

DTCC Contract No. C900400-SUR

Building and Parking Video Surveillance Systems

CLARIFICATIONS

- 1) Is the design of the security systems already complete? We are a security design firm only.
 - a. Answer: No
- 2) If not, are you looking for an integrator that does the design and installation? I read that there are provisions for sub-contracting in the RFP, correct?
 - a. The RFP does not state that specific language. Subcontracting is possible but all subcontractors need to be explicitly identified and details provided as to what work the subcontractor(s) will perform within the RFP, pursuant to the entirety of the RFP's scope, requirements, and conditions.
- 3) Is it mandatory that the provider's HQ be located in Delaware? We've worked on 6 projects for DTCC and we're located in Maryland.
 - a. No. Our selection process takes into consideration, all of the selection criteria, then all properly submitted RFP's are reviewed for final consideration and award. There is no provision in the RFP which considers previous work with, or previous vendor relationships with Delaware Tech.
- 4) The power on the light poles will be provided by the state correct? The integrator is not responsible for hiring their own electrician correct?
 - a. The RFP contains three possibilities (identified as Option 1, 2 and 3) for each pole attachment. This is indicated on the RFP, page 42. All bidders are required to submit their pricing, per camera, for power Options 1, 2 and 3 on the per-campus pricing sheets.
- 5) What existing camera system is in place?
 - a. There are no existing cameras in the parking lots included in this RFP.
- 6) Is there currently any cameras on these light poles that we are replacing?
 - a. No.
- 7) For the onsite information meeting that is scheduled below, would we have to RSVP or can just show up on site?
 - a. Attendance to the four campus walk-throughs was not indicated as mandatory on the RFP.
- 8) Are vendors permitted to submit questions before the information meetings at the sites?
 - a. Yes, but answers to all questions will not be posted until Dec. 17, 2019.
- 9) I went through the bid package and didn't see a VMS platform listed. I just wanted to make sure our cameras were able to work with the existing VMS at DTCC. Would you be able to tell me whose VMS the cameras would be transmitting back to?
 - a. As stated in the RFP, Appendix B, Project Scope and Specifications, Page 40, all cameras must be ONVIF conformant, with vendors to provide the ONVIF website conformance link for each camera model submitted as part of their bid. No specific VMS package will be listed. ONVIF conformance will ensure that any camera submitted as part of a bid will function with an ONVIF conformant VMS system.
- 10) How does DTCC plan to evaluate resolution of coverage, to determine the difference between one integrator's "100% video surveillance for all parking spaces" against another? A suggestion would be to require a specific pixel density (p/ft) and request that all vendors include this information in their design submittal. Please advise.
 - a. **A minimum pixel per foot density of 30 pixels per foot has been determined by DTCC to be an acceptable minimum. Bids will be evaluated on many factors, including the performance of the vendor's design.**

- 11) Is there a specific reason that DTCC wishes not to entertain 360-degree multi-sensor cameras where beneficial?
 - a. It has been determined that these would not be in the best interests of Delaware Technical Community College.
- 12) Is there a specific profile of ONVIF required for the cameras selected, such as S or T, which are the most recent profiles? Some cameras only allow certain features via ONVIF such as video only, but no motion. It might be a good idea to require confirmation of which features from the camera data sheet function or do not function via ONVIF.
 - a. **All cameras are required to be ONVIF profile "S" conformant.** Bids will be evaluated on many factors, including the performance of the vendor's design.
- 13) For IR requirements, 20-meters is listed. If coverage can be provided using a higher resolution camera at one location versus multiple cameras and infrastructure at multiple locations, how does this change the IR coverage requirement?
 - a. As stated in the RFP, Appendix B, Project Scope and Specifications, Page 40, 20-meter or higher infrared (IR) night illumination. This is a per-camera requirement.
- 14) Is POE++ or 60W POE permitted as power requirement for cameras? This would allow for multi-sensor cameras with integrated IR illumination up to 30m.
 - a. Yes, POE++ or 60W POE is permitted. POE+ has been referenced as a minimum requirement, as stated in the RFP, Appendix B, Project Scope and Specifications, Page 40. Bids will be evaluated on many factors, including the performance of the vendor's design.
- 15) Would DTCC entertain onsite camera test shots to be provided to allow for proper evaluation of multiple camera manufacturers?
 - a. Yes. Bids will be evaluated on many factors, including the performance of the vendor's design.
- 16) Is there a preference for the manufacturing location of the cameras (i.e. Made in USA, etc.)?
 - a. No, this is not stated in the RFP.
- 17) IP Network Cameras w/built-in 1 Gbps capable Ethernet port. (Manufacturer Name Removed) cameras are 10/100 (as are most cameras) not Gigabit ethernet. This is an unusual and potentially proprietary specification correct?
 - a. **100Mb/s camera Ethernet ports are permitted. 10/100 Mb/s camera Ethernet ports are permitted. 10/100/1000 Mb/s camera Ethernet ports are permitted. Cameras with only 10Mb/s camera Ethernet ports are not permitted.**
- 18) 12 megapixel (MP) or higher at 180° multi-sensor camera. (Manufacturer Name Removed) is 8 MP. No 360° multi-sensor cameras are permitted.
 - a. The specifications you have submitted as a question are indicated in the RFP, Appendix B, Project Scope and Specifications, Page 40. If a camera is multi-sensor, 12 megapixel (MP) is the minimum requirement. No 360° multi-sensor cameras are permitted.
- 19) 20-meter or higher infrared (IR) night illumination?
 - a. Correct
- 20) Is a (Manufacturer Name Removed) Multi-imager 12 MP or greater 180 degree camera acceptable?
 - a. This is acceptable.
- 21) What VMS software is acceptable?
 - a. VMS software or systems are not part of this RFP.
- 22) Can you tell me if our company would be able to use our Delaware State Contract for this project if we were to be awarded?
 - a. No, this is a separate solicitation.
- 23) Is HQ location in Delaware mandatory?
 - a. No. See Question #3.
- 24) Does DTCC intend to award to several pre-qualified bidders and subsequently obtain services from this pool?

- a. The College reserves the right to select multiple vendors.
- 25) What is the brand of current VMS?
- a. See Question #9.
- 26) Is an additional cloud-based VMS solutions or an on-prem VMS needed?
- a. Delaware Technical Community College will not be utilizing any cloud-based VMS.
- 27) Why is ONVIF required?
- a. To ensure the highest degree of interoperability possible between surveillance system hardware and software.
- 28) What, if any analytics are required from the cameras?
- a. No camera analytics are specified in this RFP.
- 29) Does the advent of WAPs suggest a need for real-time streaming from parking lot cameras?
- a. Yes.
- 30) Where do the video stream terminate for monitoring?
- a. Video streams will terminate within a VMS infrastructure.
- 31) What is the connectivity through-put rate for the WAPs?
- a. Approximately 400Mb/s.
- 32) What are the weight limits and diameters for all parking lot Poles for each campus?
- a. To be determined by the bidder.
- 33) Are the Poles rated to handle the weight of Solar Panels and Batteries in addition to the cameras and WAP's?
- a. To be determined by the bidder.
- 34) If Poles are not suitable for Solar Panels, What are the alternatives?
- a. To be determined by the bidder.
- 35) Why are 180 degree Multi Sensor cameras allowed but 360 degree are not?
- a. Previously answered in this document.
- 36) The 100% camera coverage for all parking lots- Means what to you? Identification of persons over the entire area? General viewing of activity?
- a. **A minimum pixel per foot density of 30 pixels per foot has been determined by DTCC to be an acceptable minimum. Bids will be evaluated on many factors, including the performance of the vendor's design.**
- 37) If not using Aerohive Wireless, what system will be used?
- a. The wireless access points that will be used, specific to this RFP are being evaluated. Delaware Technical Community College will ensure that wireless network connectivity, acceptable for use at that camera locations on an RFP that has been awarded, will function as intended, provided that all requirements specified in the RFP, Appendix B, Project Scope and Specifications, have been met (i.e. POE+ ports, power, etc.).
- 38) This Phase (Bid) only includes installation of equipment –No programming of cameras and wireless equipment and licenses are included in this bid?
- a. All programming of vendor supplied equipment, including cameras, will be performed by the awarded vendor. Delaware Technical Community College will provide all network details and configuration data, prior to vendor installation, necessary for vendor's equipment to function as proposed.
- 39) Is this a prevailing wage rate job?
- a. Yes.
- 40) George Campus- Lot 4- can we use the existing Delmarva power poles?
- a. To be determined by the bidder pending Delmarva approval.
- 41) George Campus-Lot 5- Can we mount cameras/Solar panels to the existing Solar Panels Infrastructure?
- a. Perhaps. Would require approval by the solar power company (devices not owned but leased by the College).

- 42) Can we use the solar panels for power?
- No, if you are referring to the existing solar panels currently installed in the George Campus and Terry Campus parking lots. Please refer to the previously answered in this document for power options pricing for options 1, 2 and 3.
- 43) We don't have any diagrams or maps referenced by the information sent to us and I wanted to reach out to obtain as much of that as possible.
- Campus maps are available at <https://www.dtcc.edu/our-campuses>. The RFP document provides adequate flexibility for pricing cabling runs for building-attached WAP's and cameras. This is sufficient in order for vendors to submit a bid.
- 44) List the software brand for CCTV at DTCC now?
- Not relevant to this RFP. All cameras must be ONVIF conformant.
- 45) List the Hardware system model for CCTV at DTCC now?
- Not relevant to this RFP. All cameras must be ONVIF conformant.
- 46) What brand and model of cameras are used at each DTCC location?
- Not relevant to this RFP. All cameras must be ONVIF conformant.
- 47) How many cameras are on each DTCC CCTV system at each site?
- Not relevant to this RFP. All cameras must be ONVIF conformant.
- 48) How many software licenses does DTCC have for each site compared to Number of cameras?
- Not relevant to this RFP. A VMS in not part of this RFP. All cameras must be ONVIF conformant.
- 49) Are all DTCC licenses system up to date or do any need to be renewed to add cameras?
- Not relevant to this RFP. A VMS in not part of this RFP. All cameras must be ONVIF conformant.
- 50) What is the hard drive storage capacity of the systems being used today?
- Not relevant to this RFP. A VMS in not part of this RFP. All cameras must be ONVIF conformant.
- 51) How many days of Video is DTCC storing NOW?
- Not relevant to this RFP. A VMS in not part of this RFP. All cameras must be ONVIF conformant.
- 52) How many days of Video does DTCC wish to store data when project is complete?
- Not relevant to this RFP. A VMS in not part of this RFP. All cameras must be ONVIF conformant.
- 53) Does DTCC want a completely separate CCTV system for each site?
- Not relevant to this RFP. A VMS in not part of this RFP. All cameras must be ONVIF conformant.
- 54) How will each of the DTCC sites be viewed? a. on monitor at IT room? b. remote by PC in network? c. remote by PC on an outside network over the internet? d. by cell phone on outside internet? e. at a regional monitoring center at each DTCC school location?
- Answer- Not relevant to this RFP. A VMS in not part of this RFP. All cameras must be ONVIF conformant.
- 55) 14. How many client (users) licenses will be need for each DTCC NVR/Site?
- Not relevant to this RFP. A VMS in not part of this RFP. All cameras must be ONVIF conformant.
- 56) What is the maximum number of Clients that will be logged in to each NVR at the same time?
- Not relevant to this RFP. A VMS in not part of this RFP. All cameras must be ONVIF conformant.
- 57) ON page 40 is the 1 Gbps Capable Ethernet port mandatory?
- See Question #17.
- 58) On page 40 will DTCC also consider using H.265+ video compression?
- No, this is not permissible.
- 59) On page 42 you state "The Vendor to provide 100% video surveillance coverage for all parking spaces on the map areas designated in RED." Please explain the School's concept of 100% coverage. a. Is it to see color of the cars? b. Is it to see the make of the cars? c. Is it to see the tag number of the car? d. Is it to see the person in the car and identify them from the cameras? e. Is this to see between ALL cars parked or just what is moving down the aisle ways? We need a definition of what 100% Video Surveillance Coverage means to DTCC.

- a. **A minimum pixel per foot density of 30 pixels per foot has been determined by DTCC to be an acceptable minimum. Bids will be evaluated on many factors, including the performance of the vendor's design.**
- 60) What model number Aerohive wireless access units will the DTCC be providing to install?
- a. The wireless access points that will be used, specific to this RFP are being evaluated. Delaware Technical Community College will ensure that wireless network connectivity, acceptable for use at that camera locations on an RFP that has been awarded, will function as intended, provided that all requirements specified in the RFP, Appendix B, Project Scope and Specifications, have been met (i.e. POE+ ports, power, etc.).
- 61) Will the DTCC be programming all wireless units before it is installed?
- a. If you are referring to WAP's, yes, they will be programmed and identified for installation by the vendor, specific to a camera location as designed by the vendor.
- 62) DTCC will be providing 100% 110V power at each building and pole that the Vendor designates the need power on?
- a. Previously answered in this document.
- 63) This power will be provided at NO cost to the Vendor correct?
- a. Previously answered in this document.
- 64) If we use a sub-contracted Electric Vendor do they need to be on the State Bid list?
- a. See Question #2. Not required to be on State Bid list, but subcontractors need to be identified in RFP. All power options have been detailed in RFP.
- 65) On Page 42 the following is requested: Option 1: DTCC provided 24-hour direct power Option 2: DTCC provided direct power (night), vendor provided battery power (day). Option 3: Vendor provided solar power (day), vendor provided battery power (night). a. What will the dimensions and the specification of all poles that we will be mounting on? b. DTCC will provide 24-hour power, but do we need to provide the connection? c. Will that power be 220V or 110V at the pole? d. Is there an as-built for power poles available? e. Will pole foundation information be available? (wind load for solar on pole).
- a. Answers- To be determined by the bidder. Due to the variation of pole size and type at each of the campus locations, this cannot be answered at this time.
- 66) At any time in the past has DTCC had a site camera coverage design for the parking lots done? Or have a plan for total number of IP camera needed to provide coverage on the parking lots?
- a. Vendors are to provide their own camera locations/design based on all available information contained in the RFP document, and this answer document. Bids will be evaluated on many factors, including the performance of the vendor's design.
- 67) Does DTCC have locations of all WAPs that they are asking Vendors to install?
- a. This will be based on the vendor's design. Bids will be evaluated on many factors, including the performance of the vendor's design.
- 68) Can DTCC provide the number of WAPs that will be provided to the Vendor to install?
- a. See Question #67.
- 69) RFP Document Page 42 Bullet 1 states "Vendor to provide 100% video surveillance coverage for all parking spaces",
- a. Please clarify required minimum pixel density throughout the viewable area
Answer- Previously Answered in this document.
- b. Please clarify frames per second requirements for viewing.
Answer- No frame rate has been specified. Bids will be evaluated on many factors, including the performance of the vendor's design.
- c. What if any existing camera surveillance is in place? d. Does existing coverage need to be duplicated or excluded?
Answer- Previously Answered in this document.

e. Will surveillance solution be required to meet Homeland Safety Act certification requirements? f. Will surveillance solution be required to comply with the NDAA (National Defense Authorization Act)?

Answer- This has not been specified in this RFP, however, vendors should indicate both compliances, per camera. Bids will be evaluated on many factors, including the performance of the vendor's design.

g. What if any reservations are there regarding 360° coverage camera use?

Answer- Previously answered in this document.

h. Are 4 Sensor combination cameras permissible, if not used in a 360° manner?

Answer- Yes, as long as it's not a 360° multi-sensor camera.

i. Please clarify the intended depth of use of this surveillance system, i.e. Identification of Persons in viewing area, Recognition of features, Movement Detection,

Answer- Previously answered in this document. **A minimum pixel per foot density of 30 pixels per foot has been determined by DTCC to be an acceptable minimum. Bids will be evaluated on many factors, including the performance of the vendor's design.**

70) RFP Document Page 42 Bullet 4 under Minimum Surveillance Camera specifications states "20-meter or higher infrared (IR) Night illumination". a. Will infrared cameras need to cover 100% of parking spaces as well? b. Please provide locations where infrared light illumination is required/priority.

a. Previously answered in this document.

71) RFP Document Page 40 States "DTCC will provide all wireless access points (WAP) and WAP mounting equipment" a. Please provide product specification sheets for Wireless Access Points to be provided by DTCC. b. What is the limitation if any, on usable bandwidth through the DTCC provided wireless network (Mbps)?

a. Previously answered in this document.

72) RFP Document Page 42 Bullet 8 requires 3 different power options for cameras. Regarding these options:

a. Please provide supplied power voltage at the existing light poles.

Answer- To be determined by the bidder. Due to the variation of lighting system type and configuration at each of the campus locations, this cannot be answered at this time.

b. Are existing outdoor lighting circuits capable of providing additional load for battery charging equipment in power option 2?

Answer- To be determined by the bidder. Due to the variation of pole size and type at each of the campus locations, this cannot be answered at this time.

c. Regarding option 3, enclosure weight may exceed lighting pole integrity specifications. Who bears responsibility of structural reinforcement of pole in this scenario?

Answer- Bidder.

d. If this responsibility falls on vendor, does support solution require (CE) Civil Engineering stamp of approval?

Answer- Yes, the bidder is responsible for submitting a safe camera mounting solution.

e. Please clarify if there will be a limit to the size of the cabinet mounted onto existing lighting poles for solar packages and/or batteries.

Answer- Bidder to determine. See above.

73) Placement and Mounting of Cameras.

a. Please clarify if there is a maximum mounting height for cameras.

Answer- Previously answered in Question #72.

b. Please clarify if there is a maximum number of cameras per pole.

Answer- Previously answered in Question #72.

c. Will it be acceptable to use inside of light poles as raceway for low voltage wiring?

Answer- Bidder to determine if feasible. DTCC has no objection to using poles as raceways.

d. Will dual purpose (combined area and blue light) poles be available for camera mounting purposes?

No. This is not permitted on dedicated, "blue-light" poles.

74) Outdoor Cabinets at working level.

a. Do you require these cabinets to be key or hasp locked?

Answer- Key locks to be provided as part of vendor's design.

b. Should keys be alike across the project or by campus?

Answer- Keying to be consistent at the campus level.

75) RFP Document Appendix B Page 41 Interior Data Cabling Questions.

a. Please provide the reflected ceiling plans for campus buildings.

Answer- Cannot be provided at this time.

b. Please provide plans identifying IT rooms for campus buildings.

Answer- Previously answered in this document.

c. Are the Cat6A and Cat6 cable drop prices to be assumed plenum rated cable, properly supported with J hooks?

Answer- Yes.

d. Please confirm any Cat6 installation in mechanical rooms shall be in EMT.

Answer- Not required in EMT in mechanical rooms.

e. Please confirm any Cat6 installation outdoors, including the parking garage shall be outdoor rated CAT6 in EMT.

Answer- Yes, all exterior Cat6 cable to be in EMT.

f. Will vendors be required to provide patch panels in IDF closets?

Answer- No. Patch panel port space will be provided.

76) Regarding Terry Campus Lot C, and George Campus Lot 5.

a. Will vendor be permitted to utilize structural beams of solar panels for mounting purposes?

Answer- Perhaps. See Question #41.

b. Do existing solar arrays provide accessible power that vendor could utilize?

Answer- No. Previously answered in this document.

c. If yes, please provide power specs in voltage, AC or DC, and current ratings (amps).

Answer- Previously answered in this document.

d. If not, will vendor be allowed to mount additional solar arrays on structure?

Answer- Previously answered in this document.

77) RFP Document Page 42 Bullet 6 states "Successful bidder(s) to provide detailed installation schedule and project timetable". What if any expectations are there regarding project completion date?

a. Bids will be evaluated on many factors. See evaluation criteria #5 "Capacity to meet the contractual requirements and project timeline based on personnel and financial resources."

78) Will the campus projects be completed in a simultaneous or consecutive timetable?

a. To be determined by the bidder. The College desires the cameras to be installed as soon as practically possible. See Question #77.

79) RFP Document Page 36 requests the bidder to include a list of projects completed with DTCC or the State of Delaware over the past 5 years. In some cases, this may be a long list. Is there a minimum dollar amount for which this applies?

a. Yes, all work exceeding \$10,000.

- 80) Can the bid form be provided in excel format?
- a. No.
- 81) Can any devices be mounted to the electronic sign structure at the Stanton Campus that is located in the Southeast corner of parking lot 7?
- a. No. This is not permitted.
- 82) Can we mount cameras on the parking garage located Northeast of Parking lot 5 on the George Campus?
- a. Yes, subject to College approval.
- 83) Can we mount devices on the structural members of the solar panels in parking lot 5 on the George campus?
- a. Previously answered in this document.
- 84) Can we mount equipment to light poles in lot 6 at the George Campus?
- a. Previously answered in this document.
- 85) What is the required IR length for all cameras?
- a. Previously answered in this document.
- 86) Can we have a map of existing video surveillance cameras?
- a. Previously answered in this document.