spare outlets in the booth and enough room to install the base units out of the operators way. All camera addition options include IP cameras. In the future, all new cameras added to the system will be IP based and not analog.

IP System items for Consideration: Now that the system will be running on a typical server (not a DVR), it should be considered that the server be placed in a typical location such as an IDF/MDF to ensure proper operating environment (cooling etc.).

Typical bandwidth calculations (note that this cannot be exactly determined but is very close to actual)

Camera Replacements with options

Location	Camera Model	Frames Per Second	Resolution	Bandwidth (MBit/s)
Civic Center Booth 1	P3363VE	10	720 x 480	.251
Civic Center Booth 2	P3363VE	10	720 x 480	.251
Civic Center Laport	P3346VE	10	720 x 480	.251
Civi Center Laport	P3364VE	10	1080P	1.45
Civic Center Mason	P3364VE	10	1080P	1.45
Civic Center Mason	P3364VE	10	1080P	1.45
Civic Center Mason	P3346VE	10	720 x 480	.251
Civic Center Laport option	P3364VE	10	1080P	1.45

Civic Center Mason option	P3364VE	10	1080P	1.45
			TOTAL=	8.25 MBit/s
Location	Camera Model	Frames Per Second	Resolution	Bandwidth (MBit/s)
Old Town Booth	P3363VE	10	720 x 480	.251
Old Town Mountain Ave.	P3363VE	10	720 x 480	.251
Old Town Remington	P3364VE	10	1080P	1.45
Old Town Remington	P3364VE	10	1080P	1.45
Old Town Rem option	P3364VE	10	1080P	1.45
Old Town Mnt. option	P3364VE	10	1080P	1.45
Old Town Vandal option	P3364VE	10	1080P	1.45
			TOTAL=	7.75 MBit/s

- Note: I noticed that I didn't include the 4 interior cameras for the Parking Office in the bandwidth calculations. These will be the Axis P3363V model.
- Majority of the cameras will be the 2.5 to 6mm varifocal lens. If we proceed, we may examine if there needs to be any 3.3 to 12mm varifocal lenses. There is no difference in cost

Salient Systems Information:

CompleteView is a comprehensive video management software (VMS) solution supporting IP, analog and hybrid camera surveillance environments. Available in three editions, ONE, Pro and Enterprise, CompleteView scales from entry level to enterprise and provides everything needed to manage a multi-server, multi-site video surveillance installation from a single desktop, laptop or mobile smartphone.

- Each CompleteView edition includes all clients (Video, Alarm, Mapping and Web).
- Seamless IP and analog camera support gives customers the freedom to choose the best technology to meet their needs.
- CompleteView licensing is one time, per-camera with NO server or client fees; you can mix and move your devices with complete flexibility.
- CompleteView is fully upgradable from ONE to Pro to Enterprise so you get exactly what you want, when you want it.
- Known for its ease of use, CompleteView provides a consistent user experience so there's no need to retrain when you upgrade; the user interface is the same throughout the editions.

As the recognized transition leader, Salient provides the industry's most straight forward, cost effective approach to video surveillance and its transition from analog to IP surveillance solutions. The simplicity

of Salient's CompleteView™ VMS lies in the consistent user experience from single server to multi-server environments. CompleteView is a comprehensive VMS solution available in three editions: ONE, Pro and Enterprise which support IP, analog and hybrid systems. Each CompleteView edition includes all clients (Video, Alarm, Mapping, Web and CV SpotLight) and scales from entry-level to enterprise installations. Seamless IP and analog camera support gives customers the freedom to choose the best technology to meet their needs. Since CompleteView is licensed per camera with no server fees, you can mix and move your cameras with complete flexibility and no extra fees. The CompleteView product line is fully upgradable from ONE to Pro to Enterprise so you get exactly what you want, when you want it. There's no need to retrain when you upgrade; the user interface is the same throughout the CompleteView VMS editions.

Salient Yearly Upgrade Plan YUP:

The Salient Yearly Upgrade Plan (YUP) is an annual cost per camera license that enables end users to receive Salient product updates, software maintenance releases, and software patches at no additional charge. The pricing is based per camera and have been included in the proposal pricing. If the YUP's are not purchased when purchasing the initial software, then any software upgrade desired after initial installation will be at an additional price. The ongoing charge for continuing the YUP is billed annually. Typically, we make this part of the service agreement so that it's automatically taken care of. Please note that the YUP per camera price does not include the costs associated with BW Systems labor supplied to deploy the software upgrades or releases. Below is a summary of the pricing for the YUP.

- **Note: It is highly recommended that the ONE Version NOT BE used in this deployment.**
- Salient Complete View ONE Yup = 13.69/per camera
- Salient Complete View PRO Yup = 31.94/per camera
- Salient Complete View ENT Yup = 36.51/per camera

~~Salient Complete View Pro YUP: \$30.48/per camera Pricing now corrected above~~

~~Salient Complete View Enterprise YUP: \$34.84/per camera Pricing now corrected above~~

PROPOSAL SCOPE OF WORK

1) Base Proposal

- A. Install Microphone cabling in booths to local booth camera.

The cost of this line item is very small - the purpose of the list was to provide a clear idea of the scope of work that would be provided and not a line item for pricing reasons. The pricing for this small piece of the overall booth microphone cost is around \$70.

- B. Configure new NVR with Salient CompleteView for 16 Cameras (server provided by CFC).
Cost = \$791.93

- C. Configure CompleteView for new cameras. Same as item B. above.

- D. Install client applications as necessary (includes up to 4 client workstations).

There really isn't a direct cost for this in the pricing. The client installation is relatively simple but the we have to put a max number of clients in the Scope of Work because we have been in situations where the client assumed we would be installing numerous (in some cases up to 20) clients that weren't accounted for. There are no savings available for a lower number or in-house installed client applications.

- E. Parking Office: 3 New IP Cameras w/Audio (Axis P3363). [Front Desk]

- Cost of all the cameras =

P3363V	\$695.05 (+ship)
P3363VE	\$854.15 (+ship)
P3364VE	\$893.93 (+ship)
P3346VE	\$1,152.46 (+ship)

- Cost of installation per camera:

- Material: Camera, new mount, mic cable \$907.10
- Labor: microphone cable, camera etc. \$741.62

TOTAL = \$1,648.72

- The three interior front desk cameras are unique in that we need to modify new mounts to drop down from the ceiling. The current mounts aren't useable.

- F. Parking Office: 1 New IP Camera (Axis P3363). [Lobby]

- G. Civic Center Parking: LaPorte St Booth New IP Camera (Axis P3363).[Laporte Booth]

- H. Civic Center Parking: License Plate Camera New IP Camera (Axis P3364).[Laporte Pay Station]

- P3364VE \$854.15 (+ship)

- Cost of installation per camera:

- Material: Camera, \$893.93
- Labor: Camera etc. \$234.20

TOTAL = \$1,128.13

- The installation cost is the same for all garage cameras. The pricing per camera should only fluctuate based on the pricing of the actual camera model/mount type.

I. Civic Center Parking: Wide Area Coverage New IP Camera (Axis P3346).[Laporte Exit]

- P3346VE \$1,152.46

- Cost of installation per camera:

- Material: Camera, mounts	\$1,348.35
- Labor: Camera etc.	<u>\$546.46</u>

TOTAL = \$1,894.81

J. Civic Center Parking: Mason St Booth New IP Camera (Axis P3363).[Mason Booth]

K. Civic Center Parking: 2 License Plate New IP Cameras (Axis P3364. Axis P3346).[Mason Pay/Reverse]

L. Civic Center Parking: Center Reverse Lane New IP Camera (Axis P3346).[Mason Exit]

M. Old Town Parking: Remington Booth New IP Camera (Axis P3363). [OTPS Booth]

N. Old Town Parking: Mountain St Entrance New IP Camera (Axis P3363). [OTPS Mtn entrance]

O. Old Town Parking: Self Pay Exit New IP Camera Remington (Axis P3364).[OTPS Self Pay]

P. Old Town Parking: License Plate New IP Camera (Axis P3364).[OTPS Rem Exit]

Q. Civic Center License Plate Camera New IP Camera addition (Axis P3364). [Laporte Reverse In]

R. Civic Center Mason Microphone (formerly an optional item)

~~S. Civic Center Laporte booth second microphone. Moved to options~~

~~T. Old Town booth second microphone. Moved to options~~

U. **Audio redesign for all booths:**

- Scope of Work: Move base stations from IT closet location into booths and reconnect to replacement IP camera. This is necessary when replacing booth cams with IP cameras.

- Cost = \$280 in labor each

- Scope of Work: When adding a 2nd microphone , then we need an additional
- Microphone combiner along with moving the base station from the IT closet to the booth location.

- Cost Each = Material (combiner, 2nd mic)	\$323.51
Labor	<u>\$507.43</u>

TOTAL=\$830.94

2) Option/Adds Scope Of Work:

Civic Center Parking Structure Options:

Option 1 - Add new Entrance Cameras (AXIS P3364-VE 12mm D/N).

Option 2 - Laporte Booth 2nd Microphone

Old Town Parking Structure:

Option 1 - Add license plate camera at Remington St. booth (AXIS P3364-VE 12mm D/N).

Option 2 - Add new license plate camera at Mountain St. entrance (AXIS P3364-VE 12mm D/N).

Option 3 - Add new area coverage for vandal/tagger mitigation (AXIS P3364-VE 12mm D/N).

Option 4 - OTPS booth 2nd Microphone

NOT INCLUDED/PROVIDED BY OTHERS:

1. All new cameras will be powered POE. POE Switch per City of Ft Collins IT Standard would be provided by IT Dept.
2. Any conduit or 120VAC required to be provided by others.
3. All network cabling.

PRICING SUMMARY

Base Option - Salient PRO Version	\$29,759.13
Base Option - Salient ENTERPRISE Version	\$30,562.24
Base Option - Salient ONE Version (not recommended)	\$27,641.83
No Service Contract Agreement pricing included	
*Civic Cntr New entrance	\$1,382.53
*Civic Cntr Mason Microphone Corrected	\$830.94
* Old Town Remington License Plate	\$1,382.53
* Old Town Mountain License Plate	\$1,382.53
* Old Town S. Wall Vandal area	\$1,382.53
* OTPS booth 2nd Microphone	\$830.94
*Install PRO and Upgrade to ENTERPRISE at a later date for base option (\$43.55 per camera) + Labor to complete programming change	\$815

** Optional*

*** Please note that the pricing for the camera additions in this table INCLUDE the Salient license/YUP. The prices given in the Scope of Work break down DO NOT include the Salient Camera license or YUP. The table below outlines the differences in the version per license cost (which equals the difference between the Base version prices in the table).*

Salient Version Per Camera License Price Summary

Salient ONE Camera License	\$87.96
Salient ONE YUP	\$13.69
Salient PRO Camera License	\$202.04
Salient PRO YUP	\$31.94
Salient ENTERPRISE Camera License	\$247.67
Salient ENTERPRISE YUP	\$36.51



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STANDARD SERVICE LEVELS

<u>Priority Support Agreement</u>	<u>LABOR ONLY</u>		<u>LABOR AND EQUIPMENT</u>	
	<u>Level I Service</u>	<u>Level II Service</u>	<u>Level III Service</u>	<u>Level IV Service</u>
	<u>Basic Option</u>	<u>Enhanced Option</u>	<u>Standard Option</u>	<u>Premier Option</u>
Business Hours (8:00am-5:00pm)	✓	✓	<input checked="" type="checkbox"/>	✓
24-Hours/Day	--	✓	<input type="checkbox"/>	✓
Holidays, Weekends, After-Hours	<i>Billed at emergency rate.</i>	✓	<i>Billed at emergency rate!</i>	✓
Call back within two (2) hours	✓	✓	<input checked="" type="checkbox"/>	✓
Onsite within 8 hrs	--	✓	<input type="checkbox"/>	✓
Onsite within 24 hrs **	✓	--	<input checked="" type="checkbox"/>	--
Labor	✓	✓	<input checked="" type="checkbox"/>	✓
Parts/Equipment	--	--	<input checked="" type="checkbox"/>	✓
Annual System Inspection/Testing	✓	✓	<input checked="" type="checkbox"/>	✓

**** Applies to business hours only. Holidays, weekends, and/or after-hours are covered under the Enhanced or Premier Options. All other after-hours service billed at prevailing emergency rates.**

Standard Exclusions: (Unless otherwise stated)

Manual, gas, or electric personnel lifts. Any damage caused by vandalism, acts of nature, tampering, misuse, computer viruses, loading of non approved software, or repairs by anyone other than BW Systems employees or its assignees. Badging printers and/or parallel printers including any maintenance supplies associated with printers. Batteries, fuses, power/electrical circuits, and lightning transient protectors/supressors. All equipment provided by the City of Fort Collins is excluded. Any service call responded to that is determined to be a City of Fort Collins network issue will be billed at our standard service rates.



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SUMMARY OF SYSTEM QUOTATION

BW Systems, Inc. is to provide the selected coverage option below. The term of the contract is for _____ years.

Includes Existing Equipment (see attachment B)

<u>Priority Support Agreement</u>	<u>Level III Service</u>
	Standard Option
Year 1	\$920.00
Year 2	\$3,334.00
Year 3	\$3,334.00

**Includes Salient Enterprise Yearly Upgrade Plan renewal (\$584.16/year) and 1 annual camera cleaning*

Start Date of Coverage: _____

ATTACHMENTS:

- A- Project Terms and Conditions and Alarm Industry Standard Conditions of the Sale
- B- Existing Equipment Inventory

ACCEPTANCE OF PROPOSAL: The proposed prices, specifications and our Attachment A, Project Terms and Conditions/Alarm Industry Standard Conditions of Sale and Standard Exclusions as presented within the scope of this proposal are satisfactory and are hereby agreed to and accepted. *BW Systems, Inc.* is authorized to perform the work as specified and payment terms (as outlined in our Attachment A, Project Terms and Conditions/Alarm Industry Standard Conditions of Sale) are agreed upon and accepted. Final authorization of project is based on the acceptance and full execution of this proposal by a duly authorized representative, officer of corporation or individual (as applicable) and an officer of *BW Systems, Inc.*

P.O. No. _____ **Date:** _____ **Visa/MC:** _____ **Exp.** _____

This proposal is subject to final acceptance by all parties stated below.

_____	_____	_____	_____
<i>(as Authorized Agent)</i>	Date	BW Systems, Inc.	Date
_____	_____	_____	_____
Printed Name of Signer			



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ATTACHMENT -B- EQUIPMENT COVERAGE

ITEM	QUANTITY
Axis P3363V	4
Axis P3364VE	6
Axis P3363VE	4
Axis P3346VE	2
Louroe Microphone	10
Louroe Microphone Combiner	4
Salient Software	1