

P16-03, Video Surveillance Non-Cost Specifications Max Points Available: 30	A3 Communications	Busker Communications	C3 Communications	Synergy	Tech Optics
Criteria / Points Available					
Contractor Qualifications (5.1 Special T&C) Points Available: 30					
Firm and Personnel Questionnaire 5.1.2 Firm Data 5.1.3 Firm History 5.1.4 Personnel 5.1.6 Sub Contract 5.1.8 Service Center Points Available: 12	Excellent = 100% 12 Points	Good = 80% 9.6 Points Inconsistency on Background Check Info relative to issues at NFHS Staff Depth of	Very Good = 90% 10.8 Points Potential use of subs Depth of Staff	Good = 80% 9.6 Points Depth of Staff 100% use of subs on cabling	Good = 80% 9.6 Points Depth of Staff/Workload
References and History 5.1.5 Experience 5.1.7 Platform/Hardware Exp Points Available: 7	Very Good= 6.3 (7 X.9) One Incomplete Reference	Adequate= 4.9 (7X.7) One Incomplete Reference Limited Experience with VI Platform Recent Negative w/ FCS	Good= 5.6 (7X .8) One Incomplete Reference One Negative Reference	Good= 5.6 (7X .8) One Incomplete Reference Limited Experience with VI Platform	Very Good= 6.3 (7 X.9) Limited Experience with VI Platform
Contract Compliance Points Available: 1	1	1	1	1	1
Scope of Work (5.2 of Special T&C) Points Available: 10	Good = 80% 8 Points Warranty not as robust as competition Charge for handling warranty claims Training protocol not as robust as competition	Good = 80% 8 Points Very Good Warranty, but not best Less Detail on Install, Training, and Support Plan than competition	Excellent = 100% Points Superior Warranty 10	Very Good = 90% 9 Points Very Good Warranty, but not best	Very Good = 90% 9 Points Very Good Warranty, but not best
Total Points	27.3	23.5	27.4	25.2	25.9
Notes: Non-Cost Determined Utilizing Scoring Matrix Relative to Points Available: Excellent=100%, Very Good= 90%, Good=80%, Adequate=70%, Marginal=60%, Poor=25%, Unacceptable=0%					

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P16-03, Cost Max Points Available: 70	A3 Communications	Busker Communications	C3 Communications	Synergy	Tech Optics
Total Turn-Key Cost (per Bid Specs, SOW, Q&A, Adjustments, Addendum, and Bid Form)	\$1,242,870.02	\$1,331,412.55	\$1,148,941.00	\$1,611,500.00	\$1,043,400.48
TOTAL POINTS Cost Evaluation Formula: (Lowest Price/R-where "R" represents the cost of proposal currently being ranked) x Points = Score.)	58.80 Points $1,043,400.48/1,242,870.22 = .84$ $70 \times .84 = 58.80$	54.60 Points $1,043,400.48/1,331,412.55 = .78$ $70 \times .78 = 54.60$	63 Points $1,043,400.48/1,148,941 = .91$ $70 \times .91 = 63.70$	45.50 Points $1,043,400.48/1,611,500 = .65$ $70 \times .65 = 45.50$	Low Bid = 70 Points
Cost Notes:	\$1,255,328.65 (12,458.63 - UPS BR1500G Adjustment) = \$1,242,870.02	No Adjustments	\$1,162,631.00 (13,690.00 - UPS BR1500G Adjustment) = \$1,148,941.00	No Adjustments	\$ 1,017,732.48 + 15,036- CAT6e Cable Adjustment= 10,632 Warranty Adjustment) = 1,043,400.48

P16-03, Video Surveillance Tabsheet	Tech Optics	C3 Communications	A3 Communications	Busker Communication	Synergy Automation
School	Turnkey Cost	Turnkey Cost	Turnkey Cost	Turnkey Cost	Turnkey Cost
Big Creek ES	\$24,872.37	\$27,915.00	\$29,641.25	\$30,773.86	\$37,900.00
Brookwood ES	\$25,000.89	\$28,838.00	\$31,037.52	\$32,504.12	\$39,500.00
Chattahoochee ES	\$25,897.81	\$29,273.00	\$31,073.00	\$32,504.12	\$39,500.00
Chestatee ES	\$25,418.65	\$29,204.00	\$31,245.66	\$32,552.73	\$40,200.00
Coal Mtn ES	\$24,610.07	\$28,505.00	\$30,631.63	\$32,205.07	\$39,500.00
Cumming ES	\$24,595.87	\$28,574.00	\$30,782.88	\$32,089.03	\$39,600.00
Daves Creek ES	\$23,429.50	\$27,216.00	\$28,979.90	\$30,425.80	\$37,500.00
Haw Creek ES	\$24,068.53	\$27,870.00	\$30,089.12	\$31,489.47	\$38,800.00
Hill Ed Center	\$23,524.69	\$26,628.00	\$29,428.59	\$31,333.26	\$38,300.00
Johns Creek ES	\$26,348.08	\$30,003.00	\$32,378.54	\$33,616.00	\$41,500.00
Kelly Mill ES	\$25,902.55	\$29,038.00	\$31,464.81	\$33,567.79	\$41,200.00
Lakeside MS	\$32,488.89	\$37,499.00	\$40,066.79	\$55,613.27	\$50,500.00
Lambert HS	\$54,867.13	\$60,520.00	\$63,707.43	\$53,726.50	\$79,100.00
Liberty MS	\$30,512.76	\$35,042.00	\$37,443.00	\$40,240.34	\$60,600.00
Little Mill MS	\$30,107.74	\$34,343.00	\$37,188.36	\$39,825.25	\$47,200.00
Mashburn ES	\$24,474.18	\$28,241.00	\$30,076.75	\$31,857.00	\$38,900.00
Matt ES	\$25,738.89	\$29,563.00	\$31,580.03	\$31,625.28	\$40,600.00
Midway ES	\$24,512.58	\$28,986.00	\$30,088.58	\$29,087.05	\$38,900.00
North Forsyth MS	\$29,206.08	\$33,689.00	\$36,055.48	\$38,761.98	\$45,800.00
North Transportation Center and North Bus Shop	\$19,665.42	\$17,987.00	\$25,175.91	\$26,568.60	\$33,000.00
Otwell MS	\$30,181.88	\$34,293.00	\$36,749.24	\$39,640.77	\$46,600.00
Professional Dev Center (PDC)	\$23,500.49	\$27,404.00	\$31,726.22	\$25,997.97	\$38,200.00
Piedmont Learning Center (including Food Service)	\$20,449.53	\$24,840.00	\$26,932.39	\$51,445.48	\$35,200.00
Piney Grove MS	\$29,594.60	\$33,860.00	\$36,367.01	\$39,341.31	\$46,300.00
Riverwatch MS	\$28,845.96	\$33,180.00	\$35,465.11	\$38,413.92	\$45,200.00
Sawnee ES	\$32,033.03	\$35,470.00	\$38,518.45	\$41,228.08	\$48,600.00
Settles Bridge ES	\$23,615.33	\$27,216.00	\$29,003.56	\$30,425.80	\$36,100.00
Sharon ES	\$24,431.58	\$28,448.00	\$30,518.67	\$31,788.52	\$40,000.00
Shiloh Point ES	\$27,537.17	\$32,015.00	\$34,124.09	\$37,022.82	\$43,500.00
Silver City ES	\$26,069.77	\$30,077.00	\$32,967.55	\$33,819.69	\$41,400.00
South Forsyth MS	\$29,206.08	\$32,689.00	\$36,055.48	\$38,761.98	\$45,800.00
South Bus Shop	\$15,703.43	\$18,857.00	\$20,411.15	\$21,976.54	\$27,600.00
Support Services Warehouse	\$20,256.63	\$24,332.00	\$25,739.82	\$27,544.18	\$34,000.00
Vickery Creek ES	\$28,018.44	\$31,896.00	\$33,904.94	\$35,346.66	\$43,300.00
Vickery Creek MS	\$30,665.78	\$35,361.00	\$37,697.64	\$40,376.61	\$47,600.00
West Forsyth HS	\$57,631.21	\$64,921.00	\$69,974.78	\$71,690.63	\$84,200.00
Whitlow	\$24,748.89	\$28,838.00	\$31,037.52	\$32,224.91	\$39,800.00
Grand Total Turnkey Cost	\$1,017,732.48	\$1,162,631.00	\$1,255,328.85	\$1,337,412.39	\$1,611,500.00
Adjusted Grand Total Turnkey Cost	\$1,043,400.48	\$1,148,941.00	\$1,242,870.02	\$1,331,412.55	\$1,611,500.00

P16-03, Video Surveillance Future Work		Tech Optics		C3 Communications		A3 Communications		Busker Communication		Synergy Automation	
Device	Part Number/Description	Cost Per Drop Cabled	Cost Per Drop Non-Cabled	Cost Per Drop Cabled	Cost Per Drop Non-Cabled	Cost Per Drop Cabled	Cost Per Drop Non-Cabled	Cost Per Drop Cabled	Cost Per Drop Non-Cabled	Cost Per Drop Cabled	Cost Per Drop Non-Cabled
Exterior Camera	Advidia B-33 4MP, 18X Optical Zoom	\$1,136.76	\$989.30	\$1,025.00	\$875.00	\$1,189.02	\$861.52	\$1,316.26	\$976.26	\$800.00	\$700.00
Interior Camera True Wide	Advidia A-54 3Mp Remote Focus, 2.8mm-9mm TRUE Wide Dynamic	\$966.66	\$819.20	\$930.00	\$780.00	\$1,066.70	\$739.20	\$1,177.65	\$837.65	\$1,400.00	\$1,300.00
Interior Camera Wide Hallway	Advidia A-34 or 34W 3MP, Digital Wide Dynamic	\$592.34	\$517.92	\$580.00	\$445.00	\$657.50	\$330.00	\$713.95	\$373.95	\$1,600.00	\$1,500.00
VI Software	Video Insights Software System Version 6.0 or Later	Included Below	Included Below	Included	Included	Included	Included	Included	Included	Included	Included
Network Video Recorder (NVR)	Dell R520, Dual Processor, 2-U Rackmount Server, 8Gig RAM, RAID-5, Dual Redundant Power Supply V.I P/N NVR-R-2-2-24TB	\$8,000.00	\$8,000.00	\$10,800.00	\$10,800.00	\$11,446.08 (UPS Not Included)	\$11,154.08 (UPS Not-Included)	N/A	\$11,356.80	\$17,100.00	\$17,100.00
Managed Switch	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Fiber Transceiver Module	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Server Rack Applicable) (If	UBS Seismic Zone 4; 600 lb with floor anchor and brackets; installed and grounded per NEBS and NEC standards; UL Listed in US; 750 lb capacity	\$162.36	\$162.36	N/A	N/A	\$400.00	\$400.00	\$940.00	\$940.00	N/A	N/A
Cable	CAT 6E Cable (per foot)	\$0.34	\$0.34	\$0.75	\$0.75	\$0.8125 per foot installed	\$0.21	\$0.28	N/A	Included with camera price	Included with camera price
Patch Panel	Patch Panel as specified	\$126.00	\$126.00	\$140.00	\$140.00	24 Blank keyed PP- \$25.30 / Cat6E-\$3.96	24 Blank keyed PP- \$25.30 / Cat6E-\$3.96	\$7.65	N/A	Included with camera price	Included with camera price
Patch Cables	Patch Cables as specified	3Ft.- \$4.38/5Ft.- \$5.04	3Ft. - \$4.38/5Ft.- \$5.04	\$8.00	\$8.00	3FT- \$1.38, 7FT- \$2.04, 3M- \$11.83	3FT- \$1.38, 7FT- \$2.04, 3M- \$11.83	\$5.25	N/A	Included with camera price	Included with camera price
Wire Manager	Wire Manager as specified	\$59.83	\$59.83	\$65.00	\$65.00	\$35.00	\$35.00	\$2.34	N/A	Included with camera price	Included with camera price
Other	If Applicable	Fiber Jumper 50/125 OM3 SC to LC 3 meter- \$19.20	Fiber Jumper 50/125 OM3 SC to LC 3 meter- \$19.20	Fiber Jumper \$22.00	Fiber Jumper \$22.00	N/A	N/A	N/A	N/A	Included with camera price	Included with camera price
Other	If Applicable	N/A	N/A	VI CAP Program \$1,500 Per Server	VI CAP Program \$1,500 Per Server	N/A	N/A	N/A	N/A	Included with camera price	Included with camera price
TIME AND MATERIALS- Work outside primary scope		Tech Optics		C3 Communications		A3 Communications		Busker Communication		Synergy Automation	
Labor Lead Technician		\$68.00 / Hour		\$95.00 / Hour		\$55.00 / Hour		\$45.00 / Hour		\$90.00 / Hour	
Labor Technician		\$68.00 / Hour		\$65.00 / Hour		\$45.00 / Hour		\$45.00 / Hour		\$55.00 / Hour	
Labor Helper		\$68.00 / Hour		\$50.00 / Hour		N/A		\$45.00 / Hour		\$30.00 / Hour	
Other_Camera Set-up, Programming, Misc Mounting Supplies, etc.		\$75.00 / Hour		\$40.00 / Hour		N/A		N/A		N/A	
Parts & Materials		10% Over Cost		20% Over Cost		10% Over Cost		15% Over Cost		25% Over Cost	

RFP P16-03, Video Surveillance Summary of Final Award

	A3 Communications	Busker Communications	C3 Communications	Synergy	Tech Optics
Non- Cost Points (30 Available)	27.3	23.5	27.4	25.2	25.9
Cost Points (70 Available) See Cost Tab for Breakdown and Point Calculation	58.8	54.6	63.7	45.5	70
Total	86.1	78.1	91.1	70.7	95.9
Award					Highest Scoring and Lowest Cost Responsible and Responsive Offer Meeting FCS Terms and Conditions