



Doug Bradshaw
Director Port and Marine Services
City of Key West
201 William Street
Key West FL 33040

Mr. Bradshaw following up on the additional information the City has requested on the ITB#19-008 CITY OF KEY WEST COMPREHENSIVE CCTV SECURITY SYSTEM ROAD SURVEILLANCE AND MONITORING FOR DUVAL STREET, MALLORY SQUARE & OUTER MOLE. The information requested follows.

1. **Please provide a complete description of the system proposed and proof that it meets the basic parameters of the system required.**
 - **IFSS understands the system requirements and as designed for the City by Avigilon and Siklu as the most significant roles in the overall system operation.**
 - **IFSS is attaching exhibit ‘A’ which is the Siklu/IFSS designed for the wireless radio/relays that has been proposed and will be installed as part of the CCTV project.**

2. **Please provide proof of that you meet the following REQUIRED QUALIFICATIONS.**
 - **The prospective Bidder must meet the statutorily prescribed requirements before award of Contract by the CITY. Bidders must hold or obtain all licenses and/or certificates as required by the State and Local Statutes in order to bid and provide the product specified herein.**
 - I. **IFSS EC Unlimited license is attached as Exhibit ‘B’.**

 - **Bidder must have experience with outdoor municipal long-range wireless deployments of over 2 miles and have deployed mesh network systems in a public safety environment. This should include Point to Point, Point to Multi Point, and Mesh networks.**

5680 1st Avenue, Suite #3
Key West, FL 33040
Office 888-955-0007 F. (954) 455-0009

- a. IFSS experience in system installation using the proposed solution include several projects. The following is a list of similar projects.
 - b. City of Miami Down Town CCTV surveillance project. IFSS installed 16 cameras throughout the City of Miami Biscayne Blvd area from SE 1st Street to NW 14th Street utilizing mesh and point to point wireless antennas and several PTZ and Fixed Cameras. Miami Airlines Arena served as the main aggregation point for the Biscayne Blvd mesh and all camera views were re-transmitted to City of Miami Police Head Quarters located on NW 2nd Ave and 5th Street. Tony Utset was IFSS' City of Miami PD contact for this project. His telephone # is 305-796-6905
 - c. City of Fort Myers Police Dept (after the zombie con shooting) IFSS installed, still services, and supports the Siklu, Milestone, and Axis video solution deployed throughout downtown Fort Myers. This was a point to point, and multi aggregate, strictly wireless project on existing poles. *This was 60 cameras across approx. 24 locations, covering multiple city blocks, executed in January of 2016.* Sergeant Richard Meeks Fort Myers Police Department 2210 Widman Way Fort Myers, Florida 33901 Work: 239-321-8029 Email: rmeeks@fmpolice.com you can read a news paper article about this installation at the following link. <https://www.news-press.com/story/news/local/fort-myers/2015/12/22/downtown-fort-myers-camera-installation-ahead-schedule/77759132/> also attached as exhibit "C"
- Bidder must have experience in the installation of PTZ cameras, fixed cameras, radio antennas and weatherproof equipment boxes on City or County traffic poles and Electric Company power poles. Installation is defined as the mounting of PTZ cameras, fixed cameras, radio antennas and weatherproof equipment boxes on City or County traffic poles and Electric Company power poles and connecting them to a power source and providing live and recorded video to a remote location via radio wireless system, with backup by cellular, and uplink by fiber-optic cable.
 - I. *Answer to this requirement are found in the above projects.*
 - Bidder must be certified by the manufacturer to resell, install and configure the specified equipment
 - I. Please refer to attached exhibits "D" and "E"

3. Provide a current Project List including the items for each Project:

- Project Name
- Project Contract value
- Project Completion Date
- Quantity of Technicians assigned to Project
 - I. **Attached as part of exhibit “F” is a complete list of IFSS current projects showing all information requested.**

4. Provide the warranty details provided by the proposed solutions.

- **Avigilon the specified VMS solution as stated on their equipment data sheet they provide a three-year warranty with on-site parts replacement service.**
- **Siklu The specified wireless point to point and mesh wireless network provides one (1) year warranty.**
- **Clearsite communication the specified Perpetual Power Unit at the pole for each camera/relay provides a one (1) year warranty**
- **Axis provides three (3) year warranty.**

5. Provide warranty details provided by the Contractor

- **IFSS will provide the City of Key West with a two (2) year all inclusive warranty on all equipment and materials used for the ITB#19-008 CITY OF KEY WEST COMPREHENSIVE CCTV SECURITY SYSTEM ROAD SURVEILLANCE AND MONITORING FOR DUVAL STREET, MALLORY SQUARE & OUTER MOLE. Project.**

6. Provide a resume of the proposed Project Manager outlining their projects installed utilizing the proposed system manufacturer.

- **David Baxter who will be IFSS project manager for this project resume is included as exhibit “G”**

7. Provide a list of any proposed subcontractors.

- **IFSS will execute all the work for this project with our inhouse employees no subcontractor will be utilized.**



8. Provide the subcontractor scope of work (if any).

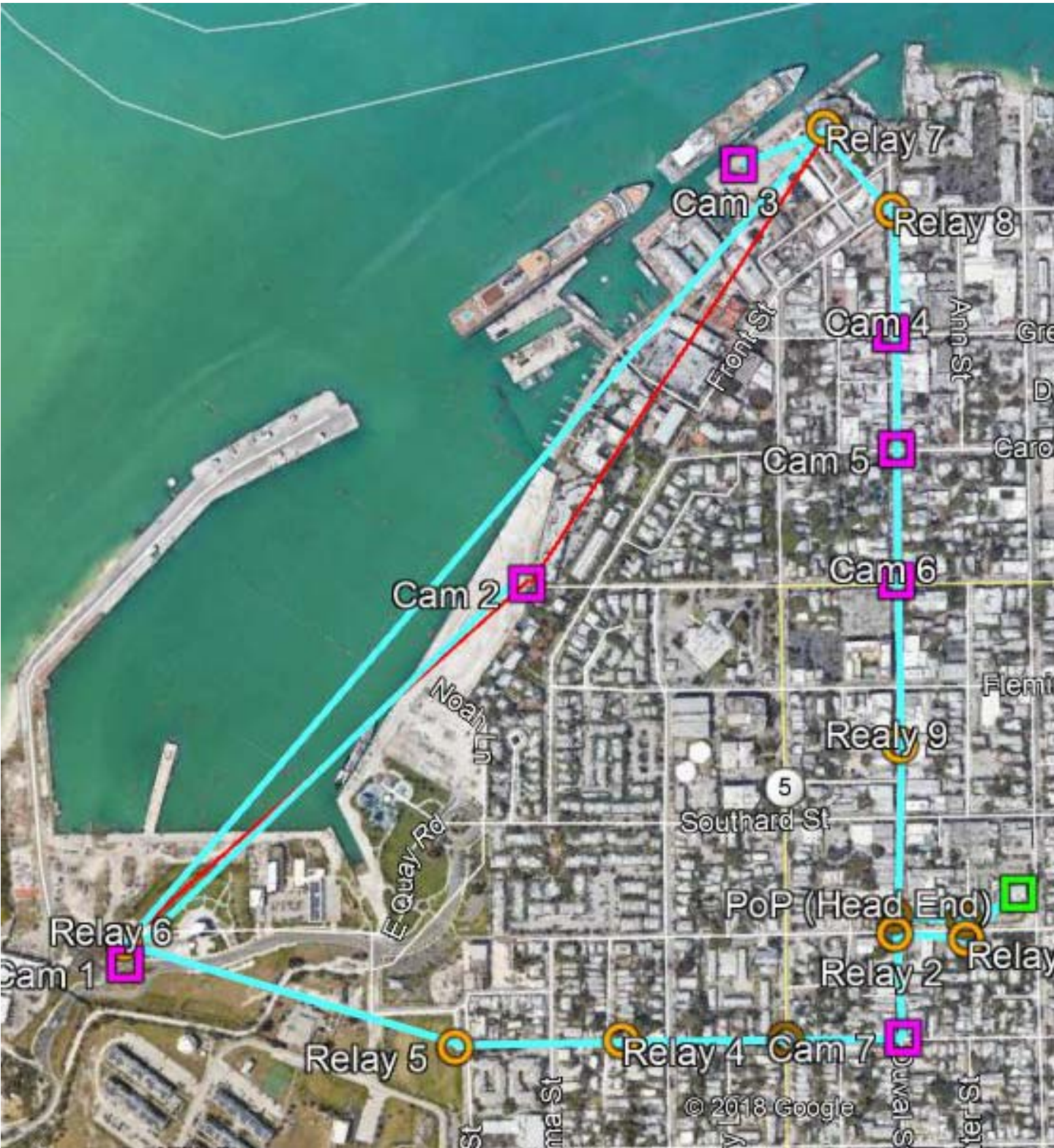
- N/A

9. Claims and Suites

- N/A

Exhibit A

IFSS per specifications shall be installing the proposed redundant siklu p2p ring. Starting from the Fire Station located on Simington St circling around to the outer mole, Mallory Square and down Duval St returning back to the fire station with Axis cameras to be installed at specified locations. All power supplies shall be the PPU-1 with the PPU-POE at each location a device is installed. Except at the outer mole where there shall be (1) PPU-1 installed with (2) PPU-POE, the city shall supply high voltage on the poles to a service weatherhead supplied and installed by IFSS. All fasteners used on poles shall be stainless steel banding. City shall provide the Network switch and fiber run between the Fire Station and city hall where all the headend Avigilon equipment shall be installed in the rack supplied by the city and plugged into the City's UPS located in rack. City shall also provide a fiber connection from city hall to the police station with a network switch at the police station. IFSS will then install a workstation, (2) 32" 4k samsung monitors and the Avigilon PTZ Joystick at the Police so they can monitor it from there.



Jonathan Phelps

From: Alex Doorduyn <alex.d@siklu.com>
Sent: Saturday, March 02, 2019 7:34 PM
To: Jonathan Phelps
Subject: RE: Key West Duval Street Cameras
Attachments: COKW.kmz; Siklu_IFSS_City of Key West_190207.xlsx

Hi Jonathan

I would like to confirm that Siklu has certified the wireless network design as per the attached Google Earth kmz. This is subject to line of site verification on site by IFSS.

Best regards,
Alex

Alex Doorduyn

Director of Business Development, Security & Smart Cities | Siklu Communication
Mobile: +1-323-217-8199 | HQ: +1-201-663-4250 | Skype: alexdoorduyn
E-mail: alex.d@siklu.com | www.siklu.com

Smart Cities with Siklu wireless Fiber <https://www.youtube.com/watch?v=kFTsgTQ75PU&t=4s>



The advertisement features a central image of a white, cylindrical Siklu N360 Gigabit Revolution device with a handle on top and two green circular logos at the bottom. The background is a dark purple gradient with a grid pattern. Text elements include the Siklu logo in the top left, the MWC19 Barcelona logo (with GSMA and a red bar chart icon) in the middle left, the dates 25-28 February 2019 below it, and a pink banner with 'Booth #5K21' in white text. To the right of the device, the text 'The N360 Gigabit Revolution' is displayed in white, with 'The' in a smaller font. At the bottom right, there is a green arrow pointing right with the text 'For more details ►'.

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RICK SCOTT, GOVERNOR

Exhibit "B"

JONATHAN ZACHEM, SECRETARY



**STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

ELECTRICAL CONTRACTORS LICENSING BOARD

THE ELECTRICAL CONTRACTOR HEREIN IS CERTIFIED UNDER THE
PROVISIONS OF CHAPTER 489, FLORIDA STATUTES

PETERSON, JOHN W

INTEGRATED FIRE & SECURITY SOLUTIONS INC
1970 DANA DR
SUITE 1
FORT MYERS FL 33907

LICENSE NUMBER: EC0001085

EXPIRATION DATE: AUGUST 31, 2020

Always verify licenses online at MyFloridaLicense.com



Do not alter this document in any form.

This is your license. It is unlawful for anyone other than the licensee to use this document.

EXHIBIT "C"

Downtown Fort Myers camera installation ahead of schedule

Cody Dulaney, CDULANEY@NEWS-PRESS.COM

Published 3:53 p.m. ET Dec. 22, 2015 | Updated 9:38 p.m. ET Dec. 23, 2015



(Photo: Cody Dulaney/The News-Press)

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Buy Photo

Tomas Duran, a technician with Integrated Fire and Security Solutions, install one of the surveillance cameras on First Street in Downtown Fort Myers, Wednesday afternoon (12/23/15). (Photo: Ricardo Rolon / The News-Press)



Buy Photo

Explore Shell Point Today!

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ATTEND A DISCOVERY SEMINAR

Tuesday, March 12 - 9:30am	Wednesday, March 13 - 9:30am
Tuesday, March 19 - 9:30am	Wednesday, March 20 - 9:30am

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Delivery: varies

Your Email [Sign Up](#)

MORE STORIES

Ohio can charged in Lee

EXHIBIT "D"



March 4, 2019

To whom it may concern,

Avigilon high definition video management solutions are distributed and installed exclusively by Authorized Enterprise Solution Partners. These authorized partners are required to be extremely well versed in video surveillance system design, data network infrastructure installation and support, as well as to be financially secure. In addition, Avigilon requires each authorized partner to maintain a 24 hour/7 day service center within a 50 mile radius of each and every Customer site. These service centers must have a minimum of two (2) Avigilon Certified Technicians per location that have successfully completed & attained the minimum certification requirements of Avigilon Training Center.

Integrated Fire & Security, Inc. is an Avigilon Authorized Enterprise Certified Solution Partner with offices in the State of Florida. Avigilon chose Integrated Fire & Security, Inc. because of their knowledge base in networking and security management applications. Integrated Fire & Security, Inc. offers their customers unsurpassed knowledge & support for High Definition Video Management solutions that work seamlessly with the security force management teams that monitor and secure customer facilities. They have successfully completed the certification requirements of Avigilon University and continue to exceed our expectations of support and knowledge. I am confident you will find their talent and competency to be unsurpassed by any other vendor.

If there are any further questions, please do not hesitate to contact me directly at (561) 891-0521 or via email at ryan.bach@avigilon.com.

Respectfully,

A handwritten signature in black ink, appearing to read "Ryan Bach".

Ryan Bach
Regional Sales Manager – South Florida

Date: 03.02.2019

Re: Authorized Dealer Letter

Integrated Fire & Security Solutions Inc.
1970 Dana Dr.
Fort Myers
FL 33907

Subject: Authorization of IFSS Inc. as a certified partner and reseller of Siklu Inc.

To Whom It May Concern:

Please use this letter as authorization for Integrated Fire & Security Solutions Inc. (IFSS) to act in the capacity of a certified partner and reseller for Siklu Inc. (or its subsidiary, Siklu Communication Ltd.) wireless products.

IFSS has access to direct support and technical assistance from the Siklu Americas team located in Fort Lee, New Jersey.

Sincerely,

Michael Newcomb
VP Americas

Name of Project	Contractor	Contact Name/Phone	Contract Amount	% Completed	Estimated Completion Date	Bonded Y/N	Quantity of Technicians
City of Palm Beach Gardens Op Center Access		Kevin O'Connor 561-799-4100	\$56,716.04	30%	(Under Construction) 9/1/2019	N	2
Broward Water Treatment Fire Alarm and Access	Cyber Electric	William Shockley 863-467-2127	\$85,401.96	0%	(Under Construction) 12/1/2019	N	2
Miami Dade College HR Dept. Ballistic Protection		Yakir Fernandez 305-766-8243	\$59,519.71	46%	3/8/2019	N	1
Physical Security Dania Beach & Naval Air Station Key West	Optimum Build	Tim Thomas 985-326-1518	\$20,856.00	24%	(Under Construction) 11/1/2019	N	2
Gartner Skyplex Building C	B&I Contractors	Gary Weisburgh	\$40,500.00	69%	3/15/2019	N	2
47th Terrace Cameras	City of Cape Coral	Matt Vilord 239-574-0662	\$148,354.19	25%	3/22/2019	N	2
Golden Gate High School Access Control	Collier County Public Schools	Marc MacDonald 239-377-0249	\$126,662.60	71%	4/1/2019	N	4
Collier County Public Schools Cafeteria Video Intercoms	Collier County Public Schools	Marc MacDonald 239-377-0249	\$400,000.00	52%	4/15/2019	N	4
Collier County Public Schools Knox Boxes	Collier County Public Schools	Marc MacDonald 239-377-0249	\$53,225.00	51%	3/22/2019	N	1
Student-Aged Child Care Access Control	Collier County Public Schools	Marc MacDonald 239-377-0249	\$160,000.00	83%	3/22/2019	N	2
Bentley Village Fire Alarm	Community Electric	Doug Grau 239-825-0377	\$154,153.69	20%	5/30/2019	N	2
JSA Fort Myers	Construction Mgmt. of SWFL	Matt Steele 239-340-1969	\$103,136.66	95%	4/1/2019	N	2
Mercedes Benz of Naples	EnviroStruct, LLC	Ray Atkinson 239-494-5700	\$53,701.00	12%	10/1/2019	N	2
USPS Bakersfield, CA	Keith KC Lee, Inc.	Susan Webster 213-261-0890	\$197,994.83	54%	7/1/2019	N	Work being subcontracted
USPS Honolulu, HI Aoele St.	Keith KC Lee, Inc.	Susan Webster 213-261-0890	\$22,326.41	0%	7/1/2019	N	Work being subcontracted
USPS Pasadena, CA	Keith KC Lee, Inc.	Susan Webster 213-261-0890	\$198,008.09	58%	8/1/2019	N	Work being subcontracted
Mirror Lakes Elementary	Lee County Schools	George Cornwell 239-479-4227	\$140,900.00	55%	4/1/2019	N	2
Florida Hospital Ocala ER Reno-Expansion	Robins & Morton	John Galassini 615-377-3666	\$98,679.05	69%	6/1/2019	N	Work being subcontracted
Springhill Suites Estero	Suntech Electric	Tom Czajkowski 239-772-7177	\$131,112.50	8%	10/1/2019	N	2
Staybridge Suites Naples	Suntech Electric	Tom Czajkowski 239-772-7177	\$137,834.25	27%	8/1/2019	N	2
USPS Church St., New York	Agency Construction	Greg Masone 914-698-1151	\$128,863.69	61%	9/1/2019	N	Work being subcontracted
University of South Florida Campus Wide Emergency Lockdown	Crossroads Construction	Christopher Martin 863-644-6499	\$99,187.20	72%	4/30/2019	N	3
USPS Chicago	Galloway Converged Technologies	Clayton Galloway 847-278-7257	\$29,659.87	44%	6/1/2019	N	Work being subcontracted
Key West International Airport		Emie Simeone 305-809-5208	\$57,468.09	75%	4/15/2019	N	2
Stanley Switlik Elementary School Fire Alarm	NCN Electric	Rose Beck 941-488-0005	\$61,542.91	0%	(Under Construction) 12/1/2019	N	0 (Bldg. Under Construction)

EXHIBIT "G"

David A Baxter

954-495-7147

dbaxter@ifssi.com

Project Manager
Integrated Fire & Security Solutions Inc
5680 1st Avenue, Suite #3
Key West, FL 33040
Office 888-955-0007

WORK EXPERIENCE

Unison Industries Inc., Jacksonville, Fl. USA

Test Equipment Technician

05/1987 – 01/2001

Started as assembler of various parts for aircraft ignition systems. Was later promoted to test and inspection and then to repair. Was later promoted to design and assembly of test equipment used to test and certify ignition systems and components.

STI, Jacksonville, Fl USA

Service Technician

03/2001 - 09/2006

Install, service and repair of access control systems (Intella Site, Hersh, Northern, IEI, ECT.), camera systems (Pelco, GE, Silent Night, ECT.) security systems (GE, Ademco, Bosh) fire alarm systems (Firelite, Notifire) Nurse call, paging systems, intercom systems.

WW Gay, Jacksonville, Fl USA

Service Technician

09/2006 - 03/2009

Install, service and repair of access control (Amag, GE, Apollo) cameras, security alarm systems, gate operators.

Access Limited, Pompano Beach, Fl USA

Service Technician

03/2009 – 05/2012

Service and repair of access control (Amag, Identicard) camera systems (DM, Kalatel, Samsung, Geutebruck), Gate systems, tel-entry systems, security systems, ECT.

Integrated Fire and Security Solutions Inc, Fort Myers, Fl USA

Technician/Project Manager

05/2012 – present

Overseeing overall installation, service and complete programming certification and turnover of high end CCTV, Access Control, Fire Alarm, Intrusion Security, Sound and many other Low Voltage Integrated Systems.

EDUCATION

Sandalwood Jr/High Jacksonville, Fl USA

Diploma in academics

1979 – 1982

North Side Skill Center Jacksonville, Fl USA

Industrial Electronics, GPA: 4.0

1979 - 1982

Electronic theory, component level theory.

Completed Project History

South Florida Water Management June 2012 to Present complete installation, programming, training and turnover of

CCTV – Honeywell NVR

Access Control - Winpak

Intrusion - Ademco

Wireless – Fluid Mesh/Siklu

Networking.

City of Key West City Hall complete installation, programming, training and turnover of

CCTV – Avigilon VMS and Avigilon cameras

Access Control – Software House

Intrusion systems – DMP

Fire Alarm System - Notifier

City of Key West Historic Sea Port June 2018 to present Service and Installation of

CCTV – Samsung Hanwha/Techwin NVR and Samsung cameras

Fiber

Wireless - Wi-Fi Mesh systems

Networking

City of Key West Marina June 2018 to present Service all

CCTV - IP Cameras

Access Control – True Portal

Wireless - Various

Networking

Key West International Airport May 2012 to Present, Complete installation, programming, training, maintenance and turnover of

- CCTV – Avigilon VMS, Avigilon/Axis cameras**
- Access Control - Lenel**
- Fire Alarm - Notifier**
- Fiber**
- Wireless – Fluid Mesh**
- Networking**

NAS Key West In charge of complete maintenance of base wide Access Control System
Access Control – Lenel

Garner Skyplex, Jan 2019 In charge of all programming and complete interface of
CCTV – Milestone VMS and Axis cameras

Laredo Port of Entry Jan 2017 to March 2019 Overseeing overall Installation, programming and complete system integration

- CCTV – Vicon VMS and Cameras**
- Intrusion - Bosh**
- Access Control – Hirsch**
- Networking**

Penitenciaría San Rafael San Jose, Costa Rica Oct 2016 to Feb 2017, Overseeing complete installation and System programming and interface

- CCTV – Dvitel VMS and Cameras**
- Bogen – Sound Intercom**