

RESOLUTION NO. 2019 - 284

A RESOLUTION AUTHORIZING THE PURCHASE OF AN EMERGENCY MEDICAL SERVICES HEADQUARTERS SURVEILLANCE SYSTEM FROM ADVANTAGE SECURITY, WILMINGTON, DE, IN THE AMOUNT NOT TO EXCEED \$30,458.78, PURSUANT TO A REGIONAL COOPERATIVE CONTRACT AGREEMENT WITH HUNTERDON COUNTY EDUCATIONAL SERVICES COMMISSION COOPERATIVE PRICING SYSTEM (#34HUNCCP).

WHEREAS, the City of Vineland Department of Health is in need of a Surveillance System at the Emergency Medical Services Headquarters; and;

WHEREAS, the City of Vineland is a member of a Regional Cooperative Purchasing Agreement known as the Hunterdon County Educational Services Commission Cooperative Pricing System under member number #34HUNCCP and, Hunterdon County ESC is a regional cooperative contract organization; and,

WHEREAS, Hunterdon County ESC, Regional Cooperative Purchasing Program has acted as lead agency and awarded Contract #HCESC-Tech-17-01, Comprehensive Safety & Security System Evaluations. Specific information regarding the contract may be found on the Hunterdon County ESC website at <http://purchasing.hcesc.com>; and,

WHEREAS, N.J.S.A. 52:34-6.2 permits the City of Vineland to purchase an Emergency Medical Services Headquarters Surveillance System using the offered Regional Cooperative Contract without public bidding, subject to the submittal and acceptance of certain documentation by Advantage Security;

WHEREAS, the City of Vineland intends under Hunterdon County ESC, under the Category: Comprehensive Safety & Security System Evaluations, Contract #HCESC-Tech-17-01, to purchase from Advantage Security, Wilmington, DE, to purchase an Emergency Medical Services Headquarters Surveillance System, in an amount not to exceed \$30,458.78, as listed in the Quotation, dated June 14, 2019, made available through the Hunterdon County ESC.

WHEREAS the Information Systems Director and the Qualified Purchasing Agent, with the concurrence of the Business Administrator, recommend the use of the Regional Cooperative Pricing through Hunterdon County ESC for this procurement;

WHEREAS, the City of Vineland Purchasing Agent has determined that the use of the offered Regional Cooperative Contract will result in cost savings after all factors, including charges for service, material and delivery have been considered and has verified that such equipment is not available through State Contract awarded by the Division of Purchase and Property in the New Jersey Department of the Treasury pursuant to N.J.S.A. 40A:11-12; and

WHEREAS, the availability of funds for said purchase to be awarded herein have been certified by the Chief Financial Officer; and

CITY OF VINELAND, NJ

WHEREAS, the City of Vineland has certified that this meets the statute and regulations governing the award of said contracts;

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF VINELAND, that the Purchasing Agent is authorized to prepare a purchase order to procure an Emergency Medical Services Headquarters Surveillance System for a price not to exceed \$30,458.78.

BE IT FURTHER RESOLVED that the purchase order shall contain a requirement that “the vendor shall maintain all documentation related to products, transactions or services under this contract for a period of five years from the date of final payment. Such records shall be made available to the New Jersey Office of the State Comptroller upon request”.

Adopted:

President of Council

ATTEST:

City Clerk

REQUEST FOR RESOLUTION
FOR COOPERATIVE CONTRACT AWARDS
UNDER 40A:11-12, N.J.A.C. 5:34-7.29 & LFN 2012-10
(REQUIRED FOR PURCHASES OVER \$17,500.00)



6/14/2019

(DATE)

1. Goods or Services (detailed description): Purchase EMS HQ Surveillance System

2. Amount to be Awarded: \$ 30,458.78

- Encumber Total Award
 Encumber by Supplemental Release

3. Budgeted: By Ordinance No. 2017-53
Or Grant: Title & Year _____

4. **Account Number to be Charged: C-04-00-000-1753-78630

5. Contract Period (if applicable): N/A

6. Date to be Awarded: 7/9/2019

7. Recommended Vendor and Address: Advantage Security

802 First State Blvd. Wilmington DE 19804

8. Justification for Vendor Recommendation:(attach add'l information for Council review)
Proposal
Contract HCESC-Tech 17-01

Type of Contract: State National Regional County

Vendor's Cooperative Contract # HCESC-Tech 17-01

9. Evaluation Performed by: CCIA

10. Approved by: [Signature]

11. Attachments:
 Awarding Proposal
 Other: Proposal

- Send copies to: Purchasing Department
Business Administration [Signature]

**If more than one account #, provide break down

June 14, 2019

Mr. Victor Terenick
CIO
City of Vineland
Vineland N.J.

Dear: Victor

Please accept my sincere thanks for considering Advantage Security for the Security Upgrades for the city of Vineland new EMS facility

Company Background

Advantage is one of the largest security organizations in the region, with offices in New Jersey and Delaware. For more than 18 years, **Advantage** has provided businesses, homes, and institutions with security systems that are designed to minimize and prevent loss and the major disruptions that accompany them. Thanks to our unique audio detection system, trained professionals and a strong commitment to service, we set the industry standards for responsiveness to our client's needs.

Integrated Security

Advantage realizes that these days security means more than just a burglar alarm. It means protecting your building from, fire, emergency, theft, and vandalism.

Advantage knows that serious security involves a comprehensive approach. Whether you are concerned about theft, burglary, fire protection, access control, or vandalism, you can rely on the security professionals at **Advantage**. We can integrate any of these protective services into a single efficient system that is monitored by our Central Monitoring Station.

Advantage knows that early detection is important because it minimizes your loss. Your insurance may cover the full cost of loss or destroyed equipment, merchandise or personal belongings, but it can never replace files, documents, or the disruptions of business or the invaluable sense of security that are also the casualties of intrusion or vandalism.

Nobody Serves You Like Advantage

What began over 35 years ago as an innovative application of a breakthrough technology is today a full service security network with a single minded objective - **satisfying all of your security needs.**

Training makes the difference. The **Advantage** Institute continually refines our training programs. This emphasis on training means that every one of our installers, operators, sales personal and managers are able to serve you effectively.

Established procedures make the difference. Over the years **Advantage** has solved thousands of complicated security problems and made countless demanding installations. We share the experiences of **Advantage** offices throughout the region, and we have learned the most effective way to perform every task at every job level. That knowledge has been incorporated into detailed written procedures which all of our employees meet or exceeds established written standards.

Pride makes the difference. As a local business, we have pride in our community and an interest in making sure you are satisfied. Backed by our resources, training and support of a national organization, we can offer you total satisfaction, ***satisfaction that Advantage backs with a written guarantee.***

Satisfaction Guarantee

Advantage Security of Delaware Valley will give a full unconditional refund of your installation fee and remove our equipment from your premises if, for any reason you are dissatisfied with your **Advantage** service at six (6) months after completion of installation.

Service Guarantee

Advantage Security of Delaware Valley guarantees the arrival of a service technician, on-site, within four hours from the time of your emergency service request.

Our business is providing electronic security services for the protection of our customer's lives and property. **Advantage** Security of Delaware Valley is committed to providing the highest standards of performance and service to meet your specific security needs.

This proposal is inline with our Hunterdon ESC award # HCESC-TECH-17-01

System Design: CCTV Portion

- 1- HD-NVR3-VAL-18TB-NA 18TB Server =\$6,504.03
- 1- HD-NVR3-VAL-2NDPS-NA \$376.38
- 1- 4C-ACC6-ENT=\$1,060.29
- 1- 8C-ACC6-ENT=\$2,102.22
- 3- 24C-H4A-3MH-270=\$1,927.80= \$5,783.4
- 1- 2.0C-H4A-D1-B=\$734.40
- 7- 3.0C-H4A-D1-B=\$766.53= \$5,365.71
- 3- IRPTZ-MNT-WALL1=\$87.21=\$261.63
- 3- H4AMH-DO-COVR1=\$146.88=\$440.64
- 3- H4AMH-AD-PEND1=\$146.88=\$440.64
- 3- H4-MT-CRNR1=\$82.62=\$247.86
- 1 H4F-MT-NPTA1=\$55.08

- 1 - Lot labor, \$4,406.40

Investment	\$ 27,778.64
Extended Warranty, Yearly Fee	\$ 2,680.14

Accepted By _____

Declined By _____

Proposal is based upon the layout and design as asked for by the city IT department. The server has a 2nd redundant power supply included. The system should have approx. 106 days of storage. The request was for a 10GB uplink to the city supplied POE switch, the Value server doesn't come with a 10GB uplink as the system does not push nor need to move that much network traffic to need that uplink. A premium server that can handle more throughput and would have and need that much throughput would require an Additional \$23,275.27 and that would not in our opinion be a wise investment unless there is a need for the city locally to grow the system by 100 cameras or so All POE ports for connectivity is to be by the city.

Due to the size and order of magnitude Payment will be as follows
25% at PO Award
25% upon delivery of parts
Balance Upon Completion

Notes:

1. Labor based on NJ Prevailing wages applied.
2. All permits, alarm licenses and registration for city, county or state is the responsibility of the client, if permits are required they will be billed at cost.
3. Customer to supply all necessary 120VAC power from the city utility
4. Proposal pricing will remain stable for a period of 30 days from the date of the proposal. After 30 days new pricing may be necessary
5. Any changes in start dates, completion dates, work days or work hours after submission of this proposal may require additional charges. All work shall be performed between 7AM and 4:30PM, Monday through Friday, unless specified otherwise within this proposal.
6. Any and all costs that are a result of encountering asbestos or any other hazardous material will be the responsibility of the Customer. It is the Customers responsibility to identify any asbestos or other hazards prior to submission of bid; failure to do so may result in additional charges. Completion dates may be adjusted commensurate with any delays as a result of this.

7. We cannot order any material, schedule any work, or perform it without a written purchase order.
8. Free and easy access shall be provided to all required areas, this shall include adequate escorts if required, failure to do so may result in additional charges. Any unreasonable delays caused by others may require additional charges. Remobilization charges will be billed for any downtime due to being told to leave an area by any Customer personnel. Any work stoppages caused by others will not effect normal billing cycle.
9. Any and all existing conduits that we are using to complete this project are presumed to be free and clear of all debris, and installed to NEC specifications; if either of these conditions is not met there may be additional charges.
10. Any raceway required that is not specified within our proposal will require additional charges.
11. Any damage to our installed product that was a result of actions by others will require additional charges to cover cost of replacement. Depending on degree of damage completion dates liquidated damages shall be waived commensurate with delay.
12. It is the Customers responsibility to identify all mission critical equipment/infrastructure, and explain proper procedures and methodologies, which should be exercised within these areas to minimize/eliminate any chance of disruption.
13. Painting of raceway/boxes is not included, unless specified in this proposal.
14. Any quantities that decrease greater then 5% from the quantities specified in the original bid may require additional charges to cover re-stocking fees, fixed overhead, employee relocation etc.
15. Unless specified in this proposal, Auto Cad/Visio drawings are not included, if required they will cost additional.
16. Unless specified otherwise in our proposal, any large items such as bookshelves, desks, etc., that impede our timely completion of work, shall be moved by Customer prior to our commencement within each particular area, failure to do so may require additional charges.
17. Customer is responsible for removing from our work area any fragile items that may easily be broken.

Advantage products are modular in design. As your access or security needs grow we do not have to replace panels; we add modules, which allows you to buy what you need when you need it without concern of *growing out of the product*. This also allows us to control costs to you by selling you a custom system without the high cost of customized products.

If you have any questions, please do not hesitate to contact me at (302) 652-3060.

Sincerely,

Stephen D Fox
Security Consultant

PO# _____
Date _____

N.J. Alarm License # 34BA00065100

Advantage Security Systems



Federal # 522153321