




## MEMORANDUM

---

Date: May 2, 2023

To: Community Redevelopment Agency

Via: Albert P. Childress  
City Manager 

From: Karen Olson  
Deputy Director Port & Marine Services

Subject: **CCTV Equipment Purchase – Key West Historic Seaport**

---

### **Introduction**

Resolution approving the CCTV Equipment Purchase – Key West Historic Seaport from Surveillance Florida in the amount not to exceed \$92,777.75 and authorizing the City Manager to issue a purchase order in the best interest of the City per Sec 2-797(4)(b) of the Code of Ordinances

### **Background**

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

ITB #23-001 was advertised November 2022 with 2 bids received on December 14, 2022. The Key West Bight Board and the Community Redevelopment Agency (CRA) rejected the bids due to the excessive percentage mark-up, exceeding the budgeted amount through Resolutions #23-03 and #23-069 respectively.

Seaport staff solicited quotes from four CCTV equipment suppliers for the Key West Historic Seaport as follows:

|                      |              |
|----------------------|--------------|
| Surveillance Florida | \$ 92,777.75 |
| Global Fiber Optics  | \$ 95,885.00 |
| Protection Plus      | \$ 98,124.09 |
| Convergent           | \$108,674.68 |

In review of the rejected bids, it is in the best interest of the City to allow this capital purchase through direct solicitation and not public advertisement. With acceptance of the lowest quote the Seaport will realize a savings of \$64,408 from previous pricing received with ITB #23-001.

| CCTV Surveillance Equipment Purchase |                      |                     |                    |                     |
|--------------------------------------|----------------------|---------------------|--------------------|---------------------|
|                                      | Surveillance Florida | Global Fiber Optics | Protection Plus    | Convergent          |
| Line Item                            | Extended Cost        | Extended Cost       | Extended Cost      | Extended Cost       |
| Enterprise Camera License            | \$17,091.75          | \$18,300.00         | \$19,109.25        | \$20,555.25         |
| Enterprise 5-Year Smart License      | \$5,778.00           | \$6,225.00          | \$6,460.50         | \$6,948.00          |
| Avigilon Network Video Recorder      | \$41,000.00          | \$41,215.00         | \$43,082.77        | \$47,586.01         |
| 24MP Multihead Camera                | \$5,550.00           | \$5,730.00          | \$4,272.00         | \$6,437.34          |
| 4MP Outdoor Dome Camera              | \$16,000.00          | \$16,640.00         | \$17,359.20        | \$18,672.96         |
| 8MP Outdoor Dome Camera              | \$5,000.00           | \$5,240.00          | \$5,472.28         | \$5,886.36          |
| Outdoor Dome Cover for Multihead     | \$420.00             | \$450.00            | \$455.94           | \$490.38            |
| IR Illuminating Ring for Multihead   | \$870.00             | \$900.00            | \$940.38           | \$1,011.54          |
| Outdoor Mount for Multihead          | \$420.00             | \$450.00            | \$455.94           | \$490.38            |
| Wall Mount for Pendant Adapter       | \$240.00             | \$270.00            | \$231.99           | \$291.18            |
| Wall Mount for H5A Camera            | \$208.00             | \$280.00            | \$283.84           | \$305.28            |
| Shipping & Handling                  | \$200.00             | \$185.00            | \$0.00             | \$0.00              |
| <b>TOTAL EXTENDED ITEMS</b>          | <b>\$92,777.75</b>   | <b>\$95,885.00</b>  | <b>\$98,124.09</b> | <b>\$108,674.68</b> |
| <b>\$157,185.75</b>                  | <b>\$64,408.00</b>   | <b>\$61,300.75</b>  | <b>\$59,061.66</b> | <b>\$48,511.07</b>  |
| <b>Low Bid ITB #23-001</b>           |                      |                     |                    |                     |
| <b>cost difference</b>               |                      |                     |                    |                     |

The Key West Bight Management District Board approved this item at their April 12, 2022, meeting.

#### **Procurement**

This equipment purchase has been fully budgeted in account 405-7501-575-6400. This direct solicitation purchase is in the best interest of the City per Sec 2-797(4)(b) of the Code of Ordinances.

#### **Recommendation**

The City Manager's Office and the Key West Bight Management District Board recommends the Community Redevelopment Agency approve the resolution for the CCTV Equipment Purchase – Key West Historic Seaport from Surveillance Florida in the amount not to exceed \$92,777.75 and authorizing the City Manager to issue a purchase order in the best interest of the City per Sec 2-797(4)(b) of the Code of Ordinances.