



## Legislation Text

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**File #:** 19-973, **Version:** 1

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**STRATEGIC PRIORITY:** Government Performance and Financial Management  
**AGENDA DATE:** September 11, 2019  
**COUNCIL DISTRICT(S):** All  
**DEPARTMENT:** Office of Procurement Services  
**EXECUTIVE:** Elizabeth Reich

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### **SUBJECT**

Authorize **(1)** an acquisition contract for the purchase and installation of hardware and software for a video surveillance camera system in the estimated amount of \$14,077,144.30; and **(2)** a five-year service contract for maintenance and support of the video surveillance camera system in the estimated amount of \$2,250,811.08 - Sigma Surveillance, Inc. dba STS360, most advantageous proposer of five - Estimated total amount of \$16,327,955.38 - Financing: General Fund (\$11,771,948.20) (subject to annual appropriations), Master Lease Equipment Fund (\$2,485,454.76), Information Technology Equipment Fund (\$114,750.00), Data Services Fund (\$600,000.00) (subject to annual appropriations), Sanitation Operation Fund (\$382,995.04) (subject to annual appropriations), and Storm Drainage Management Operations Fund (\$972,807.38) (subject to annual appropriations)

### **BACKGROUND**

This action does not encumber funds; the purpose of a service contract is to establish firm pricing for services, for a specific term, which are ordered on an as needed basis according to annual budgetary appropriations. The estimated amount is intended as guidance rather than a cap on spending under the agreement, so that actual need combined with the amount budgeted will determine the amount spent under this agreement. We anticipate that this agreement will be used Citywide, but specifically by the following City departments:

- Dallas Marshal's Office
- Department of Code Compliance
- Department of Sanitation Services
- Library
- Park & Recreation Department
- Police Department
- Water Utilities

These contracts will allow for the continued purchase and installation of video surveillance cameras, hardware, and software. The maintenance contract will provide support of the system infrastructure and maintenance of the equipment.

Maintenance and support include warranties on all camera hardware, system patches and updates for functionality improvements, and relocation of cameras as necessary to improve effectiveness.

Due to the deterrent and evidentiary value of the surveillance cameras, the Police Department is seeking to continue deployment of cameras to high-crime areas of the city and police stations. The cameras deployed are a mix of overt and covert cameras installed as semi-permanent installations that can be moved quickly to various locations, as dictated by criminal activity or other surveillance efforts. In addition, all City departments have the capability to install cameras in City buildings and outdoor areas that require surveillance camera monitoring. These cameras transmit continuous wireless video feeds 24 hours a day, 365 days a year.

The goals of the project include:

- Deter and detect crime using new video analytical tools
- Stream video feeds in as near real-time as possible to Dallas City Hall and Jack Evans Police Headquarters
- Streamline citywide surveillance technologies into a consolidated solution by using consistent camera hardware, infrastructure, and video management software
- Provide a mechanism for all City departments to purchase and deploy a consistent surveillance camera solution
- Deploy a comprehensive video visualization software to consolidate the City's video feeds into one centralized repository for easier monitoring and control

A six-member committee from the following departments reviewed and evaluated the qualifications:

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|--|------|
| • Police Department                                    | (2)  |
| • Department of Communication and Information Services | (2)  |
| • Office of Business Diversity                         | (1)* |
| • Office of Procurement Services                       | (1)* |

\*The Office of Procurement Services only evaluated cost and the Office of Business Diversity evaluated the Business Inclusion and Development Plan.

The committee selected the successful respondent on the basis of demonstrated competence and qualifications under the following criteria:

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|---|-----------|
| • Cost to the city                        | 30 points |
| • Capabilities and expertise              | 20 points |
| • Technical match                         | 20 points |
| • Functional match                        | 15 points |
| • Business Inclusion and Development Plan | 15 points |

As part of the solicitation process and in an effort to increase competition, the Office of Procurement Services used its procurement system to send out email notifications to vendors registered under relevant commodity codes. To further increase competition, the Office of Procurement Services uses historical solicitation information, the Internet, and vendor contact information obtained from user departments to contact additional vendors. Additionally, in an effort to secure more competition, the Office of Business Diversity sent notifications to chambers of commerce and advocacy groups to ensure maximum vendor outreach.

On November 10, 2015, the City Council authorized a living wage policy that requires contractors to pay their employees a “living wage” rate as established annually by the Massachusetts Institute of Technology Living Wage Calculator for Dallas County by Resolution No. 15-2141. The current calculated living wage during the solicitation process of this contract is \$11.15; the selected vendor meets this requirement.

### **PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

This item has no prior action.

### **FISCAL INFORMATION**

General Fund - \$11,771,948.20 (estimated amount) (subject to annual appropriations)

Master Lease Equipment Fund - \$2,485,454.76 (estimated amount)

Data Services Fund - \$600,000.00 (estimated amount) (subject to annual appropriations)

Information Technology Equipment Fund - \$114,750.00 (estimated amount)

Storm Drainage Management Operations Fund - \$972,807.38 (estimated amount) (subject to annual appropriations)

Sanitation Operations Fund - \$382,995.04 (estimated amount) (subject to annual appropriations)

Fund	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
General Fund		\$2,942,987.05	\$2,942,987.05	\$2,972,987.05	\$2,972,987.05
Master Lease Equipment Fund	\$2,485,454.76				
Information Technology Equipment Fund	\$114,750.00				
Data Services Fund	\$120,000.00	\$120,000.00	\$120,000.00	\$120,000.00	\$120,000.00
Sanitation Operation Fund		\$382,995.04			
Storm Drainage Management Operations Fund		\$972,807.38			
Total	\$2,720,204.76	\$4,418,789.47	\$3,062,987.05	\$3,062,987.05	\$3,062,987.05

**M/WBE INFORMATION**

In accordance with the City's Business Inclusion and Development Plan adopted on October 22, 2008, by Resolution No. 08-2826, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Category	M/WBE Goal	M/WBE %	M/WBE \$
\$16,327,955.38	Other Services	23.80%	21.27%	\$3,473,375.00
• This contract does not meet the M/WBE goal, but complies with good faith efforts.				

**PROCUREMENT INFORMATION**

Method of Evaluation for Award Type:

Request for Competitive Sealed Proposal	<ul style="list-style-type: none"> <li>• Utilized for high technology procurements, insurance procurements, and other goods and services</li> <li>• Recommended offeror whose proposal is most advantageous to the City, considering the relative importance of price, and other evaluation factors stated in the specifications</li> <li>• Always involves a team evaluation</li> <li>• Allows for negotiation on contract terms, including price</li> </ul>
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The Office of Procurement Services received the following proposals from solicitation number BUZ1818. We opened them on August 30, 2018. We recommend the City Council award this service contract in its entirety to the most advantageous proposer.

\*Denotes successful proposer

<b><u>Proposers</u></b>	<b><u>Address</u></b>	<b><u>Score</u></b>	<b><u>Amount</u></b>
*Sigma Surveillance, Inc. dba STS360	3900 South Wadsworth Blvd. Suite 510 Lakewood, CO 80235	85.33	\$16,327,955.38
AT&T Corp.	One AT&T Way Bedminster, NJ 07921	74.56	\$35,251,910.16
Knight Security Systems, LLC	10105 Technology Blvd. W. Suite 100 Dallas, TX 75220	74.52	\$21,753,341.50

Hitachi Vantara Corporation	2845 Lafayette St. Santa Clara, CA 95050	74.28	\$34,300,947.01
Convergint Technologies	2304 Tarpley Rd. Suite 124 Carrollton, TX 75006	68.66	\$44,541,458.33

**OWNER****Sigma Surveillance, Inc. dba STS360**

Bobby Khullar, President  
John Paul Hoffman, Vice President of Sales