



THE CITY OF KEY WEST  
201 William Street Key West, FL 33040 (305) 809-3790

## EXECUTIVE SUMMARY

**TO:** Patti McLauchlin, City Manager  
**FROM:** Karen Olson, Deputy Director Port & Marine Services  
**DATE:** January 30, 2023  
**SUBJECT:** Rejection of Bids: ITB #23-001 – CCTV Equipment Purchase

### **ACTION STATEMENT**

Resolution rejecting bids for ITB #23-001 – CCTV Equipment Purchase – City Marina at Garrison Bight.

### **BACKGROUND**

The Seaport and City Marina are in the process of upgrading existing equipment and licenses for integration of the two CCTV surveillance systems.

### **PURPOSE & JUSTIFICATION**

ITB #23-001 was advertised November 2022 with 2 bids received on December 14, 2022 as follows:

Tadeos Engineering, LLC     \$202,186.25

Hy-Tech Solutions, Inc     \$229,433.36

Staff has reviewed the breakdown of the proposals received and determined the percentage mark-up to be excessive and exceed the budgeted amount. Per the solicitation, the City may reject bids if it is in the best interest of the City.

Seaport staff will purchase individual equipment items from local distributors to reduce percentage mark-up.

*Key to the Caribbean – Average yearly temperature 77° F.*

EXECUTIVE SUMMARY

	TADEOS	HY-TECH	RETAIL COST
Line Item	Extended Cost	Extended Cost	Extended Cost
<b>KEY WEST HISTORIC SEAPORT</b>			
Avigilon Network Video Recorder	\$29,625.00	\$33,234.00	\$23,738.25
Enterprise Camera License	\$10,031.25	\$11,235.00	\$8,025.00
Enterprise 5-Year Smart License	\$68,750.00	\$76,933.58	\$54,952.52
24MP Multihead Camera	\$9,292.50	\$10,407.84	\$7,434.15
4MP Outdoor Dome Camera	\$26,960.00	\$30,190.08	\$21,564.32
8MP Outdoor Dome Camera	\$8,500.00	\$9,517.04	\$6,797.88
Outdoor Dome Cover for Multihead	\$705.00	\$792.96	\$566.40
IR Illuminating Ring for Multihead	\$1,464.00	\$2,645.10	\$1,168.20
Outdoor Pendant Mount for Multihead	\$705.00	\$792.96	\$566.40
Wall Mount for Pendant Adapter	\$705.00	\$470.88	\$336.33
Wall Mount for H5A Camera	\$448.00	\$493.68	\$283.20
<b>SUB-TOTAL</b>	<b>\$157,185.75</b>	<b>\$176,713.12</b>	<b>\$125,432.65</b>
<b>CITY MARINA at GARRISON BIGHT</b>			
Enterprise Camera License	\$27,650.00	\$31,018.40	\$22,155.70
Enterprise 5-Year Smart License	\$9,362.50	\$10,486.00	\$7,490.00
Wisenet 2MP Outdoor PTZ	\$5,500.00	\$9,015.92	\$4,278.04
Wisenet Parapet Mount for PTZ	\$1,248.00	\$2,199.92	\$223.12
<b>SUB-TOTAL</b>	<b>\$43,760.50</b>	<b>\$52,720.24</b>	<b>\$34,146.86</b>
Shipping & Handling	\$1,200.00	\$0.00	\$0.00
<b>TOTAL EXTENDED ITEMS</b>	<b>\$202,146.25</b>	<b>\$229,433.36</b>	<b>\$159,579.51</b>

**FINANCIAL IMPACT**

There is no financial impact associated with rejection of this bid.

**RECOMMENDATION**

Staff recommends rejection of bids for ITB #23-001 – CCTV Equipment Purchase – City Marina at Garrison Bight.

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