AGENDA REQUEST

AGENDA HEADING: Unfinished Business
COMMISSION MEETING DATE: June 17, 2019
AGENDA ITEM NO: VI.1

BY Human Resources
BY Stacie Mason
BY Human Resources Director Mason and Sr.
BY Human Resources Generalist Garrett

Originating Department
Department Head
Presenter

SUBJECT:
Approval Re: RFP #19-15BK for Installation, Maintenance, Repair, and Upgrade Service for City's Access Control and CCTV Security Camera Systems with AVI Integrators, Inc. dba Security 101 and Integrated Fire and Security Solutions, Inc. at a cost determined by the services requested.

COMMISSION PRIORITIES:
Infrastructure

EXPLANATION: (see next page for additional explanation)
The City of Sarasota has camera and door access security systems throughout City-owned facilities in addition to cameras in public open space areas. Installation, maintenance and software updates are provided through a vendor contract for both the door security and the camera systems within City facilities and in the community public spaces. Currently, numerous cameras throughout the City's public spaces are in need of repair, replacement or updating. The cameras within our City-owned facilities need to be reviewed and preventive maintenance plans designed for continual upkeep of these systems. The door access security system for City facilities must also be maintained both with hardware and with the software system that supports the access levels assigned.

ADMINISTRATION’S RECOMMENDATION:
Recommend approve contracts with AVI Integrators, Inc. dba Security 101 and Integrated Fire and Security Solutions, Inc. and for the Mayor and Interim City Auditor and Clerk to execute the same.

APPROVAL SUMMARY:

<table>
<thead>
<tr>
<th>Approval</th>
<th>Required</th>
<th>Date Completed</th>
<th>Completed By</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Department Head Approval</td>
<td>Y</td>
<td>05/31/2019</td>
<td>Stacie Mason</td>
<td>APPROVED</td>
</tr>
<tr>
<td>Legal Review / Approval</td>
<td>Y</td>
<td>05/31/2019</td>
<td>Robert Fournier</td>
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<tr>
<td>Deputy City Manager Approval</td>
<td>Y</td>
<td>05/31/2019</td>
<td>John Lege</td>
<td>APPROVED</td>
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<td>City Manager Approval</td>
<td>Y</td>
<td>05/31/2019</td>
<td>John Lege</td>
<td>APPROVED</td>
</tr>
<tr>
<td>City Auditor and Clerk Approval</td>
<td>Y</td>
<td>06/06/2019</td>
<td>Shayla Griggs</td>
<td>APPROVED</td>
</tr>
</tbody>
</table>
AGENDA REQUEST

ADDITIONAL EXPLANATION:

The two contracts for Commission's approval are service contracts for two distinct vendors to provide service to the City for an assessment of the status of the camera systems, preventative maintenance plans, software updates and any service calls for installation and repairs of both door access issues and security camera issues. The initial term of the contract is 3 years with two 1-year renewals. The approval of both contracts will provide flexibility for City staff to utilize either service vendor for emerging security issues both with cameras and with door access security. Once the contracts are approved, City staff will begin the process of completing an assessment of the camera program throughout the City facilities and in public spaces. The resulting assessment can be used to make any determination of installation and upgrades of community cameras and City facilities cameras.

ADDITIONAL ADMIN RECOMMENDATION:

FUNDING SOURCE:  AMOUNT:

HOUSING IMPACT (Per House):  NEW CONSTRUCTION:  REHABILITATION:

$ 0  $ 0

SUPPORT DEPARTMENTS:

Information Technology - Herminio Rodriguez  City Auditor and Clerk - Shayla Griggs
City Manager - Thomas Barwin  Public Works - Doug Jeffcoat
Police - Bernadette DiPino  Utilities - Bill Riebe
Parks and Recreation - Jerry Fogle  Planning - Steven Cover

AGENDA DISPOSITION

COMMISSION ACTION:

Final Action Motion: 

Motion By: ____________________________  Second By: ____________________________

Vote: ____________________________
RFP Received Record

02-15-19 P02:30 IN

Time Stamp: ____________________________

Solicitation Number: 19-15 BK

Solicitation Title: Install, Maintain, Repair and Upgrade Services for Low-Voltage Access Control & CCTV Security Camera Systems

Friday, February 15, 2019 at 2:30 PM

Opened by: (check one)

[ ] Buyer
[ ] Other: ____________________________

Verified by: ____________________________

Print Name: ____________________________

<table>
<thead>
<tr>
<th>#</th>
<th>Company Name</th>
<th>#</th>
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<tbody>
<tr>
<td>1</td>
<td>Integrated Security Solutions</td>
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<td>2</td>
<td>AV Integration Experts</td>
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<td>15</td>
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</table>
Notice of Proposal Action

Solicitation Number: 19-15 BK

Solicitation Title: Install, Maintain, Repair and Upgrade Services for Low-Voltage Access

Solicitation Type: Request for Proposal-RFP

Protest Deadline: Monday, April 15, 2019
at 4:00 p.m.

The Purchasing Division received response(s) for the above solicitation on:

Friday, February 15, 2019 at 2:30 PM

At the solicitation opening all submissions were recorded. It is the City of Sarasota's intent to award a contract for this solicitation to the following vendor(s).

AVI Integrators, Inc. d.b.a. Security 101
Integrated Fire and Security Solutions, Inc.

A bidder may file a Notice of Protest by emailing or faxing said Notice to the Purchasing General Manager within 3 business days of the issuance of the Notice of Bid/Proposal Action. Such Notice of Protest shall include the bid or proposal number and title; the name and address of the protestor; and a brief statement as to the basis of the protest. The complete written protest must be filed with the Purchasing General Manager within 10 calendar days of the issuance of the Notice of Bid/Proposal Action. Please reference City of Sarasota Ordinance 12-5009 for details and layout of response.
RFP # 19-15BK: Install Maintain Repair and Upgrade Services for Low-Voltage Access Control and CCTV Security Camera Systems

2nd Ranking Meeting-Ranking Only

<table>
<thead>
<tr>
<th>Members</th>
<th>INTEGRATED FIRE &amp; SECURITY SOLUTIONS, INC.</th>
<th>AVI INTEGRATORS, INC. d.b.a. SECURITY 101</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cheryl Garrett</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>Verne Hall</td>
<td>2</td>
<td>1</td>
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<tr>
<td>Bryan Graham</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>Herminio Rodriguez</td>
<td>not present</td>
<td>not present</td>
</tr>
<tr>
<td>Barry Keeler</td>
<td>1</td>
<td>2</td>
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<tr>
<td>Total Score</td>
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<tr>
<td>Ranking</td>
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<td>1</td>
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Summary by: [Signature]  Date: 3/26/19

Verified by: [Signature] Date: 3-27-19
Interoffice Memorandum

To          Stacie Mason  
            Director - Human Resources

Thru:       David W. Boswell, CPPO, CPPB, SPSM  
            Purchasing General Manager

From        Barney Kavanagh  
            Senior Professional Buyer

Subject      19-15 BK  
            Install, Maintain, Repair and Upgrade Services for Low-Voltage Access Control and CCTV Security Camera Systems

The Purchasing Division received response(s) for the above solicitation on:

            Friday, February 15, 2019  at  2:30 PM

At the solicitation opening all submissions were recorded. Attached are the results of the pricing bids or RFP Committee scoring for you to review. Please review all the submissions and provide the Purchasing Division with your recommendation for award at your earliest convenience. Should an award be recommended to other than the selected vendor(s) shown below, justification of your recommendation must be attached.

I do / do not recommend the vendor(s) listed below.

[Signature]            3/28/2019

Director's Signature            Date

Vendor(s) with the lowest price or highest ranking

AVI Integrators, Inc. d.b.a. Security 101
Integrated Fire and Security Solutions, Inc.
Contract Agreement

AVI INTEGRATORS INC
d.b.a. Security 101
AGREEMENT FOR INSTALLATION, MAINTENANCE, REPAIR AND UPGRADE SERVICES FOR LOW-VOLTAGE ACCESS CONTROL AND CCTV SECURITY CAMERA SYSTEMS

THIS AGREEMENT FOR INSTALLATION, MAINTENANCE, REPAIR AND UPGRADE SERVICES FOR LOW-VOLTAGE ACCESS CONTROL AND CCTV SECURITY CAMERA SYSTEMS, made and entered into on __________________ by and between the CITY OF SARASOTA, FLORIDA, a municipal corporation, hereinafter referred to as “CITY,” and AVI INTEGRATORS INC. D/B/A SECURITY 101, a Florida corporation, hereinafter referred to as “CONTRACTOR”.

WITNESSETH:

WHEREAS, CITY has publicly announced a Request for Proposal seeking proposals from qualified and experienced firms to provide installation, maintenance, repair and upgrade services for CITY’S access control and CCTV security camera systems and related infrastructure on an as-needed basis pursuant to RFP #19-15BK; and

WHEREAS, CONTRACTOR has submitted one of two responsive proposals which have been accepted by CITY to provide CITY with the above-described services; and

WHEREAS, CITY and CONTRACTOR desire to enter into this Agreement for Installation, Maintenance, Repair and Upgrade Services for Low-Voltage Access Control and CCTV Security Camera Systems so as to set forth the terms and conditions upon which CONTRACTOR may provide said services for CITY on an as-needed basis and may also provide certain identified recurring services pursuant to RFP #19-15BK.

NOW, THEREFORE, IN CONSIDERATION OF THE FOREGOING AND THE MUTUAL COVENANTS CONTAINED HEREIN, IT IS AGREED AS FOLLOWS:

1. Definitions: The following terms have the meanings herein ascribed to them:

   A. **City Coordinator** means a CITY employee who will serve as the single point of contact for all correspondence and activities related to work performed under this Agreement. The City Manager will designate, in writing, CITY’S City Coordinator.

   B. **City Manager** means the City manager of the City of Sarasota, Florida, or his designee.
C.  Project means the Scope of Services to be performed by CONTRACTOR pursuant to this Agreement. The Project Scope of Services includes the provision of all transportation, supervision, labor, licenses, tools and equipment necessary to perform CONTRACTOR’S responsibilities under this Agreement. The Project Scope of Services includes installation, maintenance, repair and upgrade services for CITY’S low-voltage access control and for CITY’S CCTV security camera systems, both wired and wireless, and their related system infrastructure on an as-needed basis. The Project Scope of Services also includes the ongoing annual support services necessary to support all relevant hardware and software. The Project Scope of Services includes maintenance and repair of the existing low-voltage access control and CCTA security camera hardware and software as needed. The Project Scope of Services also includes the complete installation of any new hardware and software, including software updates and other components covered by the software services agreement on an as-needed basis. The Project Scope of Services also includes timely warranty work on the low-voltage access control and CCTV security camera systems. A more specific description of the Project Scope of Services is set forth in the Scope of Work and Specifications of RFP #19-15BK with a photocopy thereof attached hereto and incorporated by reference herein as Exhibit A. CONTRACTOR covenants to provide all of the tasks and subtasks identified within Exhibit A. CONTRACTOR shall perform the Project Scope of Services in strict conformance with Exhibit A. With the exception of the annual support services, the provision of the Project Scope of Services will be on an as-needed basis upon issuance of service orders pursuant to the procedures identified in Subsection V, B, Service Orders, found within Exhibit A. The Project Scope of Services also includes all services described within RFP #19-15BK, a copy of which is on file in the offices of the Financial Administration Purchasing Division of CITY and is deemed incorporated by reference into this
Agreement. CONTRACTOR covenants to strictly comply with all of the terms and conditions of RFP #19-15BK. In the event of any conflict between the terms set forth in the main body of this Agreement, its attachments and RFP #19-15BK, the terms and conditions set forth in the main body of this Agreement will control, followed by the terms and conditions set forth in Exhibit A, followed by the terms and conditions set forth in Exhibit B, followed by the terms and conditions within RFP #19-15BK. CONTRACTOR agrees to employ the number of people deemed by the City Coordinator to be necessary in order to perform all work in furtherance of the Project in a timely manner.

2. **Scope of Services:** CONTRACTOR covenants to provide the Project Scope of Services for CITY. The annual support services portion of the Project Scope of Services will be provided on a continuing basis. The remainder of the Project Scope of Services will be provided on an as-needed basis. CONTRACTOR covenants to provide the Project Scope of Services pursuant to the schedules identified within Exhibit A. CITY has awarded an agreement to two vendors pursuant to RFP #19-15BK. CITY retains the right to obtain a quote from any of the two vendors for any job to be issued pursuant to this Agreement. Upon receipt of a notice from the City Coordinator, CONTRACTOR will provide, in accordance with the procedures and timelines identified in Exhibit A, CITY a Scope of Work and a quote to include the project days necessary to complete said services. Thereafter, a service order will be issued by CITY. The service order must include the specific components of the Project Scope of Services, the compensation to be paid CONTRACTOR for same and must set forth a schedule upon which said services will be provided by CONTRACTOR. CONTRACTOR covenants to meet all project schedules identified in Section V, 3, Response Time, of Exhibit A. The service order must also specifically identify the locations at which said Project Scope of Services will be provided. The City Manager will be
entitled at all times to be advised, in writing, at his request, as to the status of the work being done by CONTRACTOR and the details thereof. If CONTRACTOR cannot satisfy any deadlines set forth in the Project schedule, then CONTRACTOR shall notify the City Manager in writing at least seven (7) days prior to such deadline of the reason for the delay. There is no assurance of any minimum amount of Project Scope of Services to be provided by CONTRACTOR. Consequently, there is no assurance that CITY will purchase from CONTRACTOR any minimum amount of Project Scope of Services.

3. Payment: CITY agrees to pay CONTRACTOR for the Project Scope of Services based upon the unit prices set forth in the Pricing Form submitted by CONTRACTOR in response to RFP #19-15BK. A photocopy of said Pricing Form is attached hereto and incorporated by reference herein as Exhibit B. Exhibit B will be used to determine the unit price, i.e. the price identified for each unit of Project Scope of Services set forth within Exhibit B. Exhibit B will be used for the unit price only and not for the cumulative or total prices set forth within Exhibit B. The fees set forth in this Section 3 include any and all reimbursable expenses and costs incurred in retaining subcontractors or any other costs incurred in performing the Scope of Services for the Project. CITY will pay CONTRACTOR the invoice amount within thirty (30) days of receipt of a full and complete invoice to the satisfaction of the City Manager. CONTRACTOR may invoice CITY on a per project basis. The amount set forth in each invoice must be consistent with the unit costs set forth in this Section 3. The annual fee for the Software Services Agreement, identified on Exhibit B as the Support Service Agreement (SSA), will be paid by CITY to CONTRACTOR in advance with the first payment due upon the date of full execution of this Agreement and annually thereafter on each anniversary date thereof. No amount of compensation, unless authorized by this Section 3, will be due and payable from CITY to CONTRACTOR.
4. **Term:** The term of this Agreement will commence upon complete execution by each of the parties and will be for a period of three (3) years. CITY may renew this Agreement for up to two additional one-year periods upon the mutual agreement of the parties.

5. **Termination Without Default:** The City Manager has the right at any time upon thirty (30) days written notice to CONTRACTOR to terminate the services of CONTRACTOR hereunder for any reason whatsoever. In the event of such termination, CITY will be responsible to CONTRACTOR only for the fees and compensation earned by CONTRACTOR prior to the effective date of said termination. In no event will CITY be responsible for lost profits of CONTRACTOR or any asserted damages which may arise out of an alleged premature termination of this Agreement. CONTRACTOR acknowledges that the thirty (30) day notice provision set forth in this Section 5 is adequate additional consideration supporting this Termination for Convenience clause.

6. **Assignment:** CONTRACTOR cannot assign, sell, or transfer any interest in this Agreement.

7. **Compliance with Applicable Law:** This Agreement is governed by the laws of the State of Florida. CONTRACTOR covenants to promptly comply with all applicable federal, state, county and municipal laws, ordinances, regulations, and rules relating to the services to be performed hereunder and in effect at the time of performance. CONTRACTOR covenants that it will conduct no activity or provide any service that is unlawful or offensive.

8. **Public Records:** As required by Section 119.0701, Florida Statutes, CONTRACTOR hereby specifically covenants to comply with the public records laws of the State of Florida. CONTRACTOR specifically covenants to:
(a) Keep and maintain public records required by CITY in order to perform the Project Scope of Services.

(b) Upon request from CITY, provide CITY with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes, or as otherwise provided by law.

(c) Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the Agreement term and following completion of the Agreement if CONTRACTOR does not transfer the records to CITY.

(d) Upon completion of the Agreement, transfer, at no cost, to CITY all public records in possession of CONTRACTOR or keep and maintain public records required by CITY to perform the Project Scope of Services. If CONTRACTOR transfers all public records to CITY upon completion of the Agreement, CONTRACTOR shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If CONTRACTOR keeps and maintains public records upon completion of the Agreement, CONTRACTOR shall meet all applicable requirements for maintaining public records. All records stored electronically must be provided to CITY upon request from CITY in a format that is compatible with the information technology systems of CITY.

(e) IF CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR’S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT:

SHAYLA GRIGGS, INTERIM CITY AUDITOR AND CLERK
SHAYLA.GRIGGS@SARASOTAFL.GOV
(941) 954-4160
1565 FIRST STREET
SARASOTA, FL 34236

CONTRACTOR acknowledges that, pursuant to Section 119.0701(3)(b), Florida Statutes, if CONTRACTOR fails to comply with CITY’S request for public records, CITY shall enforce the contract provisions in accordance with the contract. CONTRACTOR acknowledges the relief available to CITY includes, but is not be limited to, an action for specific performance.
9. **Disclaimer of Joint Venture:** CONTRACTOR and CITY warrant and represent by the execution of this Agreement it is not the intent of the parties that this Agreement be construed or deemed to represent a joint venture or undertaking between CITY and CONTRACTOR. CONTRACTOR is solely responsible for the conduct of all activities and services provided by CONTRACTOR as part of its business operations. While engaged in carrying out and complying with the terms of this Agreement, CONTRACTOR is an independent contractor and not an officer or employee of CITY. CONTRACTOR will not at any time or in any manner represent that it or any of its agents or employees are employees of CITY.

10. **Right of Inspection:** The City Manager has the right at all reasonable times during the term of this Agreement to inspect or otherwise evaluate the work being performed hereunder and the premises in which it is being performed.

11. **Remedies - Cumulative:** All remedies conferred to CITY are deemed cumulative and no one exclusive of the other, or any other remedy conferred by law.

12. **Waiver:** The failure of CITY to take any action with respect to any breach of any term, covenant, or condition contained herein, or any instance of default hereunder by CONTRACTOR, will not be deemed to be a waiver of any default or breach by CITY.

13. **Entire Agreement:** This Agreement, including Request for Proposal #19-15BK, as well as CONTRACTOR’S response thereto, each on file at the office of the Financial Administration Purchasing Division of CITY, constitutes the entire agreement between the parties. All amendments to this Agreement will be ineffective unless reduced to writing as a formal amendment to this Agreement and executed by CITY and CONTRACTOR.

14. **Attorney’s Fees:** Should it be necessary for either party to bring any action against the other alleging a breach of this Agreement or seeking to enforce any of the covenants, provisions,
or conditions of this Agreement, the non-prevailing party hereby agrees to pay all costs attendant thereto, including reasonable attorney’s fees to the attorney representing prevailing party, and said obligation applies to declaratory relief, if necessary, to interpret any of the terms hereof.

15. **Public Entity Crimes:** Prior to entering into this Agreement, CONTRACTOR shall file a sworn statement with the Purchasing Manager of CITY, as required by §287.133, Florida Statutes (2018).

16. **Notices:** Notices and other correspondence required by this Agreement must be sent by certified mail, return receipt requested, to the respective parties at the following addresses:

   City of Sarasota  
   Attention: City Manager  
   1565 First Street  
   Sarasota, Florida 34236

   AVI Integrators Inc. d/b/a Security 101  
   1520 N. Powerline Road  
   Pompano Beach, Florida 33069  
   Attn: Richard Montalvo, President

**IN WITNESS WHEREOF** this Agreement has been signed and sealed, in duplicate, by the respective parties hereto.

DATED on _________________ by the City of Sarasota, Florida.

DATED on 17 May 2019 _________________ by AVI Integrators Inc d/b/a Security 101.

CITY OF SARASOTA, FLORIDA

By: ____________________________

Liz Alpert  
Mayor
ATTEST:

By: ________________________________

Shayla Griggs
Interim City Auditor and Clerk

Approved as to form and correctness

By: ________________________________

City Attorney

AVI INTEGRATORS INC. D/B/A
SECURITY 101

By: ________________________________

Rich Montalvo
RICHARD MONTALVO
PRESIDENT
19-15BK

Install, Maintain, Repair and Upgrade Services for Low-Voltage Access Control and CCTV Security Camera Systems

City of Sarasota, Florida
Scope of Work and Specifications

Prepared by:
Public Works Department
Install, Maintain, Repair and Upgrade Services
for Low-Voltage Access Control
and CCTV Security Camera Systems

I. Introduction:
The City of Sarasota is soliciting proposals from qualified and experienced firms to provide Installation, Maintenance, Repair and Upgrade services for its access control and CCTV security camera systems and related system infrastructure including, but not limited to, monitoring equipment, software and computer hardware; on an “as needed” basis and as required by the City at various City offices/ facilities and locations throughout the City of Sarasota and Sarasota County. This specification establishes the minimum requirements for these services. The City does not make any guarantee of a specific volume of work to be performed under this RFP.

The City is seeking proposals from qualified and experienced vendors/contractors to:

- Perform maintenance/repair on the existing access control and CCTV security camera hardware and software, as needed.
- Provide for and complete the installation of new hardware and software, including software updates and other components covered by the Software Services Agreement, as needed.
- Provide timely warranty work on the access control and security camera systems equipment.

The City retains the right to add to or delete from the access control and CCTV security camera systems equipment and locations as deemed necessary throughout the life of this contract.

The City will designate a City Coordinator as a single point of contact for all correspondence and activities related to work performed under this Contract. Other City employees may provide expertise to assist the City Coordinator as needed.

II. Intent and Term:
The City of Sarasota is soliciting proposals from qualified and experienced firms to provide Installation, Maintenance, Repair and Upgrade services for its access control and CCTV security camera systems, both wired and wireless, and their related system infrastructure as specified herein, on an “as needed” basis for a three (3) year period.

This agreement may be renewed at the same terms and conditions, by mutual agreement and subject to budgetary constraints, for two (2) additional one (1) year extension periods. For subsequent years(s) of renewal, for Year 4 and Year 5, the Contractor shall be compensated at the negotiated and mutually agreed upon rates determined at that time. The City reserves the right and at its sole discretion to award these services to more than one vendor.

III. Reader and Camera Site Locations:
The following are City facilities that currently, or in the future, have access control and/or CCTV security cameras.
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<thead>
<tr>
<th>Item</th>
<th>Building or Complex Name</th>
<th>Address</th>
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<tbody>
<tr>
<td><strong>Within City of Sarasota Limits:</strong></td>
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</tr>
<tr>
<td>1.</td>
<td>Utilities Complex</td>
<td>1750 12th Street</td>
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<tr>
<td>2.</td>
<td>Utility Billing Office</td>
<td>1761 12th Street</td>
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<tr>
<td>3.</td>
<td>Public Works Complex</td>
<td>1761 12th Street</td>
</tr>
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<td>4.</td>
<td>City Hall/Annex</td>
<td>1565 12th Street</td>
</tr>
<tr>
<td>5.</td>
<td>Federal Building</td>
<td>111 S. Orange Avenue</td>
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<td>6.</td>
<td>Van Wezel Performing Arts Hall</td>
<td>777 N. Tamiami Trail</td>
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<td>7.</td>
<td>Municipal Auditorium</td>
<td>801 N. Tamiami Trail</td>
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<td>8.</td>
<td>Robert L. Taylor Community Complex</td>
<td>1845 34th Street</td>
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<td>9.</td>
<td>Economic Development Office – Newtown</td>
<td>1782 Dr. Martin Luther King, Jr. Way</td>
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<td>10.</td>
<td>Palm Avenue Parking Garage</td>
<td>1289 N. Palm Avenue</td>
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<td>11.</td>
<td>State Street Parking Garage</td>
<td>1538 State Street</td>
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<td>12.</td>
<td>St. Armand’s Circle Parking Garage</td>
<td>47 N. Adams Dr.</td>
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<tr>
<td><strong>Within Sarasota County Limits:</strong></td>
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<td>14.</td>
<td>Hi-Hat Ranch</td>
<td>12222 Fruitville Road</td>
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<td>15.</td>
<td>Verna</td>
<td>6300 Verna Road</td>
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<tr>
<td><strong>Additional Locations:</strong></td>
<td></td>
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<tr>
<td>16.</td>
<td>The City has additional security cameras, primarily wireless, at various locations throughout the City and in City Parks and Recreation areas. These are detailed in Attachment A, “Camera Locations as of February 1, 2018”. Locations may be added, deleted and/or relocated during the term of this contract. This camera network is deployed at and inside of fifty-seven (57) separate structures (building and poles). It is comprised of eight (8) Ceragon links (16 backhaul radios), six (6) network switches, twenty-five (25) wireless mesh nodes, two (2) client workstations, and seventy-eight (78) cameras deployed at multiple locations. These cameras are currently not operational. The City may update and/or modify this network to repair, relocate, add or remove cameras and make greater use of wired cameras. This work is included under this contract.</td>
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- Continued on following page -
IV. **Contractor Requirements (minimum):**

A. **Certifications/Licensing:**

The Contractor shall have and maintain throughout the life of the contract all required and necessary manufacturer certifications/licenses for all related services described herein, for all hardware and software.

1. All Contractor personnel shall have hardware, access control, VAR advanced access control, security camera system and all other necessary manufacturer certifications to perform the required services.

2. The Contractor must be an authorized Value-Added Reseller (VAR) of Lenel Security Solutions.

3. The Contractor must have applicable experience in the installation, maintenance, upgrade and repair of Lenel security systems compatible and associated with the Lenel system.

4. The Contractor is responsible for ensuring that all components of this system integrate seamlessly with the Lenel On-Guard system currently used by the City of Sarasota, and all functionality is accomplished as described in these specifications.

B. **Employees/Subcontractors:**

1. **Florida Department of Law Enforcement (FDLE) security clearances** are required for every Contractor employee assigned to perform services under this contract. The Contractor shall bear the burden of cost for the security clearances. Security policies may change over the course of this contract and the Contractor is expected to meet these changing requirements and pay for any associated costs.

2. The Contractor shall ensure that all employees/representatives dress in business attire appropriate to the services being provided and act in a professional and courteous manner. The employees/representatives must carry company identification.

3. The Contractor **shall not** subcontract any part of this contract without the prior written approval of the City Coordinator, as Contract Administrator, unless notified otherwise. The Contractor shall be responsible for all technicians working on City owned equipment.

4. The Contractor shall provide a single point of contact or Account Manager that will be readily available during normal business hours as well as an after-hours emergency number to service the Contract. The Account Manager’s responsibilities shall include, but are not limited to, working with the City Coordinator to oversee all aspects of implementation and management pertaining to servicing, reporting and issue resolution as defined under the Contract.
   a. Contractor is responsible for notifying the City with any changes in Account Manager or contact information.

5. If at any time the City is dissatisfied with the service and/or labor performed under this contract, the City may request and receive a new technician(s) to service its facilities.
6. The City retains the right, at any time and at its sole discretion, to approve and/or replace any Contractor employee/subcontractor. The Contractor shall bear the expense of obtaining FDLE security clearances, certifications and other documentation and training required.

V. Work Performance and Service Orders:

A. Performance Assurance:

The Contractor shall be required to provide all transportation, supervision, labor, licenses, tools and equipment necessary to perform all work under this Agreement. The equipment delivered under this proposal shall remain the property of the Contractor until a physical inspection and actual usage of the equipment is made and accepted to the satisfaction of the City Coordinator. All such equipment to be provided under this Agreement shall be newly manufactured; shall not be previously used, damaged, reconditioned or repaired.

1. The Contractor shall deliver, set in place, install, make ready-to-run and test the equipment/system. Upon completion of successful testing it shall be accepted, in writing, by the City Coordinator or designee.

2. The Contractor shall promptly correct all work rejected by the City Coordinator as defective or failing to conform to the contract documents. The Contractor shall bear all costs of correcting such rejected work.

3. The Contractor shall keep parts for repairs in stock or available within 24 hours. The City shall not pay for any restocking fees for items found to be defective or which do not meet specifications.

4. The Contractor shall leave all work sites in a neat and orderly fashion at the end of each work day. The Contractor shall be responsible for the frequent pickup of all rubbish, refuse, scrap materials and debris as a result of their operations. All rubbish, scrap, etc. shall be transported from the premises and properly disposed of at no additional cost to the City. The Contractor shall remove all work materials, tools, equipment and machinery from the work site and shall leave the project in ready-to-use condition.

5. The City is not responsible for any unsecured tools, equipment or machinery or any of these left behind by the Contractor at the end of the job.

6. The Contractor shall prepare and actively maintain throughout the life of this contract an electronic file (Excel format) detailing an inventoried listing of all equipment and software, at minimum documenting its:

- description
- operating condition
- age
- quantity
- whether newly installed/ repaired/ replaced
- related manufacturer warranty information (how many years total and number years left for coverage, as applies), etc.
• whether the “item” is considered under a “wired” or “wireless” environment.
• physical location; perhaps by street address and/or building name, which department and/or floor; sufficiently described as to pinpoint its location when being searched.

The Contractor shall provide to the City Coordinator a copy of this electronic file each time the file is updated.

B. Service Orders:
Projects shall be assigned and based on approved service orders;
1. All service calls shall be facilitated and/or placed by the City Coordinator.
2. The Contractor shall provide a detailed written estimate, after a no charge service call investigation, for evaluation and approval by the City Coordinator.
   a. The estimate shall be on a Time and Materials basis and shall include a “not to exceed price”.
   b. Each estimate must contain a detailed listing of the parts, materials, costs and warranty information upon the installation of any new equipment as required to complete the work based on the individual requirements of the job.
      1. The Contractor shall provide documentation to substantiate the parts/material costs indicated. The estimate must also include the total hours required for installation/maintenance/repair, setup and testing.
   c. The Contractor must be able to start a project or complete repairs within 14 days of the City accepting the estimate unless otherwise approved by the City Coordinator.
   d. Approved estimates shall include the start, completion and milestone dates agreed to by the City.
   e. No work shall commence until approval has been granted, with the appropriate approved Purchase Order or Purchasing Card (P-Card) being referenced.
3. The assignment of the service shall consider the Contractor’s resource(s) availability and capability to complete the service, within time and budgetary constraints, as required by the City.
   a. The City retains the right to solicit quotes from other qualified and experienced companies, outside of this contract, should the Contractor have a conflict in schedule, not have sufficiently available personnel and/or the required resources by which to complete the service order as required by the City.

V. Scheduling/Response/Support:

1. Service Tracking:
   a. The Contractor shall be responsible for logging, scheduling resources and communicating status reports for all service calls covered by this Agreement.
2. **Centralized Support Number(s):**
   
a. The Contractor must provide a centralized support telephone number(s) for service calls.
   
b. The Contractor shall provide unlimited technical telephone support to the City Coordinator at no additional charge or per the hourly rate proposed. On-site technical support shall be billed per the hourly rate proposed.

3. **Response Time:**
   
The City will determine whether a service order will be considered routine or an emergency. The Contractor shall be responsible for timely provision of all necessary personnel, equipment, material and supplies to perform these services as required. The Contractor shall respond within the response time periods indicated:
   
a. Routine service orders – within two (2) days
   
b. Emergency service orders – within four (4) hours
   
c. Parts delivery - response time will be adjusted, as needed, to accommodate reasonable, unforeseen delays. The Contractor must provide proof of delivery delays.

4. **On-site support:**
   
   Shall include but not be limited to:
   
a. Regular City of Sarasota hours are Monday through Friday, from 8:00 a.m. to 5:00 p.m. (Eastern Time).
   
b. Second Business Day: If such determination is made prior to 12:00 noon on any day, the Contractor shall have personnel on-site no later than the second business day.
   
c. Time and Materials: Any on-site support required will be billed on a Time and Materials basis at the approved rates as submitted on the Contractor’s pricing sheet. All materials supplies and equipment that are purchased shall be billed on a “cost plus” basis (plus the approved percentage markup over cost as submitted on the RFP pricing sheet).

5. **Remote Support:**
   
   Shall be provided, at City request, via VPN (or comparable) with access into the City’s system. Remote support is unlimited during the term of this agreement.
   
a. Contractor shall respond within four (4) hours of receiving a support request, giving a:
   
   1. **Response on the same business day:** when request is received prior to 1:00 p.m. the Contractor shall respond prior to the end of the day (5:00 p.m. Eastern Time)
   
   2. **Response on the next business day:** when request is received after 1:00 p.m. Contractor shall respond prior to 9:00 a.m. on the next business day.

VI. **Installation:**

   All work associated with new installations shall commence within thirty (30) days after receiving authorization by the City Coordinator unless other arrangements are agreed to prior to the work being approved.
The Contractor shall be responsible for ensuring all equipment is properly functioning by providing reliable, competent installation, maintenance, repair and upgrade services when directed and as needed.

1. The Contractor shall furnish all labor, tools, equipment, supplies and transportation when providing these services as described herein.

2. The Contractor shall service the requirements of all sites listed, as well as additional sites added during the period of this contract; consisting of various manufacturer’s components and software that include, but are not limited to, Lenel, TruVision, Axis, Bosch and others.

3. The Contractor shall include the Software Support Agreement and any additional licenses, as needed, for the number of readers, cameras and any other equipment added under this project.

4. The Contractor shall make the City Coordinator aware of the availability of any/all applicable hardware upgrades and operational software upgrades when providing services during this contract.

5. The Contractor shall provide installation and configuration services when requested by the City Coordinator.

VII. **Maintenance Services:**

The contractor shall provide maintenance service and support as set forth in this RFP. Subject to advance approval, these support services and maintenance can be performed either on-site or remotely via internet (VPN or comparable) connection. The Contractor’s maintenance service and support is not limited to the access and camera system(s) listed. The maintenance will include but not be limited to:

1. Labor, inclusive of diagnostic time.

2. Equipment that is provided by the vendor/contractor whether covered or not covered under manufacturer’s warranty, either original or extended.

3. Equipment that is not provided by the vendor/contractor that is covered or not covered under manufacturer’s warranty, either original or extended.

VIII. **Preventive Maintenance:**

Contractor shall provide:

1. Software patches and firmware version updates shall be provided on an as-needed basis.

2. Preventative maintenance of cameras and associated equipment. *To include but not limited to:*
   a. Inspect Grounding. Twice per year.
   b. Inspect Connector. Twice per year.
   c. Inspect Weatherproofing. Twice per year.
   d. Inspect Camera Dome. Twice per year.
   e. Cleaning. Twice per year.
f. Network Video Recording System Health Check. Four times per year.
g. Network Integrity Check. Four times per year.
h. Wireless Signal Level Check and Repair, where needed. Four times per year.
i. Annual report on the status of the City’s CCTV camera system shall be given to the City Coordinator.

IX. Repair/Replacement Parts:

1. All repair or replacement parts supplied shall be new, finest quality meeting Original Equipment Manufacturer (OEM) specification. Upgrade of OEM equipment shall be evaluated at time of repair.

   a. The Contractor shall provide a current MSRP list price(s) sheet electronically at the start of the contract and at any time during the life of the contract if there is a manufacturer’s price change for any parts associated with this contract.

X. Warranty:

1. The Contractor shall be responsible for handling all warranty issues. All equipment, per specifications, shall be warranted for a minimum of one (1) year from acceptance date, or the length of the manufacturer’s warranty, whichever is greater. Further, warranty is to include total costs of parts, labor and/or replacement whether equipment is serviced on-site or is removed.

2. Installation and cabling shall be warranted for a period of one (1) year after the acceptance date of the project. In the event an item(s) is/are received, and it is later determined there is concealed damage when the item or items is/are unpacked the item or items shall be replaced by the Contractor at no additional cost to the City.

3. During the warranty period, next business day response is required after notification of the problem. Resolution to the satisfaction of the City Coordinator shall be within three (3) business days.

XI. Pricing Form and Fees:

1. Pricing Form:

   All Proposers shall indicate pricing for the Initial Term (Years 1, 2 and 3) of the contract, for each category, individually specifying both monthly and annual amount(s) for each year. The Contractor shall be paid the respective monthly/annual rate(s) indicated on the Pricing Form for each year, as applies. All rates shall be fully-loaded, inclusive of all overhead, profit, miscellaneous expense, copy, travel, etc. No additional compensation shall be due the Contractor.

   For subsequent year(s) of renewal, for Year 4 and Year 5, the Contractor shall then be compensated at the negotiated and mutually agreed upon rates determined at that time.

   Any packaged pricing shall be as negotiated and mutually agreed upon, when applicable. Contractor shall be prepared to give lump sum pricing upon request for projects related to this RFP/solicitation.
1. **Fees:**

   a. **Preventive Maintenance:**

      The Contractor shall be paid the respective monthly/annual rate(s) for all Preventive Maintenance Services indicated on the Pricing Form, for each month/year of the initial term of the contract agreement.

   b. **Support Services:**

      Payment for all Support Services (both On-Site and Remote) shall be paid based on an approved Service Order and shall use the approved hourly rates submitted on the Pricing Form.

   c. **Emergency, Holiday and After-Hours Work**

      Emergency, Holiday and After-Hours work shall be paid at 1.5 times the regular hourly rate. All such work shall require advanced approval prior to the start of any work and shall be approved in writing.

   d. **Parts and Equipment:**

      Additional compensation shall be paid for the purchase of all parts and equipment on a cost-plus percentage markup over the cost for all parts and equipment purchased as submitted on the Pricing Form.

   e. **Software Service Agreement (SSA):**

      SSA fees shall be paid annually or at some other mutually agreed upon schedule as found on the Pricing Form.
Attachment "A"

Additional Camera Locations as of February 1, 2018
**Additional Camera Locations**

The City currently has an extensive wireless camera network deployed at and inside of fifty-seven (57) separate structures (building and poles). This network is comprised of eight (8) Ceragon links, (16 backhaul radios), six (6) network switches, twenty-five (25) wireless meshnodes, two (2) client workstations, and seventy-eight (78) cameras deployed at multiple locations. These cameras are currently not operational.

The City may update and/or modify this network to repair, relocate, add or remove cameras and make greater use of wired cameras. This work is included under this contract.

**Central Sarasota**

Site 1 PD Camera  
Site 2 Skate Park  
Site 3 Five Points  
Site 4 North Trail  
Site 5 Payne Park  
Site 6 Five Points Expansion

**Sarasota Housing Authority**

101 - McCown Tower West  
102 - McCown Tower East  
103 - OCB Mailbox/Office Roof  
104 - Maintenance Yard/S. Orange Parking Lot  
105 - Boys & Girls North Rooftop  
106 - Boys & Girls South Rooftop  
107 - Carver & Gregg  
108 - N Orange Parking Lot  
109 - 21st & Orange  
110 - 21st and Palmetelia
111 - Bethune Ct Dead End
112 - May Ct, Bethune & Gregg
113 - Gregg & May
114 - 21st
115 - Dixie & 22nd
116 - Dixie & 23rd
117 - 24th & Gillespie
118 - Courtyard Btw 23rd & 24th
119 - Courtyard Btw 22nd & 23rd
120 - Janie Poe
121 - JG Phase I Valerie Way Lot
122 - JG Phase I Watts Way Lot
133 - King Stone Town Homes
134 - Maple & MLK North
135 - Maple & MLK East

Newtown Development Office Area
123 - MLK & 24th
124 - MLK & Osprey
125 - MLK & Links
126 - MLK & Dixie
127 - MLK & Pershing
128 - Pershing Ave Park
City of Sarasota

Pricing Form - REVISED ADDENDUM #1

RFP #19-15BK: Install, Maintain, Repair and Upgrade Services for Low-Voltage Access Control and Security Camera System

AVI Integrators Inc. DBA Security 101

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All hourly rates shall be "fully loaded" and shall account for overhead, profit, miscellaneous expenses and travel. Contractor shall be paid for all specified and scheduled services based on these approved rates. Any other required services not specified herein, shall be paid at the mutually agreed upon rate/amount as negotiated with the City Coordinator. All pricing is FOB Destination, Sarasota, FL.

7. Percentage Markup Over Cost Purchases - Materials/Supplies Annual Percentage Rate

   Year 1: 30 %  Year 2: 30 %  Year 3: 30 %

The Contractor shall be paid an additional amount, calculated on a Cost Plus basis: a Percentage Markup shall be applied to the wholesale cost for the purchase of all necessary materials and supplies. Contractor shall attach a copy of the invoice for such purchases and indicate the calculated additional amount due. Markup shall not be calculated on any sales taxes paid by the Contractor.
City of Sarasota
Pricing Form - REVISED ADDENDUM #1
RFP # 19-15BK: Install, Maintain, Repair and Upgrade Services for Low-Voltage Access Control and Security Camera System

Terms and Conditions.
City of Sarasota, Sarasota, Florida

The undersigned, as Proposer, hereby declares that no person or persons other than the undersigned are interested in this proposal as Principal, and that this proposal is made without collusion with others; and that we have carefully read and examined the specifications, and with full knowledge of all conditions under which the services herein contemplated must be furnished, hereby propose and agree to furnish this service according to the requirements set out in the specifications for said service for the prices as listed on the previous pages.

Federal Employer Identification Number: 20-3882347

All prices are to be F.O.B. Destination Sarasota, Florida.

Where Proposer is a Corporation, add:
AVI Integrators Inc. DBA Security 101

Company Name: (Name printed or typed)

Authorized Proposer:
Randall Raszick

Authorized Signature of Proposer
Pompano FL 33069

Mailing Address
City
State
Zip Code

954-984-4282
Fax Number

Phone Number
Contract Agreement

INTEGRATED FIRE & SECURITY SOLUTIONS, INC.
AGREEMENT FOR INSTALLATION, MAINTENANCE, REPAIR AND UPGRADE SERVICES FOR LOW-VOLTAGE ACCESS CONTROL AND CCTV SECURITY CAMERA SYSTEMS

THIS AGREEMENT FOR INSTALLATION, MAINTENANCE, REPAIR AND UPGRADE SERVICES FOR LOW-VOLTAGE ACCESS CONTROL AND CCTV SECURITY CAMERA SYSTEMS, made and entered into on _______________ by and between the CITY OF SARASOTA, FLORIDA, a municipal corporation, hereinafter referred to as “CITY,” and INTEGRATED FIRE & SECURITY SOLUTIONS INC., Florida corporation, hereinafter referred to as “CONTRACTOR”.

WITNESSETH:

WHEREAS, CITY has publicly announced a Request for Proposal seeking proposals from qualified and experienced firms to provide installation, maintenance, repair and upgrade services for CITY’S access control and CCTV security camera systems and related infrastructure on an as-needed basis pursuant to RFP #19-15BK; and

WHEREAS, CONTRACTOR has submitted one of two responsive proposals which have been accepted by CITY to provide CITY with the above-described services; and

WHEREAS, CITY and CONTRACTOR desire to enter into this Agreement for Installation, Maintenance, Repair and Upgrade Services for Low-Voltage Access Control and CCTV Security Camera Systems so as to set forth the terms and conditions upon which CONTRACTOR may provide said services for CITY on an as-needed basis and may also provide certain identified recurring services pursuant to RFP #19-15BK.

NOW, THEREFORE, IN CONSIDERATION OF THE FOREGOING AND THE MUTUAL COVENANTS CONTAINED HEREIN, IT IS AGREED AS FOLLOWS:

1. Definitions: The following terms have the meanings herein ascribed to them:

   A. City Coordinator means a CITY employee who will serve as the single point of contact for all correspondence and activities related to work performed under this Agreement. The City Manager will designate, in writing, CITY’S City Coordinator.

   B. City Manager means the City manager of the City of Sarasota, Florida, or his designee.
C. Project means the Scope of Services to be performed by CONTRACTOR pursuant to this Agreement. The Project Scope of Services includes the provision of all transportation, supervision, labor, licenses, tools and equipment necessary to perform CONTRACTOR’S responsibilities under this Agreement. The Project Scope of Services includes installation, maintenance, repair and upgrade services for CITY’S low-voltage access control and for CITY’S CCTV security camera systems, both wired and wireless, and their related system infrastructure on an as-needed basis. The Project Scope of Services also includes the ongoing annual support services necessary to support all relevant hardware and software. The Project Scope of Services includes maintenance and repair of the existing low-voltage access control and CCTA security camera hardware and software as needed. The Project Scope of Services also includes the complete installation of any new hardware and software, including software updates and other components covered by the software services agreement on an as-needed basis. The Project Scope of Services also includes timely warranty work on the low-voltage access control and CCTV security camera systems. A more specific description of the Project Scope of Services is set forth in the Scope of Work and Specifications of RFP #19-15BK with a photocopy thereof attached hereto and incorporated by reference herein as Exhibit A. CONTRACTOR covenants to provide all of the tasks and subtasks identified within Exhibit A. CONTRACTOR shall perform the Project Scope of Services in strict conformance with Exhibit A. With the exception of the annual support services, the provision of the Project Scope of Services will be on an as-needed basis upon issuance of service orders pursuant to the procedures identified in Subsection V, B, Service Orders, found within Exhibit A. The Project Scope of Services also includes all services described within RFP #19-15BK, a copy of which is on file in the offices of the Financial Administration Purchasing Division of CITY and is deemed incorporated by reference into this
Agreement. CONTRACTOR covenants to strictly comply with all of the terms and conditions of RFP #19-15BK. In the event of any conflict between the terms set forth in the main body of this Agreement, its attachments and RFP #19-15BK, the terms and conditions set forth in the main body of this Agreement will control, followed by the terms and conditions set forth in Exhibit A, followed by the terms and conditions set forth in Exhibit B, followed by the terms and conditions within RFP #19-15BK. CONTRACTOR agrees to employ the number of people deemed by the City Coordinator to be necessary in order to perform all work in furtherance of the Project in a timely manner.

2. Scope of Services: CONTRACTOR covenants to provide the Project Scope of Services for CITY. The annual support services portion of the Project Scope of Services will be provided on a continuing basis. The remainder of the Project Scope of Services will be provided on an as-needed basis. CONTRACTOR covenants to provide the Project Scope of Services pursuant to the schedules identified within Exhibit A. CITY has awarded an agreement to two vendors pursuant to RFP #19-15BK. CITY retains the right to obtain a quote from any of the two vendors for any job to be issued pursuant to this Agreement. Upon receipt of a notice from the City Coordinator, CONTRACTOR will provide, in accordance with the procedures and timelines identified in Exhibit A, CITY a Scope of Work and a quote to include the project days necessary to complete said services. Thereafter, a service order will be issued by CITY. The service order must include the specific components of the Project Scope of Services, the compensation to be paid CONTRACTOR for same and must set forth a schedule upon which said services will be provided by CONTRACTOR. CONTRACTOR covenants to meet all project schedules identified in Section V, 3, Response Time, of Exhibit A. The service order must also specifically identify the locations at which said Project Scope of Services will be provided. The City Manager will be
entitled at all times to be advised, in writing, at his request, as to the status of the work being done by CONTRACTOR and the details thereof. If CONTRACTOR cannot satisfy any deadlines set forth in the Project schedule, then CONTRACTOR shall notify the City Manager in writing at least seven (7) days prior to such deadline of the reason for the delay. There is no assurance of any minimum amount of Project Scope of Services to be provided by CONTRACTOR. Consequently, there is no assurance that CITY will purchase from CONTRACTOR any minimum amount of Project Scope of Services.

3. Payment: CITY agrees to pay CONTRACTOR for the Project Scope of Services based upon the unit prices set forth in the Pricing Form submitted by CONTRACTOR in response to RFP #19-15BK. A photocopy of said Pricing Form is attached hereto and incorporated by reference herein as Exhibit B. Exhibit B will be used to determine the unit price, i.e. the price identified for each unit of Project Scope of Services set forth within Exhibit B. Exhibit B will be used for the unit price only and not for the cumulative or total prices set forth within Exhibit B. The fees set forth in this Section 3 include any and all reimbursable expenses and costs incurred in retaining subcontractors or any other costs incurred in performing the Scope of Services for the Project. CITY will pay CONTRACTOR the invoice amount within thirty (30) days of receipt of a full and complete invoice to the satisfaction of the City Manager. CONTRACTOR may invoice CITY on a per project basis. The amount set forth in each invoice must be consistent with the unit costs set forth in this Section 3. The annual fee for the Software Services Agreement, identified on Exhibit B as the Support Service Agreement (SSA), will be paid by CITY to CONTRACTOR in advance with the first payment due upon the date of full execution of this Agreement and annually thereafter on each anniversary date thereof. Exhibit B identifies unit costs for Years 1, 2 and 3. Year 1 costs will be effective upon the date of full execution of this Agreement. Year 2
costs will become effective on the first anniversary thereof, and Year 3 costs will become effective on the second anniversary thereof. No amount of compensation, unless authorized by this Section 3, will be due and payable from CITY to CONTRACTOR.

4. **Term:** The term of this Agreement will commence upon complete execution by each of the parties and will be for a period of three (3) years. CITY may renew this Agreement for up to two additional one-year periods upon the mutual agreement of the parties.

5. **Termination Without Default:** The City Manager has the right at any time upon thirty (30) days written notice to CONTRACTOR to terminate the services of CONTRACTOR hereunder for any reason whatsoever. In the event of such termination, CITY will be responsible to CONTRACTOR only for the fees and compensation earned by CONTRACTOR prior to the effective date of said termination. In no event will CITY be responsible for lost profits of CONTRACTOR or any asserted damages which may arise out of an alleged premature termination of this Agreement. CONTRACTOR acknowledges that the thirty (30) day notice provision set forth in this Section 5 is adequate additional consideration supporting this Termination for Convenience clause.

6. **Assignment:** CONTRACTOR cannot assign, sell, or transfer any interest in this Agreement.

7. **Compliance with Applicable Law:** This Agreement is governed by the laws of the State of Florida. CONTRACTOR covenants to promptly comply with all applicable federal, state, county and municipal laws, ordinances, regulations, and rules relating to the services to be performed hereunder and in effect at the time of performance. CONTRACTOR covenants that it will conduct no activity or provide any service that is unlawful or offensive.
8. **Public Records:** As required by Section 119.0701, *Florida Statutes*, CONTRACTOR hereby specifically covenants to comply with the public records laws of the State of Florida. CONTRACTOR specifically covenants to:

(a) Keep and maintain public records required by CITY in order to perform the Project Scope of Services.

(b) Upon request from CITY, provide CITY with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, *Florida Statutes*, or as otherwise provided by law.

(c) Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the Agreement term and following completion of the Agreement if CONTRACTOR does not transfer the records to CITY.

(d) Upon completion of the Agreement, transfer, at no cost, to CITY all public records in possession of CONTRACTOR or keep and maintain public records required by CITY to perform the Project Scope of Services. If CONTRACTOR transfers all public records to CITY upon completion of the Agreement, CONTRACTOR shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If CONTRACTOR keeps and maintains public records upon completion of the Agreement, CONTRACTOR shall meet all applicable requirements for maintaining public records. All records stored electronically must be provided to CITY upon request from CITY in a format that is compatible with the information technology systems of CITY.

(e) **IF CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR’S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT:**

**SHAYLA GRIGGS, INTERIM CITY AUDITOR AND CLERK**
**SHAYLA.GRIGGS@SARASOTAFL.GOV**

(941) 954-4160
1565 FIRST STREET
SARASOTA, FL 34236
CONTRACTOR acknowledges that, pursuant to Section 119.0701(3)(b), Florida Statutes, if CONTRACTOR fails to comply with CITY’S request for public records, CITY shall enforce the contract provisions in accordance with the contract. CONTRACTOR acknowledges the relief available to CITY includes, but is not be limited to, an action for specific performance.

9. **Disclaimer of Joint Venture:** CONTRACTOR and CITY warrant and represent by the execution of this Agreement it is not the intent of the parties that this Agreement be construed or deemed to represent a joint venture or undertaking between CITY and CONTRACTOR. CONTRACTOR is solely responsible for the conduct of all activities and services provided by CONTRACTOR as part of its business operations. While engaged in carrying out and complying with the terms of this Agreement, CONTRACTOR is an independent contractor and not an officer or employee of CITY. CONTRACTOR will not at any time or in any manner represent that it or any of its agents or employees are employees of CITY.

10. **Right of Inspection:** The City Manager has the right at all reasonable times during the term of this Agreement to inspect or otherwise evaluate the work being performed hereunder and the premises in which it is being performed.

11. **Remedies - Cumulative:** All remedies conferred to CITY are deemed cumulative and no one exclusive of the other, or any other remedy conferred by law.

12. **Waiver:** The failure of CITY to take any action with respect to any breach of any term, covenant, or condition contained herein, or any instance of default hereunder by CONTRACTOR, will not be deemed to be a waiver of any default or breach by CITY.

13. **Entire Agreement:** This Agreement, including Request for Proposal #19-15BK, as well as CONTRACTOR’S response thereto, each on file at the office of the Financial Administration Purchasing Division of CITY, constitutes the entire agreement between the parties.
All amendments to this Agreement will be ineffective unless reduced to writing as a formal amendment to this Agreement and executed by CITY and CONTRACTOR.

14. **Attorney’s Fees:** Should it be necessary for either party to bring any action against the other alleging a breach of this Agreement or seeking to enforce any of the covenants, provisions, or conditions of this Agreement, the non-prevailing party hereby agrees to pay all costs attendant thereto, including reasonable attorney’s fees to the attorney representing prevailing party, and said obligation applies to declaratory relief, if necessary, to interpret any of the terms hereof.

15. **Public Entity Crimes:** Prior to entering into this Agreement, CONTRACTOR shall file a sworn statement with the Purchasing Manager of CITY, as required by §287.133, Florida Statutes (2018).

16. **Notices:** Notices and other correspondence required by this Agreement must be sent by certified mail, return receipt requested, to the respective parties at the following addresses:

   City of Sarasota  
   Attention: City Manager  
   1565 First Street  
   Sarasota, Florida 34236

   Integrated Fire & Security Solutions Inc.  
   1970 Dana Drive, Suite 1  
   Fort Myers, Florida 33907  
   Attn: Justin N. Peterson, President

**IN WITNESS WHEREOF** this Agreement has been signed and sealed, in duplicate, by the respective parties hereto.

DATED on _________________ by the City of Sarasota, Florida.

DATED on 13 May 2019 _______________ by Integrated Fire & Security Solutions, Inc.
CITY OF SARASOTA, FLORIDA

By: _______________________________

Liz Alpert
Mayor

ATTEST:

By: _______________________________

Shayla Griggs
Interim City Auditor and Clerk

Approved as to form and correctness

By: _______________________________

City Attorney

INTEGRATED FIRE & SECURITY SOLUTIONS, INC.

By: Justin Peterson

JUSTIN N. PETERSON
PRESIDENT
19-15BK

Install, Maintain, Repair and Upgrade Services for Low-Voltage Access Control and CCTV Security Camera Systems

City of Sarasota, Florida
Scope of Work and Specifications

Prepared by:

Public Works Department
Install, Maintain, Repair and Upgrade Services

for Low-Voltage Access Control

and CCTV Security Camera Systems

I. Introduction:

The City of Sarasota is soliciting proposals from qualified and experienced firms to provide Installation, Maintenance, Repair and Upgrade services for its access control and CCTV security camera systems and related system infrastructure including, but not limited to, monitoring equipment, software and computer hardware; on an “as needed” basis and as required by the City at various City offices/facilities and locations throughout the City of Sarasota and Sarasota County. This specification establishes the minimum requirements for these services. The City does not make any guarantee of a specific volume of work to be performed under this RFP.

The City is seeking proposals from qualified and experienced vendors/contractors to:

- Perform maintenance/repair on the existing access control and CCTV security camera hardware and software, as needed.
- Provide for and complete the installation of new hardware and software, including software updates and other components covered by the Software Services Agreement, as needed.
- Provide timely warranty work on the access control and security camera systems equipment.

The City retains the right to add to or delete from the access control and CCTV security camera systems equipment and locations as deemed necessary throughout the life of this contract.

The City will designate a City Coordinator as a single point of contact for all correspondence and activities related to work performed under this Contract. Other City employees may provide expertise to assist the City Coordinator as needed.

II. Intent and Term:

The City of Sarasota is soliciting proposals from qualified and experienced firms to provide Installation, Maintenance, Repair and Upgrade services for its access control and CCTV security camera systems, both wired and wireless, and their related system infrastructure as specified herein, on an “as needed” basis for a three (3) year period.

This agreement may be renewed at the same terms and conditions, by mutual agreement and subject to budgetary constraints, for two (2) additional one (1) year extension periods. For subsequent years(s) of renewal, for Year 4 and Year 5, the Contractor shall be compensated at the negotiated and mutually agreed upon rates determined at that time. The City reserves the right and at its sole discretion to award these services to more than one vendor.

III. Reader and Camera Site Locations:

The following are City facilities that currently, or in the future, have access control and/or CCTV security cameras.
<table>
<thead>
<tr>
<th>Item</th>
<th>Building or Complex Name</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Within City of Sarasota Limits:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.</td>
<td>Utilities Complex</td>
<td>1750 12th Street</td>
</tr>
<tr>
<td>2.</td>
<td>Utility Billing Office</td>
<td>1761 12th Street</td>
</tr>
<tr>
<td>3.</td>
<td>Public Works Complex</td>
<td>1761 12th Street</td>
</tr>
<tr>
<td>4.</td>
<td>City Hall/Annex</td>
<td>1565 12th Street</td>
</tr>
<tr>
<td>5.</td>
<td>Federal Building</td>
<td>111 S. Orange Avenue</td>
</tr>
<tr>
<td>6.</td>
<td>Van Wezel Performing Arts Hall</td>
<td>777 N. Tamiami Trail</td>
</tr>
<tr>
<td>7.</td>
<td>Municipal Auditorium</td>
<td>801 N. Tamiami Trail</td>
</tr>
<tr>
<td>8.</td>
<td>Robert L. Taylor Community Complex</td>
<td>1845 34th Street</td>
</tr>
<tr>
<td>9.</td>
<td>Economic Development Office – Newtown</td>
<td>1782 Dr. Martin Luther King, Jr. Way</td>
</tr>
<tr>
<td>10.</td>
<td>Palm Avenue Parking Garage</td>
<td>1289 N. Palm Avenue</td>
</tr>
<tr>
<td>11.</td>
<td>State Street Parking Garage</td>
<td>1538 State Street</td>
</tr>
<tr>
<td>12.</td>
<td>St. Armand’s Circle Parking Garage</td>
<td>47 N. Adams Dr.</td>
</tr>
<tr>
<td><strong>Within Sarasota County Limits:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>14.</td>
<td>Hi-Flat Ranch</td>
<td>12222 Fruitville Road</td>
</tr>
<tr>
<td>15.</td>
<td>Verna</td>
<td>6300 Verna Road</td>
</tr>
<tr>
<td><strong>Additional Locations:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>16.</td>
<td>The City has additional security cameras, primarily wireless, at various locations throughout the City and in City Parks and Recreation areas. These are detailed in Attachment A, “Camera Locations as of February 1, 2018”. Locations may be added, deleted and/or relocated during the term of this contract. This camera network is deployed at and inside of fifty-seven (57) separate structures (building and poles). It is comprised of eight (8) Ceragon links (16 backhaul radios), six (6) network switches, twenty-five (25) wireless mesh nodes, two (2) client workstations, and seventy-eight (78) cameras deployed at multiple locations. These cameras are currently not operational. The City may update and/or modify this network to repair, relocate, add or remove cameras and make greater use of wired cameras. This work is included under this contract.</td>
<td></td>
</tr>
</tbody>
</table>

- Continued on following page -
IV. **Contractor Requirements (minimum):**

A. **Certifications/ Licensing:**

The Contractor shall have and maintain throughout the life of the contract all required and necessary manufacturer certifications/licenses for all related services described herein, for all hardware and software.

1. All Contractor personnel shall have hardware, access control, VAR advanced access control, security camera system and all other necessary manufacturer certifications to perform the required services.

2. The Contractor must be an authorized Value-Added Reseller (VAR) of **Lenel Security Solutions.**

3. The Contractor must have applicable experience in the installation, maintenance, upgrade and repair of **Lenel security systems** compatible and associated with the Lenel system.

4. The Contractor is responsible for ensuring that all components of this system integrate seamlessly with the **Lenel On-Guard** system currently used by the City of Sarasota, and all functionality is accomplished as described in these specifications.

B. **Employees/ Subcontractors:**

1. **Florida Department of Law Enforcement (FDLE) security clearances** are required for every Contractor employee assigned to perform services under this contract. The Contractor shall bear the burden of cost for the security clearances. Security policies may change over the course of this contract and the Contractor is expected to meet these changing requirements and pay for any associated costs.

2. The Contractor shall ensure that all employees/representatives dress in business attire appropriate to the services being provided and act in a professional and courteous manner. The employees/representatives must carry company identification.

3. The Contractor **shall not** subcontract any part of this contract without the prior written approval of the City Coordinator, as Contract Administrator, unless notified otherwise. The Contractor shall be responsible for all technicians working on City owned equipment.

4. The Contractor shall provide a single point of contact or Account Manager that will be readily available during normal business hours as well as an after-hours emergency number to service the Contract. The Account Manager’s responsibilities shall include, but are not limited to, working with the City Coordinator to oversee all aspects of implementation and management pertaining to servicing, reporting and issue resolution as defined under the Contract.

   a. Contractor is responsible for notifying the City with any changes in Account Manager or contact information.

5. If at any time the City is dissatisfied with the service and/or labor performed under this contract, the City may request and receive a new technician(s) to service its facilities.
6. The City retains the right, at any time and at its sole discretion, to approve and/or replace any Contractor employee/subcontractor. The Contractor shall bear the expense of obtaining FDLE security clearances, certifications and other documentation and training required.

V. **Work Performance and Service Orders:**

A. **Performance Assurance:**

The Contractor shall be required to provide all transportation, supervision, labor, licenses, tools and equipment necessary to perform all work under this Agreement. The equipment delivered under this proposal shall remain the property of the Contractor until a physical inspection and actual usage of the equipment is made and accepted to the satisfaction of the City Coordinator. All such equipment to be provided under this Agreement shall be newly manufactured; shall not be previously used, damaged, reconditioned or repaired.

1. The Contractor shall deliver, set in place, install, make ready-to-run and test the equipment/system. Upon completion of successful testing it shall be accepted, in writing, by the City Coordinator or designee.

2. The Contractor shall promptly correct all work rejected by the City Coordinator as defective or failing to conform to the contract documents. The Contractor shall bear all costs of correcting such rejected work.

3. The Contractor shall keep parts for repairs in stock or available within 24 hours. The City shall not pay for any restocking fees for items found to be defective or which do not meet specifications.

4. The Contractor shall leave all work sites in a neat and orderly fashion at the end of each work day. The Contractor shall be responsible for the frequent pickup of all rubbish, refuse, scrap materials and debris as a result of their operations. All rubbish, scrap, etc. shall be transported from the premises and properly disposed of at no additional cost to the City. The Contractor shall remove all work materials, tools, equipment and machinery from the work site and shall leave the project in ready-to-use condition.

5. The City is not responsible for any unsecured tools, equipment or machinery or any of these left behind by the Contractor at the end of the job.

6. The Contractor shall prepare and actively maintain throughout the life of this contract an electronic file (Excel format) detailing an inventoried listing of all equipment and software, at minimum, documenting its:

- description
- operating condition
- age
- quantity
- whether newly installed/ repaired/ replaced
- related manufacturer warranty information (how many years total and number years left for coverage, as applies), etc.
• whether the "item" is considered under a "wired" or "wireless" environment.
• physical location; perhaps by street address and/ or building name, which department and/ or floor; sufficiently described as to pinpoint its location when being searched.

The Contractor shall provide to the City Coordinator a copy of this electronic file each time the file is updated.

B. Service Orders:

Projects shall be assigned and based on approved service orders;

1. All service calls shall be facilitated and/or placed by the City Coordinator.

2. The Contractor shall provide a detailed written estimate, after a no charge service call investigation, for evaluation and approval by the City Coordinator.
   a. The estimate shall be on a Time and Materials basis and shall include a "not to exceed price".
   b. Each estimate must contain a detailed listing of the parts, materials, costs and warranty information upon the installation of any new equipment as required to complete the work based on the individual requirements of the job.
   1. The Contractor shall provide documentation to substantiate the parts/material costs indicated. The estimate must also include the total hours required for installation/ maintenance/repair, setup and testing.
   c. The Contractor must be able to start a project or complete repairs within 14 days of the City accepting the estimate unless otherwise approved by the City Coordinator.
   d. Approved estimates shall include the start, completion and milestone dates agreed to by the City.
   e. No work shall commence until approval has been granted, with the appropriate approved Purchase Order or Purchasing Card (P-Card) being referenced.

3. The assignment of the service shall consider the Contractor’s resource(s) availability and capability to complete the service, within time and budgetary constraints, as required by the City.
   a. The City retains the right to solicit quotes from other qualified and experienced companies, outside of this contract, should the Contractor have a conflict in schedule, not have sufficiently available personnel and/or the required resources by which to complete the service order as required by the City.

V. Scheduling/ Response/ Support:

1. Service Tracking:
   a. The Contractor shall be responsible for logging, scheduling resources and communicating status reports for all service calls covered by this Agreement.
2. **Centralized Support Number(s):**
   a. The Contractor must provide a centralized support telephone number(s) for service calls.
   b. The Contractor shall provide unlimited technical telephone support to the City Coordinator at no additional charge or per the hourly rate proposed. On-site technical support shall be billed per the hourly rate proposed.

3. **Response Time:**
   The City will determine whether a service order will be considered routine or an emergency. The Contractor shall be responsible for timely provision of all necessary personnel, equipment, material and supplies to perform these services as required. The Contractor shall respond within the response time periods indicated:
   a. Routine service orders – within two (2) days
   b. Emergency service orders – within four (4) hours
   c. Parts delivery - response time will be adjusted, as needed, to accommodate reasonable, unforeseen delays. The Contractor must provide proof of delivery delays.

4. **On-site support:**
   Shall include but not be limited to:
   a. Regular City of Sarasota hours are Monday through Friday, from 8:00 a.m. to 5:00 p.m. (Eastern Time).
   b. Second Business Day: If such determination is made prior to 12:00 noon on any day, the Contractor shall have personnel on-site no later than the second business day.
   c. Time and Materials: Any on-site support required will be billed on a Time and Materials basis at the approved rates as submitted on the Contractor's pricing sheet. All materials supplies and equipment that are purchased shall be billed on a “cost plus” basis (plus the approved percentage markup over cost as submitted on the RFP pricing sheet).

5. **Remote Support:**
   Shall be provided, at City request, via VPN (or comparable) with access into the City’s system. Remote support is unlimited during the term of this agreement.
   a. Contractor shall respond within four (4) hours of receiving a support request, giving a:
      1. **Response on the same business day:** when request is received prior to 1:00 p.m. the Contractor shall respond prior to the end of the day (5:00 p.m. Eastern Time)
      2. **Response on the next business day:** when request is received after 1:00 p.m. Contractor shall respond prior to 9:00 a.m. on the next business day.

VI. **Installation:**
   All work associated with new installations shall commence within thirty (30) days after receiving authorization by the City Coordinator unless other arrangements are agreed to prior to the work being approved.
The Contractor shall be responsible for ensuring all equipment is properly functioning by providing reliable, competent installation, maintenance, repair and upgrade services when directed and as needed.

1. The Contractor shall furnish all labor, tools, equipment, supplies and transportation when providing these services as described herein.

2. The Contractor shall service the requirements of all sites listed, as well as additional sites added during the period of this contract; consisting of various manufacturer’s components and software that include, but are not limited to, Lenel, TruVision, Axis, Bosch and others.

3. The Contractor shall include the Software Support Agreement and any additional licenses, as needed, for the number of readers, cameras and any other equipment added under this project.

4. The Contractor shall make the City Coordinator aware of the availability of any/all applicable hardware upgrades and operational software upgrades when providing services during this contract.

5. The Contractor shall provide installation and configuration services when requested by the City Coordinator.

VII. **Maintenance Services:**

The contractor shall provide maintenance service and support as set forth in this RFP. Subject to advance approval, these support services and maintenance can be performed either on-site or remotely via internet (VPN or comparable) connection. The Contractor’s maintenance service and support is not limited to the access and camera system(s) listed. The maintenance will include but not be limited to:

1. Labor, inclusive of diagnostic time.

2. Equipment that is provided by the vendor/contractor whether covered or not covered under manufacturer’s warranty, either original or extended.

3. Equipment that is not provided by the vendor/contractor that is covered or not covered under manufacturer’s warranty, either original or extended.

VIII. **Preventive Maintenance:**

Contractor shall provide:

1. Software patches and firmware version updates shall be provided on an as-needed basis.

2. Preventative maintenance of cameras and associated equipment. *To include but not limited to:*
   
   a. Inspect Grounding. Twice per year.
   
   b. Inspect Connector. Twice per year.
   
   c. Inspect Weatherproofing. Twice per year.
   
   d. Inspect Camera Dome. Twice per year.
   
   e. Cleaning. Twice per year.
f. Network Video Recording System Health Check. Four times per year.

g. Network Integrity Check. Four times per year.

h. Wireless Signal Level Check and Repair, where needed. Four times per year.

i. Annual report on the status of the City’s CCTV camera system shall be given to the City Coordinator.

IX. **Repair/Replacement Parts:**

1. All repair or replacement parts supplied shall be new, finest quality meeting Original Equipment Manufacturer (OEM) specification. Upgrade of OEM equipment shall be evaluated at time of repair.

   a. The Contractor shall provide a current MSRP list price(s) sheet electronically at the start of the contract and at any time during the life of the contract if there is a manufacturer’s price change for any parts associated with this contract.

X. **Warranty:**

1. The Contractor shall be responsible for handling all warranty issues. All equipment, per specifications, shall be warranted for a minimum of one (1) year from acceptance date, or the length of the manufacturer’s warranty, whichever is greater. Further, warranty is to include total costs of parts, labor and/or replacement whether equipment is serviced on-site or is removed.

2. Installation and cabling shall be warranted for a period of one (1) year after the acceptance date of the project. In the event an item(s) is/are received, and it is later determined there is concealed damage when the item or items is/are unpacked the item or items shall be replaced by the Contractor at no additional cost to the City.

3. During the warranty period, next business day response is required after notification of the problem. Resolution to the satisfaction of the City Coordinator shall be within three (3) business days.

XI. **Pricing Form and Fees:**

1. **Pricing Form:**

   All Proposers shall indicate pricing for the Initial Term (Years 1, 2 and 3) of the contract, for each category, individually specifying both monthly and annual amount(s) for each year. The Contractor shall be paid the respective monthly/annual rate(s) indicated on the Pricing Form for each year, as applies. All rates shall be fully-loaded, inclusive of all overhead, profit, miscellaneous expense, copy, travel, etc. No additional compensation shall be due the Contractor.

   For subsequent year(s) of renewal, for Year 4 and Year 5, the Contractor shall then be compensated at the negotiated and mutually agreed upon rates determined at that time.

   Any packaged pricing shall be as negotiated and mutually agreed upon, when applicable. Contractor shall be prepared to give lump sum pricing upon request for projects related to this RFP/solicitation.
1. **Fees:**

   a. **Preventive Maintenance:**

       The Contractor shall be paid the respective monthly/annual rate(s) for all Preventive Maintenance Services indicated on the Pricing Form, for each month/year of the initial term of the contract agreement.

   b. **Support Services:**

       Payment for all Support Services (both On-Site and Remote) shall be paid based on an approved Service Order and shall use the approved hourly rates submitted on the Pricing Form.

   c. **Emergency, Holiday and After-Hours Work**

       Emergency, Holiday and After-Hours work shall be paid at 1.5 times the regular hourly rate. All such work shall require advanced approval prior to the start of any work and shall be approved in writing.

   d. **Parts and Equipment:**

       Additional compensation shall be paid for the purchase of all parts and equipment on a cost-plus percentage markup over the cost for all parts and equipment purchased as submitted on the Pricing Form.

   e. **Software Service Agreement (SSA):**

       SSA fees shall be paid annually or at some other mutually agreed upon schedule as found on the Pricing Form.
Attachment "A"

Additional Camera Locations as of February 1, 2018
Additional Camera Locations

The City currently has an extensive wireless camera network deployed at and inside of fifty-seven (57) separate structures (building and poles). This network is comprised of eight (8) Ceragon links, (16) backhaul radios, six (6) network switches, twenty-five (25) wireless mesh nodes, two (2) client workstations, and seventy-eight (78) cameras deployed at multiple locations. These cameras are currently not operational.

The City may update and/or modify this network to repair, relocate, add or remove cameras and make greater use of wired cameras. This work is included under this contract.

Central Sarasota
Site 1 PD Camera
Site 2 Skate Park
Site 3 Five Points
Site 4 North Trail
Site 5 Payne Park
Site 6 Five Points Expansion

Sarasota Housing Authority
101 - McCown Tower West
102 - McCown Tower East
103 - OCB Mailbox/Office Roof
104 - Maintenance Yard/S. Orange Parking Lot
105 - Boys & Girls North Rooftop
106 - Boys & Girls South Rooftop
107 - Carver & Gregg
108 - N Orange Parking Lot
109 - 21st & Orange
110 - 21st and Palmadelia
111 - Bethune Ct Dead End
112 - May Ct, Bethune & Gregg
113 - Gregg & May
114 - 21st
115 - Dixie & 22nd
116 - Dixie & 23rd
117 - 24th & Gillespie
118 - Courtyard Btw 23rd & 24th
119 - Courtyard Btw 22nd & 23rd
120 - Janie Poe
121 - JG Phase 1 Valerie Way Lot
122 - JG Phase 1 Watts Way Lot
133 - King Stone Town Homes
134 - Maple & MLK North
135 - Maplc & MLK East

Newtown Development Office Area
123 - MLK & 24th
124 - MLK & Osprey
125 - MLK & Links
126 - MLK & Dixie
127 - MLK & Pershing
128 - Pershing Ave Park
RFP # 19-15BK: Install, Maintain, Repair and Upgrade Services for Low-Voltage Access Control and Security Camera System

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Total Cost for Initial Contract Term</th>
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<tbody>
<tr>
<td></td>
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</tr>
<tr>
<td>Readers</td>
<td>Cameras</td>
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<td>$64.00</td>
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<td>Year 1: $1,557.00</td>
<td>Year 2: $1,635.00</td>
<td>Year 3: $1,684.00</td>
<td>$4,906.00</td>
</tr>
</tbody>
</table>

All hourly rates shall be "fully loaded" and shall account for overhead, profit, miscellaneous expenses and travel. Contractor shall be paid for all described and scheduled services based on the approved rate. Any other required services not specified herein shall be paid at the mutually agreed upon rate/amount as negotiated with the City Coordinator. All pricing is FOB Destination, Sarasota, FL.

7. Percentage Markup Over Cost Purchases - Materials/Supplies
   Annual Percentage Rate

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<tr>
<th>Year 1:</th>
<th>Year 2:</th>
<th>Year 3:</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 %</td>
<td>10 %</td>
<td>10 %</td>
</tr>
</tbody>
</table>

The Contractor shall be paid an additional amount, calculated on a Cost Plus basis; a Percentage Markup shall be applied to the wholesale cost for the purchase of all necessary materials and supplies. Contractor shall attach a copy of the invoice for such purchases and indicate the calculated additional amount due. Markup shall not be calculated on any sales taxes paid by the Contractor.

EXHIBIT B
RFP 19-15BK: Install, Maintain, Repair and Upgrade Services for Low-Voltage Access Control and Security Camera System

Terms and Conditions,
City of Sarasota, Sarasota, Florida

The undersigned, as Proposer, hereby declares that no person or persons other than the undersigned are interested in this proposal as Principal, and that this proposal is made without collusion with others and that we have carefully read and examined the specifications, and with full knowledge of all conditions under which the services herein is contemplated must be furnished. Herby propose and agree to furnish this service according to the requirements set out in the specifications for said service for the prices as listed on the previous pages.

<table>
<thead>
<tr>
<th>Federal Employer Identification Number</th>
<th>75-3213855</th>
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All prices are to be F.O.R. Destination Sarasota, Florida.

Where Proposer is a Corporation, add:
Integrated Fire and Security Solutions, Inc.

<table>
<thead>
<tr>
<th>Company Name: (Name printed or typed)</th>
<th>Authorized Proposer: Justin Peterson, President</th>
</tr>
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(Seal-if applicable)
1970 Dana Drive, Fort Myers, FL 33907

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<th>State</th>
<th>Zip Code</th>
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<th>Phone Number</th>
<th>Fax Number</th>
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Authorized Signature of Proposer

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EXHIBIT B