



**CITY OF PLANO
COUNCIL AGENDA ITEM**

CITY SECRETARY'S USE ONLY				
<input checked="" type="checkbox"/> Consent <input type="checkbox"/> Regular <input type="checkbox"/> Statutory				
Council Meeting Date:		12/7/10		
Department:		Purchasing		
Department Head		Mike Ryan		
Agenda Coordinator (include phone #): Heather Parkerson x 7554				
CAPTION				
CSP No. 2010-141-C for a three (3) year contract for Enterprise Video Solutions to Johnson Controls in the amount of \$398,000 and authorizing the City Manager to execute all necessary documents.				
FINANCIAL SUMMARY				
<input type="checkbox"/> NOT APPLICABLE <input checked="" type="checkbox"/> OPERATING EXPENSE <input type="checkbox"/> REVENUE <input type="checkbox"/> CIP				
FISCAL YEAR: 2010-11	Prior Year (CIP Only)	Current Year	Future Years	TOTALS
Budget	0	1,500,000	0	1,500,000
Encumbered/Expended Amount	0	-92,952	0	-92,952
This Item	0	-398,000	0	-398,000
BALANCE	0	1,009,048	0	1,009,048
FUND(S): TECHNOLOGY FUND (62.62354)				
COMMENTS: Funds are included in the Technology Fund budget for the purchase and installation of a security system at City facilities. The balance of funds will be used for other items related to the project. STRATEGIC PLAN GOAL: Installation of security systems at city facilities relates to the City's Goal of "Financially Strong City with Service Excellence".				
SUMMARY OF ITEM				
Staff recommends the Competitive Sealed Proposal of Johnson Controls, in the amount of \$398,000 be accepted as the best value proposal, and conditioned upon timely execution of any necessary contract documents. This will establish a three year contract.				
List of Supporting Documents: Memorandum Bid Recap			Other Departments, Boards, Commissions or Agencies	

Memorandum

To: Aimee Storm
Buyer Supervisor
Purchasing Division

From: David Stephens
Director, Technology Services

Date: 10/15/2010

Re: Recommendation Memo for CSP 2010-141-C

A committee consisting of representatives from Technology Services, Police Department, and Public Safety Communications has reviewed all the responses for bid evaluation CSP NO. 2010-141-C (Enterprise Video Solution). Each vendor's response was assessed and rated by the current purchasing standards based on the bid evaluation criteria.

Of the 11 bid responses that were received only three were deemed complete per the CSP requirements. Each of these three vendors were allotted equal time to deliver a presentation and the opportunity to ask and answer questions regarding deliverables for the CSP.

After meeting with each vendor to ensure they understood the scope of work and deliverables, the top two vendors, per the preliminary scoring matrices, were requested to submit a best and final offer in to ensure that pricing was consistent for each vendor.

Based on the overall evaluation of the submitted responses, work history, vendor presentation, and best and final offers submitted by the vendors for bid, the selection committee recommends the bid to be awarded to Johnson Controls, Inc. as the selected bidder in the amount of \$398,000.

The evaluation matrix shows Johnson Controls, Inc. to be the second highest ranking vendor but the pricing element of this CSP was ranked at 40% of the total evaluation. The price discrepancy between the top ranked vendor (Schneider Electric) and Johnson Controls, Inc. was substantial, exceeding \$100,000, and therefore weighs even heavier in the overall decision process. Both vendors proposed the same software solution (VidSys) and both expressed similar levels of experience with both installation and support of this solution. Given these factors the selection team recommends Johnson Controls, Inc.

This project will establish the management software to allow for the aggregation and distribution of video feeds from cameras throughout the city for security purposes and for use by public safety personnel.

David Stephens
Director, Technology Services

CITY OF PLANO

CSP NO. 2010-141-C CSP for Enterprise Video Solution CSP RECAP

Proposal opening Date/Time: June 14, 2010 @ 3:00PM

Number of Vendors Notified: 4225

Vendors Submitting "No Bids": 2

Number of Bids Submitted: 11

<u>Company</u>	<u>Total Weighted Score</u>
Schneider Electric	2.70
Johnson Controls	2.48
Motorola	2.05

Vendors Evaluated Non-Responsive to Specification: 8

Video Insight
911 Security Cameras
Ingersoll Rand Security Technologies
LenSec
SecureNet, Inc.
Entech Sales and Service
Siemens Building Technologies, Inc.
Knight Security Systems, LLC.

Recommended Vendor(s):

Johnson Controls

Aimee Storm

September 20, 2010

Aimee Storm, Buyer Supervisor

Date