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File #:	18-0594	Version: 1	Name:	Purchase State of the Art Intercom, Paging, Emergency Alerting and Synchronized Digital Clocks
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Title: MOTION TO APPROVE THE PURCHASE OF A STATE OF THE ART INTERCOM, PAGING, EMERGENCY ALERTING AND SYNCHRONIZED DIGITAL CLOCKS SYSTEM INCLUDING EXPANDING OF PHYSICAL NETWORK AND DATA CABLING REWIRING FOR THE PEMBROKE PINES CHARTER SCHOOL ACADEMIC VILLAGE CAMPUS AS EXPANSION OF THE TECHNOLOGY MODERNIZATION PROJECT, FROM PRESIDIO NETWORK SOLUTIONS, INC., IN THE AMOUNT OF \$1,288,925.95 IN THE BEST INTEREST OF THE CITY PURSUANT TO SECTION 35.18(C)(8) OF THE PROCUREMENT CODE.

Attachments: [1. Presidio Quote for Academic Village Campus Intercom, Paging, Emergency Alerting and Synchronzied Digital Clocks System](#), [2. Statement of Work](#)

Text

Title

MOTION TO APPROVE THE PURCHASE OF A STATE OF THE ART INTERCOM, PAGING, EMERGENCY ALERTING AND SYNCHRONIZED DIGITAL CLOCKS SYSTEM INCLUDING EXPANDING OF PHYSICAL NETWORK AND DATA CABLING REWIRING FOR THE PEMBROKE PINES CHARTER SCHOOL ACADEMIC VILLAGE CAMPUS AS EXPANSION OF THE TECHNOLOGY MODERNIZATION PROJECT, FROM PRESIDIO NETWORK SOLUTIONS, INC., IN THE AMOUNT OF \$1,288,925.95 IN THE BEST INTEREST OF THE CITY PURSUANT TO SECTION 35.18(C)(8) OF THE PROCUREMENT CODE.

Summary Explanation and Background

SUMMARY EXPLANATION AND BACKGROUND:

1. In fiscal year 2015, the City approved a Technology Modernization Project fund to address the City's aging technology infrastructure.
2. The Technology Services (TS) Department has completed various portions of the project however they have been working internally to develop a plan to effectively execute the final segments of the Technology Modernization Project.
3. In an effort to modernize and enhance the security and emergency alerting systems at the Pembroke Pines Charter School Academic Village Campus, the TS Department is slated to replace multiple aged and end of support analog based intercom, paging, and emergency alerting systems to include digital clocks. The existing system presented a challenges to our schools administration, educational staff, students and security teams as the existing systems can no longer address current needs and they have aged out of functional use over the past 18 years service. The proposed intercom, paging, emergency alerting, synchronized digital clock system will fully integrate into the schools planned video surveillance and VOIP phone system deployment as a fully integrated security suite for all of the city owned school sites providing the schools administration and our public safety team with essential tools to communicate details of daily operations of class room changes to security level lock downs. Additionally, the proposed solution supports the schools baseline requirements for our continued accreditation process.

4. The TS Department has determined that it would be in the best interest of the City to continue the use of a single vendor with local support and staffing under a very aggressive pricing model to deliver all of the remaining segments of the projects.
5. The Technology Services Department has identified and selected Presidio Networked Solutions, Inc. as the provider that can meet all of our needs. The vendor is actively engaged in projects at all city owned sites and has key knowledge and insights to deliver this solution without any service related impact on the city or schools.
6. Section 35.18(C)(8) Best interest of the City states "Purchases of and contracts for commodities or services are exempt from this section when the City Commission declares by a simple majority affirmative vote that the process of competitive bidding and competitive proposals is not in the best interest of the city. The City Commission shall make specific factual findings that support its determination, and such contracts shall not be placed on the City Commission consent agenda."
7. Below are the factual findings:
 - The Technology Services Department needs to place an order for this project in July 1st of 2018, to ensure that the Cat6A cabling components of this project are completed prior to the end of the Pembroke Pines Charter Schools' Summer Break, in order to rapidly complete the project without impact on the students. Additionally, the wiring project is an essential building block to complete the included Video Surveillance project.
 - Conducting a formal competitive solicitation for this process will be a very complex and time consuming process, delaying the completion of the Charter Schools' Security Modernization Project and hindering vital functions of the Charter Schools' Security Systems project.
 - Technology changes rapidly, and as a result, in many instances when an organization performs a lengthy procurement process for new technology, by the time they are ready to award the project, the approved equipment/systems may be a few cycles older than what is currently available in the market.
 - Utilizing various vendors to complete this project can cause various issues as the City will need to ensure that they work together and don't hinder the progress and success of one another.
 - Presidio has already completed all of the storage, network, and routing environments in the City's new data center providing the vendor with technical advantage in advancing this project.
 - Presidio has provided pricing that has been further supported by Cisco to be able to match and exceed available discounted pricing available through existing government purchasing vehicles/agreements.
 - Presidio is one of the largest solutions providers in the United States with a primary focus on delivering innovative IT design, implementation, and support.
 - Presidio has over 2,000 highly qualified IT professionals that are certified consulting engineers, based in 50 offices throughout the US, to include local resources in South Florida with offices in Fort Lauderdale.
 - The company has an active 95% client retention rate and double-digit annual growth rate for the last 15+ years.
8. To address the limitations of the existing system, the TS Department is seeking to expand the foundation of the fully integrated Cisco Video Surveillance system by adding this fully integrated intercom, paging, emergency alerting systems into all of the Charter School sites as a single pane of glass security suite.
9. The system as designed will allow for expansion to the intercom, paging, and emergency alerting systems as a primary solution for all city owned building requiring this technology.
10. Secondary benefits to the intercom, paging, emergency alerting systems solution is that it will use existing infrastructure (network switches, lower cost cabling requirements, and existing network storage) all of which simplifies system deployment and management.
11. The single solution will provide advantages to the Academic Village Campus with an effective communication option that is essential to ensure seamless movement of students and the educational process. Emergencies can occur at any time, and the system will provide the tools to communicate critical information quickly, through as many communication channels as possible, to roughly 2,400 school administration personnel, instructional staff and students at the Academic Village Campus. The system will provide various benefits, including:

- The Paging, Alerting, and emergency notification system can utilize technology/devices that the schools already have in place to create a unified communication tool. With the ability to send in multiple formats, including live and recorded audio, SMS text message, push notification, email and more, the solution as proposed delivers an all-in-one solution for day to day alerting of bell alerting, announcements and emergency notifications.
- Effective communication and safety are our priority for School administration. The Paging, Alerting emergency notification system helps keep our staff and students informed and safe by reaching devices on-premises and mobile devices with vital information for day to day requirements and safety messages.
- The proposed solution ties into our existing technology infrastructure already in place to keep costs down and achieve maximum message reach via Cisco IP phones, desktop computers, IP speakers, digital signage, panic buttons and more. These can all be used to trigger or deliver messages from the emergency notification system.
- The most significant asset of any emergency notification system is the speed at which it can send a message and the number of ways it can reach people. The system will provide our schools the ability to pre-build messages, configure speed dials, and making it easy to trigger notifications. And with its ability to connect to multiple devices and send messages in a variety of formats.
- The proposed solution will report who received emergency notifications on their cell phones and will have the ability to respond to state whether they are safe or need assistance. Administrators can view these responses in real-time and even track the location of those that need help to better direct security personnel.
- The system as designed is simple to use for day to day function as a bell\nnotification system with easy to modify scheduling interface with fully network synchronized digital clocks and the ability to pre-build custom messages that can be configured to send at the press of a button on demand from a mobile device controlled by School Administration or supporting School resources officers. Its user-friendly interface means with a few simple clicks; messages reach everyone who needs to be informed in a short amount of time.
- The system fully integrates with Cisco Video Security Management purchased by the schools in November 2017; using a modern network-based connection to add panic buttons, alerting speakers, digital clocks to the systems as a lower cost deployment option; over the typically closed system designs.

12. The TS Department is seeking to complete a Cabling Infrastructure Refresh at Academic Village Campus buildings as an essential requirement to prepare said buildings for new technologies that are now supported via network connectivity. The current cabling has been in place for over (18) years and has met its end of life and support cycle. The older cabling infrastructure creates a technology fail point for expansion of modern network based solution into the effected sites.

13. The following are the reasons as to why the Cabling Infrastructure Refresh is a necessary component to the Video Surveillance being requested for the City Charter Schools:

- Age of current - High performance data networks and local area networks (LANs) cannot perform well without appropriate cables and connectors.
 - Due to the evolution of technology and the greater demand for higher networking speeds, cable and components have been developed that can transmit faster speeds over longer distances.
 - Category 6A (CAT-6A) the "a" being for augmented, which supports data rates of 10G up to 100 meters and a bandwidth of up to 500MHz has begun to grow in popularity. Many Data Centers, hospitals, and universities have adopted CAT-6A as a new minimum requirement.
 - One of the main arguments in favor of installing CAT-6A infrastructure now, is to "future proof" the network. Therefore, if the planned lifetime of a new cabling system is five or more years, CAT-6A should be considered as an option. If the planned lifetime of the network is ten years or more, CAT-6A definitely appears to be the favored solution.
 - CAT-6A is proving to be a cost effective solution for current and emerging applications as it supports higher bandwidths and 10Gbps network speeds up to 100 meters.
 - CAT-6A and structured cabling products can be used for applications other than voice and data, such as Building Automation, CCTV, Access Control and many others.
- Therefore, the potential to integrate all of these applications onto a single cabling infrastructure provides another advantage.
- Cat 5e and Cat 6 are suitable technologies today, but will have limiting properties when supporting large data transfers in the future.
 - The continuing and increasing use of IP systems over the network for security and telephony as well as multimedia streaming applications will definitely require a Cat 6a network utilizing 10 gigabit which will be a pre-requisite within the next 3 - 5 years.

- The investment protection with Cat 6a is simple: pay double the price now, and receive 10 times the available bandwidth, or install a Cat 5e / Cat 6 infrastructure and be faced with an expensive rip out in 3 - 5 years, which will incur a phased downtime for the network and a new investment procedure of a Cat 6a network, which will be substantially more.

Project Cost:

14. The Technology Services Department has received pricing from Presidio Network Solutions, Inc. and has compared their pricing to other governmental contracts.

15. Per Section 35.18(C)(5) of our Procurement Code; "Commodities or services that are the subject of contracts with the state its political subdivisions or other governmental entities including the United States government, are exempt from this section, provided, however, that this division shall apply only if the contract expressly permits or if the awarding jurisdiction and/or the vendor agree to allow the city to purchase therefrom."

16. Below is a summary of the various agreements identified:

- **SOF ACS Contract # 43220000-WSCA-14-ACS** - The State of Florida utilizes Alternate Contract Source (ACS) # 43220000-WSCA-14-ACS "Data Communications Products & Services" for the purchase of Data Communications equipment, peripherals and related services. The contract provides for equipment from various manufacturers including Cisco via the NASPO Value Point (formerly WSCA-NASPO) contract # AR233 made directly to Cisco.

- **SOF STC Contract # 80101507-SA-15-01** - The State of Florida utilizes their State Term Contract (STC) # 80101507-SA-15-01 "Information Technology (IT) Staff Augmentation Services" for a broad range of IT Staff Augmentation Services to meet a specific need for clearly identifiable services or routine tasks. The contract provides for services with various vendors including Presidio Network Solutions, Inc.

17. The quote from Presidio in the amount of \$1,288,925.95 has various line items that meet or beat the pricing in the State contracts listed above.

18. Based on the previously stated factual findings, the Technology Services Department recommends for City Commission to approve the purchase of a state of the art intercom, paging, emergency alerting and synchronized digital clocks system including expanding of physical network and data cabling rewiring for the Pembroke Pines Charter School Academic Village Campus as expansion of the technology modernization project, from Presidio Network Solutions, Inc., in the amount of \$1,288,925.95 in the best interest of the city pursuant to section 35.18(C)(8) of the procurement code.

Financial Impact

FINANCIAL IMPACT DETAIL:

a) Initial Cost: \$1,288,925.95 for the Academic Village Campus Project.

b) Amount budgeted for this item in Account No: \$375,000 is available in account # 1-513-2002-63993 (Other improvements).

c) Source of funding for difference, if not fully budgeted: Upon Commission approval, a budget adjustment will be made to move \$914,000 from Contingency account # 1-519-800-30010 to Other improvements account # 1-513-2002-63993.

d) 5 year projection of the operational cost of the project: Not Applicable.

e) Detail of additional staff requirements: Not Applicable.