



City of Denton

City Hall
215 E. McKinney Street
Denton, Texas
www.cityofdenton.com

AGENDA INFORMATION SHEET

DEPARTMENT: Procurement
ACM: Cassey Ogden
DATE: December 5, 2023

SUBJECT

Consider adoption of an ordinance of the City of Denton, a Texas home-rule municipal corporation, authorizing the City Manager to execute a contract with Facility Solutions Group, Inc., for the purchase, installation, service, and repairs of the camera and video surveillance services and support for City-owned facilities for the Capital Projects, Facilities Management, and Technology Services Departments; providing for the expenditure of funds therefor; and providing an effective date (RFP 8285 – awarded to Facility Solutions Group, Inc., for one (1) year, with the option for four (4) additional one (1) year extensions, in the total five (5) year not-to-exceed amount of \$2,500,000.00).

STRATEGIC ALIGNMENT

This action supports the Key Focus Area: Enhance Infrastructure and Mobility.

INFORMATION/BACKGROUND

This solicitation is for the acquisition, configuration, installation, commissioning, testing, repairs, service, and coordination with the City's designated centralized video management system staff for video surveillance services to provide support for city-owned facilities and City buildings maintained by the Facilities Department. This service will also include future projects initiated by the Facilities Management, Capital Planning, and Technology Services Departments. The security camera and video surveillance services will be performed on an as-needed basis to assist the city with new construction, renovations, remodels, and maintenance of existing facilities.

Video Surveillance services to provide support for City-owned Facilities. The video surveillance system is comprised of IP-based, power over ethernet (POE, POE+, PEO++) cameras that stream their video to the existing centralized video management system.

In 2021, the City began converting all door access controls to new security software to provide improved reliability. A security consultant was contracted as part of the conversion to evaluate the security needs of City facilities for door access, key controls, and video surveillance coverage.

In 2022, the conversion to the new security software was expanded to include key buildings due to strain on the existing video system, with the remaining existing cameras planned for conversion systematically through Quarter 4 of 2024.

The City has over 1,200 cameras, and the cameras cost an average of \$700 each and \$250 to install. Considering year-over-year inflation and new city buildings in the future, a contract total of \$2,500,000 is requested. Staff is in the process of converting new cameras to the new system and as old cameras fail, converting them to the new system. The goal is to have all cameras converted in the next five (5) years.

Request for Proposals was sent to 137 prospective suppliers, including five (5) Denton firms. In addition, specifications were placed on the Procurement website for prospective suppliers to download and advertised in the local newspaper. Four (4) proposals were received, references were checked, and proposals were evaluated based upon published criteria including delivery, compliance with specifications, probable performance, and price. Best and Final Offers (BAFO) were requested from the top firm. Based upon this evaluation, Facility Solutions Group, Inc. was ranked the highest and determined to be the best value for the City.

NIGP Code Used for Solicitation:	680 - Security Access Equipment and Supplies
Notifications sent for Solicitation sent in IonWave:	137
Number of Suppliers that viewed Solicitation in IonWave:	27
HUB-Historically Underutilized Business Invitations sent out:	16
SBE-Small Business Enterprise Invitations sent out:	59
Responses from Solicitation:	4

RECOMMENDATION

Award a contract with Facility Solutions Group, Inc., for the purchase of camera and video surveillance services and support for City-owned facilities for the Capital Projects, Facilities Management, and Technology Services Departments, in a one (1) year, with the option for four (4) additional one (1) year extensions, in the total five (5) year not-to-exceed amount of \$2,500,000.

PRINCIPAL PLACE OF BUSINESS

Facility Solutions Group, Inc.
Dallas, TX

ESTIMATED SCHEDULE OF PROJECT

This is an initial one (1) year contract with options to extend the contract for four (4) additional one (1) year periods, with all terms and conditions remaining the same.

FISCAL INFORMATION

These services will be funded from Capital Fund account 100347409. Requisitions will be entered on an as-needed basis. The budgeted amount for this item is \$2,500,000.

EXHIBITS

- Exhibit 1: Agenda Information Sheet
- Exhibit 2: Pricing Evaluation
- Exhibit 3: Ordinance and Contract

Respectfully submitted:
Lori Hewell, 940-349-7100
Purchasing Manager

For information concerning this acquisition, contact: Thomas Gramer, 940-349-7467.

Legal point of contact: Marcella Lunn at 940-349-8333.