



THE CITY OF KEY WEST

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EXECUTIVE SUMMARY

TO: Jim Scholl, City Manager

FROM: Doug Bradshaw, Director Port and Marine Services
Patti McLauchlin, IT Director
Karen Olson, Deputy Director Port & Marine Services

CC: Greg Veliz, Assistant City Manager

DATE: March 14, 2019

SUBJECT: Award of ITB #19-008 City of Key West -Comprehensive CCTV Security System

ACTION STATEMENT:

Resolution approving the recommendation of award to Integrated Fire and Security Solutions, Inc. in the amount \$398,220 (corrected for calculation errors on bid form) for City of Key West - Comprehensive CCTV Security System – Road Surveillance and Monitoring – Duval Street, Mallory Square and Outer Mole and make all necessary budget transfers.

BACKGROUND:

Duval Street is heavily populated with visitors and locals throughout most of the year. In an effort to provide extra security measures, the Police Department has requested the installation of security cameras at the densest populated areas of Duval Street.

Also, as part of the Coast Guard security requirements for Cruise Ships the City must continuously monitor Mallory Square and Outer Mole/Truman Waterfront cruise ship security checkpoints. Both facilities have been cited by the Coast Guard for failing to continuously monitor the restricted areas within the facilities as required by 33CFR105.275.

The Mallory Square and Outer Mole portion of this project has been bid and rejected two times prior through Resolutions #18-093 and #18-142. In an attempt to get the Mallory Square and Outer Mole projects completed, Seaport staff coordinated with the City's IT Department to combine all three projects into one bid package which was advertised and bids received from three vendors on July 19, 2018. These bids were also rejected by Resolution #18-270 because none of the bids met the bid requirements.

In order to better define the City's desired system and to accurately compare bids and bid prices, the City hired John Weston from Unified Network Consulting, LLC to prepare a new ITB.

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

RESOLUTIONS SUMMARY

Invitation to Bid (ITB) # 19-008 was advertised on January 5, 2019 seeking proposals from firms to provide design, equipment, labor and materials necessary for an outdoor video surveillance system at designated locations on Duval Street, Mallory Square and Outer Mole.

The City received four (4) responses on February 13, 2019:

1. Johnson Controls Security Solutions, LLC
2. Florida Keys Electric, Inc
3. Integrated Fire and Security Solutions, Inc. (IFSS)
4. Vetted Security Solutions

None of the bids were fully responsive, responsible bids for one reason or another including missing forms, unbalanced bid form, lack of project description/equipment, lack of warranty info, etc.

Three of the bidders submitted bids that did not include some of the items identified above, but City Staff determined the bids could not be accepted even with additional information/clarification as price would have been affected.

Johnson Controls Security Solutions, LLC was considered a non-responsive bidder because of the following which staff felt ultimately would affect price and require change orders:

- Low counts of Radio Network Elements and Outdoor enclosures.
- Inadequate labor hours, based on the low hardware counts and simply not enough labor hours to properly complete the job
- Wrong stated assumption of City provided backhaul links

Vetted Security Solutions was considered a non-responsive bidder because they proposed an alternate type of system than was required in the bid. The ITB allows bidders to submit a request to use alternate equipment other than that specified in the bid. Request must be in writing and must be submitted no later than 10-days prior to bidding. City would review the request to determine if equipment proposed meets the required specifications. City would respond to bidder in writing accepting or denying the alternate. Vetted Security Solutions did not follow this step. If the City had reviewed and accepted what they were proposing, the other bidders may have been inclined to propose a similar system which again could have had an effect on price. Additionally the City rejected their bid for budgetary reasons.

Florida Keys Electric, Inc bid included no information on the type of system they were proposing so staff was unable to review their bid. Additionally the City rejected their bid for budgetary reasons.

While IFSS was also considered non-responsive, staff felt that none of the deficiencies would ultimately affect price and by requesting additional information/clarification, the bid would become responsive. On March 1, 2019 staff sent by email a request to IFSS for additional information/clarification. On March 5, 2019 staff received the response from IFSS that fully answered staff's questions (see attached).

The bid also included the option of a system maintenance fee. IFSS's bid was no cost for the first two (2) years and \$66,981 for the third year. The City will utilize IFSS for the no-cost two (2) years and then advertise a bid for a maintenance/repair contract.

PURPOSE & JUSTIFICATION:

The installation of security cameras on Duval Street will allow the Key West Police Department to better control and monitor the City's main tourist location. Cameras at Mallory Square and Outer Mole/Truman Waterfront cruise ship security checkpoints will meet the Coast Guard Maritime Security requirements per 33CFR105.275.

FINANCIAL IMPACT:

IFSS's bid is \$398,220. Currently the City has \$261,312 budgeted toward the project. The funds are budgeted in two accounts:

1. \$111,312 for the project is budgeted in Account 101-4302-5436400 / PD1401 (Port Operations-Machinery and Equipment). The City's portion of the \$111,312 is \$27,828 as the City received a Public Transportation Grant in the amount of \$83,484 from the Florida Department of Transportation.
2. An Additional \$150,000 is budgeted in Account 101-2101-5216400 / PD1401 (Police Department-Machinery and Equipment).

In order to make up the budget short fall, the City will transfer an amount of \$136,908 from Fund 101/Infrastructure Surtax/Reserves 101-1900-519.9400 into accounts Fund 101/Infrastructure Surtax/Police/Machinery and Equipment 101-2101-521.6400 / PD1401 in an amount of \$95,835 and the remaining amount of \$41,073 will be transferred into Fund 101/Infrastructure Surtax/Ports/Machinery and Equipment 101-4302-543.6400 / PD1401

RECOMMENDATION:

Award to Integrated Fire and Security Solutions, Inc. in the amount \$398,220 for City of Key West - Comprehensive CCTV Security System – Road Surveillance and Monitoring – Duval Street, Mallory Square and Outer Mole and make all necessary budget transfers.