



## City of Hanahan

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Hanahan, SC 29410

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TO: All Prospective Offerors  
FROM: Procurement  
RFQ #: COH# 372024  
RFQ TITLE: Electronic Security System

### ADDENDUM NUMBER 2 – 6 PAGES

Acknowledge receipt of this addendum by including it as the last page of the bid package for receipt of Addenda. Failure to do so may subject Proposer as non-responsive. This addendum should be attached to and become part of the Invitation for Bid.

#### **Questions and Answers:**

1. I am able to pull the 10 page PDF but in that package it does not have any drawings or a specific scope of work for each of the 14 sites. I clicked on the link that is on page 4 but it just takes me to the point of where I can download the same PDF again. At your convenience can you send me a full bid package or give me some guidance on where to go retrieve it online.

We will be adding site maps/images for as many locations as possible, to help make the process easier. We encourage you to visit any of the parks on your own time. Hawks Nest Park is the biggest park we have so walking through it prior might give you a better understanding of the land.

All Site visits will begin at 9AM on each day. This is the schedule that we will follow for site visits:

1. Hawks Nest
2. Public Works
3. Fire Station 3
4. Venice Avenue Park
5. Fire Station 2
6. Roma Road Park
7. Mabeline Gym
8. Senior Center
9. Amphitheater, Boat Landing & Fields
10. Steward Street Park
11. Bessinger-Kelly Park
12. Yeamans Hall Gym
13. Fire Station 1
14. City Hall

2. Will internet be provided by the city for remote access to surveillance system new installation at Roma Park, Venice park, Steward street park, and Bessinger-Kelly park? Or will these locations need to be standalone systems with no remote access?

There is currently no network infrastructure or internet access present at Roma, Venice, Steward, or Bessinger-Kelly parks. A camera system at any of these locations must necessarily be bridged to a nearby City network or utilize a cellular connection for internet access.

3. Will internet be provided by the city of Hanahan?

There is currently no network infrastructure or internet access present at Roma, Venice, Steward, or Bessinger-Kelly parks. A camera system at any of these locations must necessarily be bridged to a nearby City network or utilize a cellular connection for internet access.

4. Is each site still running the iPoint/TSC access control and camera solution?

City Hall still has few iPoint/TSC cameras and still has the same access control. Other locations in the city that have access control have the same access control as city hall.

5. Do you currently have a camera and access control map?

Unfortunately, I'm unable to produce accurate camera or access control maps for our facilities. We're hoping that the site walks will provide an opportunity to put eyes on our existing infrastructure and determine what, if any, can be reused. This goes for both the physical components and the overall site plan, neither are set in stone.

6. Will the terms of payout if awarded the contract be net 30, 60, or 90 days?

We would be a net 30 but if we do a 50% down has not been determined yet and depends on the total cost.

7. Does the city have a list of approved electricians to utilize for the installation of this project?

I do know that electrical work must be included in the proposal, whether subcontracted or in-house. I'm not aware of us maintaining a list of approved electricians.

8. On your chart included with the bid, it specifies sites the site and existing equipment. Do have a list of how many doors are existing and how many are going to be new installs?

We're currently preparing a list of access control doors broken down per-site, which we're planning to have posted early next week. It will differentiate the existing doors from the doors we wish to add access control to. Regarding cameras, we are not specifying a desired amount per-site. This is deliberate, since we don't wish to exclude systems which may offer varying visibility and will require greater or fewer cameras to provide adequate coverage. During the site walks we will point out the areas we wish to have coverage of, and we encourage you to inspect our existing infrastructure while you are here. All of our existing cameras utilize PoE carried by either Cat5e or Cat6, and you're welcome to reuse as much or as little of the cabling as you see fit.

9. The solicitation doesn't provide specific brand or capability requirements for the surveillance cameras. Can the customer provide a set of minimum requirements to include resolution, PTZ Vs. Fixed, Zoom, Field of View, Low Light, Infrared,etc?

This was done deliberately, since we don't wish to exclude systems which may offer varying capabilities and will require greater or fewer devices to provide adequate coverage, as determined by the bidder. For instance, a single ultra-high-definition camera with optical zoom may provide the same coverage as several cameras of middling quality. We're encouraging proposals of both nature, and all in between.

10. The solicitation, as well as the site survey, don't provide clear guidelines for the remote Surveillance Cameras. Will existing power and comms be provided for each site? If so, can the customer provide the location and specifics of the available power/comms? If power/comms is supposed to be provided by the Contractor, how is the customer planning on comparing the solutions provided by each bidder. For example, there is a significant cost and performance gap between wireless and wired solutions.

Power and telecommunications would be handled on a site-to-site basis. There is currently no network infrastructure or internet access present at the Roma, Venice, Steward, or Bessinger-Kelly parks. An electronic security system at any of these locations must necessarily be bridged to a nearby City network or utilize a cellular connection for internet access. The remaining locations have either partial or full network infrastructure, which may be repurposed or replaced at the discretion of the bidder. Again, we are deliberately not excluding any systems which may offer varying performance. The infrastructure, including both low and high voltage cabling, must be included in the proposal and it will be evaluated as a complete package.

11. Can the customer identify the number of client workstations and/or view locations that will be used to monitor the surveillance cameras?

Our current security system(s) are accessed from numerous devices on a daily basis. Over the course of a month, it could be dozens. This is for a variety of reasons, but typically it is to check the status of the system, perform maintenance, or modify access. We specified a web-based maintenance portal specifically to fulfill this need. It is unlikely that, at any given time, more than one or two devices would be actively accessing the cameras.

12. The solicitation provided attachment showing the Site overview, along with the site survey, don't provide clear guidelines or requirements on the new security system locations. Can the customer update the Site overview to show the camera and new reader locations so that an accurate quote can be provided?

The intention of the site maps, and especially the site walks, was to provide a rough idea of what areas need camera coverage. Generally, these would be facility entrances and exits, highly trafficked areas like parking lots, congregation points like fields, and expensive equipment like air conditioning units. We have cameras watching some of these already, but their placement is irrelevant so long as the necessary coverage is being provided. Regarding access control, we've published "addendum\_1\_.pdf" to the RFP page which provides the exact quantities of both existing and additional access-controlled doors, broken down by site.

13. The solicitation does not provide a duration for the warranty requirement. Can the customer identify how many years a warranty is required?

The system must have no less than a one-year warranty, but we'll consider extended warranties and maintenance plans offered by the bidder.

14. As identified in other questions, the solicitation and the site survey does not provide a clear basis for developing an accurate cost estimate. In order to ensure that the customer is quoted a satisfactory solution, it is recommended that the customer provide the following at a minimum for each site/location:

1. Total number of existing card readers that need to be converted to the new Access Control System
2. Total number of new card readers and locations
3. Total number of existing cameras that need be converted to the new Video Surveillance System
4. Total number of new surveillance cameras and locations

Please see the addendum published to our RFP page for the exact quantities of existing and additional access control card readers. Regarding cameras, there is not a specific amount we're hoping to replace or add. Rather, general areas we're hoping to maintain adequate coverage of. Please refer to my first answer for a more detailed explanation of this.

15. During the site survey, it was stated that the customer would like to reuse the existing access control credentials. Can the customer provide the current make, model, and format for the existing credentials?

We currently use Wiegand card readers and Prox cards to match. If this doesn't sufficiently answer your question, please feel free to reply with a more detailed inquiry.

16. How many Access Control System client workstations are required and at what locations?

Answer three applies to this as well. The maintenance portals are not accessed by dedicated terminals, but rather via a web browser on any compliant and networked device. The RFP has stipulated that it must remain this way.

17. The solicitation is not clear on the cloud-based vs. physical server requirements. Does the customer prefer to have physical ACS server and NVRs, or is a cloud-based solution preferred? Both have the option for remote web access?

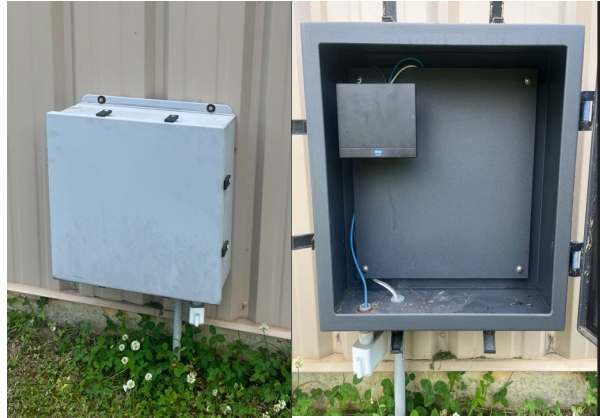
As it stands, we have no preference for either. Bandwidth restrictions may necessitate an on-premise system for certain locations, while others may lend themselves better to a cloud-based system.

18. Can the customer clarify their maintenance requirement? What is the required frequency of the Preventive Maintenance (Quarterly, Semi-Annual, Annual)? What is the response requirements in hours for Corrective/Emergency Maintenance (4 hours, 24 hours, 48 hours, etc). Should the cost for equipment replacements be included in the maintenance price?

No scheduled maintenance or response window is required for this RFP. However, like warranties, we encourage bidders to propose separate maintenance agreements tailored to their own abilities.

19. Is there any way you can tell us where the controller is to the gate keypad at public works?  
Possibly even send us a picture.

The control is located on the back left side of the building close to the fuel pumps. (pictures attached)



20. For the permit for the poles to add the cameras, do we have to add the \$100 permit into the RFP or is that something you will do once you choose a company for the RFP?

All fees will need to be included in the RFP, contractor will be responsible to obtain all of those permits. (if permits are required for anything the city would normally charge, those will be free of no charge.)

21. Stewart Park: Are there poles close to the water by the docks and kayak launch area? I could not see on google earth.

Light poles will be placed through out the park but at this moment we do not have definite locations for where each light pole will be located. I can assure you there will be light poles through out the park if you would like to pick a random spot to put one, we can always adjust accordingly.

22. Do you mind telling me which spots have network again please?

To the best of my knowledge the following locations have network:

Hawks Nest - Multi-purpose room only

1. Fire Station 1,2 & 3
2. Public Works
3. City Hall
4. Yeamans Hall Gym
5. Hanahan Rec Complex:
  - a. Mabeline Gym
  - b. Senior Center
  - c. Amphitheater Concessions
  - d. Fields 5, 6&7
  - e. \*\*Fields 3 & 4 is currently missing the bridge but has a network cabinet.\*\*
  - f. \*\*Boat Landing has mesh at its current location providing network\*\*

23. For fields 3 & 4, you mentioned that you are currently missing the bridge, will you be replacing it prior to this project?

I believe the answer is no to that.

24. One of my techs is wondering for the poles if the permit includes the city having a certified electrician to make the power connections. Or would we have to do that ourselves?

Electrical would be separate from the pole attachment fee, any electrical work would need to be included and done by the bidder.