

# RFP #PD912022 – City-Wide Security Camera System Questionnaire

1. Will the City of Hyattsville require the new city-wide camera system to integrate with the Police Department and DPW Genetec Unified Security System or can this be a stand-alone system?  
Yes, this system will need to be integrated with all city camera systems and be capable of integrating with other privately owned systems throughout the city.
2. Is the City looking for analytics?  
Yes.
3. Do you have the equipment and staff available to start within 10 days of notice to proceed? Due to current market conditions, supply chain problems, etc., will the City consider a start date of 10 days from the receipt of equipment?  
No, we do not have the equipment, however, we do have the staff. Yes, we will consider a start date of 10 days from the receipt of the equipment.
4. If poles are needed to be added to help with the wireless point to point (line of sight not blocked), whose responsibility is it to add the poles and power?  
We are no longer using line of sight technology. Please review the original RFP.
5. If internal networking/infrastructure needs to be updated, who is responsible?  
The City would be responsible.
6. Some of the wireless links may have obstructed line-of-sight. Will the City be responsible for providing and maintaining line-of-sight?  
We are no longer using line of sight technology. Please review the original RFP.
7. Will Remote Access be available during the full term of the Contract?  
No, remote access will have to be scheduled or provided upon request.
8. Are there any requirements for health monitoring of the system as part of the warranty and maintenance?  
This can be automated.
9. What is the expected SLA (Service Level Response) for the length of the contract?  
The SLA would require remote diagnostics within 4 hours and repair within 24 hours.
10. Will the City of Hyattsville be able to provide unrestricted access to all equipment locations including non-city owned buildings?  
No, access would be restricted by Criminal Justice Information Systems (CJIS) policy.
11. Will the City of Hyattsville provide and maintain 110VAC power at all locations?  
Yes.
12. Are there any requirements for UPS backup?  
Yes.
13. Will the City of Hyattsville provide lane closures as needed of roadways?  
Yes. We would put the temporary traffic control on the installer, this should be pretty standard and they should be able to build it into their costs. They might request a separate line item on the bid form as it may be difficult to know how many may need it, and it would artificially inflate the per unit installation price if they had to assume

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- each one would need traffic control. Department of Public Works doesn't have the equipment or manpower to provide lane closures.
14. Will there be a pre-bid meeting for this solicitation?  
No
15. Who should I reach out to help schedule a walkthrough?  
The city has provided maps of camera locations.
16. List and Location of the current cameras?  
Can be found on addendum #1 and #3.
17. Does the City of Hyattsville currently have a SOC? Virtual CIO – third party vendor.  
Virtual CIO (Dataprise)
18. What software are we currently using to manage the current cameras?  
VMS software currently used is Complete View. No actual management software is used.
19. Can you advise if we need to provide a separate cost proposal or is it acceptable to include a section in our general proposal that includes the compensation for services?  
It is acceptable to include a section in our general proposal that includes the compensation for services.
20. Is there an anticipated budget or maximum expenditure for this study?  
No.
21. Will any onsite work or meetings be required or is it acceptable to propose that meetings and report-outs be completed via web, video, or telephone means?  
This will be determined by the necessity of the project.
22. The current system CCTV that was provided from another RFP was fully installed and I assume operational in the new police facility. The system in the RFP does not mention makes or models but should if you want it to be compatible.  
We are replacing the entire system.
23. Make and model of current CCTV VMS platform, and does the city have a contract for this existing system, if so, name of the vendor?  
Not applicable as the system is being replaced.
24. Your city-wide drawing does not list cameras, please list cameras so we have an idea of the scope of work, and what infrastructure will the city be providing for the cameras, data networks, wireless piggyback, etc.?  
Again, the current system is to be replaced.
25. What is the estimated construction budget?  
A construction budget has not been established.
26. How many cameras do we estimate putting out there?  
50 at first with room to expand.
27. Is it accepted as confirmed that all existing cameras will need to be replaced, and that these replacements may not be installed on the exact same location?  
Yes

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28. Can we establish that all new cameras should be Non- HIK Vision and Dahua banded or their respective OEM manufacturers? HIK Vision and Dahua are federally banned products?

Yes. I Pro is preferred

29. Could it be specified that either Axis, Hanwha, Avigilon cameras would be the basis of design for this project?

IPro is preferred.

30. Can we establish that minimum specification for cameras should be that they can support on board or server-side analytics?

Yes

31. Based on the site visits, it would appear that each camera location would require 4-lens cameras to view in all directions. Can we accept this as the general norm?

Yes

32. Can we establish that at minimum each camera should support at least 10 days onboard storage to ensure continued recording should the backhaul connection fail?

Yes

33. Can we establish that we are to provide a Wi-Fi based backhaul to the central location for CCTV communications?

5G is preferred

34. Can we establish that if Wi-Fi is not feasible for a connection, or where a trailer is deployed, a 5G connection is to be used for the backhaul connection?

Yes

35. The bid document states, “up to 30 days”, but can we establish that a new recording platform it to be provided at the central location with minimum 30 days recording?

Yes

36. Since it does not seem evident that the existing platform would support any advance features or analytics, can we establish that we would provide a new platform with additional advanced capabilities?

Yes

37. Can we establish that the new recording platform needs to be natively upgradeable to support advanced analytics features such as object classification, advanced motion detection, license plate recognition, etc.?

Yes

38. Can we establish that there will always be local power available to “tap” into, i.e., power pole or building power?

Not always but ordinarily, yes

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39. Can we establish that where a mobile unit (trailer) is to be deployed, there will be local power, or the trailer will need to have on-board generator or solar panels?

Yes

40. Do we need to provide any trailers as part of this solicitation, and are there any specifications, guidelines or a basis of design for these trailers?

No.

41. Can we establish that where power is not available for a fixed location, and if solar is required, that additional funding would be made available for the solar panels? It could be exorbitant to assume that we should include solar power for each installation?

Yes

42. Maintenance: Would the contractor be responsible for proactive maintenance of the camera infrastructure, or will it be reactive? I.e., should we know the camera is offline and dispatch for repair, or would we wait for City of Hyattsville POC to inform us of a failed camera?

Proactive is preferred

43. Since there is not a definitive list of locations for new cameras, could we provide an example or “base system cost” for a new installation as a basis for evaluation?

Yes

44. Does the City have a preferred camera manufacturer? Are any manufacturers prohibited?

I Pro

45. Please specify the exact number of cameras to be installed, including cameras being replaced, desired number of additional cameras, and mobile units.

50

46. Will the Contractor be responsible for the removal of current equipment?

Yes

47. Does the City want the new camera to be the same style of camera that is to be replaced?

No

48. If cameras are found to be in good working order, can the camera be reused?

No

49. For 360-degree cameras, is a multi-lens or fisheye camera preferred?

Multi lens

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50. Are ALPR cameras to be dedicated license plate readers?

Not required

51. Is the vendor responsible for power at new camera locations? Is any backup power required?

Yes, and yes.

52. Where needed, is the vendor responsible for new poles to mount cameras?

Yes

53. What type of cabling is required? Does all current cabling need to be replaced or can any be reused? Is contractor responsible for maintaining cabling upon install?

All cabling shall be replaced.

54. What is the current VMS being used (please include version, manufacturer)?

Complete View

55. Would the City prefer recording on motion or 24/7hr recording?

24/7 recording

56. Is internal SD backup to be employed with cameras or is it an option to use when desired?

No

57. What is the desired frame rate?

TBD

58. Are new video monitors required?

Yes

59. Is there room in existing server cabinet to install a new server while keeping both systems online?

Yes

60. What are the requirements regarding drawings and documentation?

Electrical connections will require engineering drawings and other documentation acceptable to PEPCO for application for a power service. Individual pole owners will determine the required engineering drawings and documentation for approval to attach to their infrastructure. If required, Prince George's County Department of Permitting, Inspections, and Enforcement may require engineering drawings and documentation as part of the permitting process if a permit is required at a specific location.

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61. Does the City have any guidelines for the required maintenance contract, such as a minimum number of preventive maintenance visits per year, maximum response time allowed, spare parts, etc?

2 visits a year with a 2-to-5-year maintenance contract

62. What is the desired completion time for the installation portion of the project?

180 days

63. Does the City require user/administrator training of the new systems prior to project completion?

Yes

64. Will the city coordinate for access permission on all non-city-owned structures?

Yes

65. Will the city coordinate any necessary electrical work?

Negotiable

66. The RFP lists “Has the capability to store 36 TB of data.” In terms of retention period (day/week), what is the requirement?

90 days

67. Will the city provide SIM cards if needed (FirstNet or otherwise)?

Yes

68. Regarding Prince George’s Mall, has the city established a camera layout they want to use?

No

69. Where specifically should the LPR cameras go?

TBD

70. What are the specifics of the mobile units you’d like bids for (both future and current ones requiring upgrades)?

No mobile unit bids are needed at this time.

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71. The evaluation criteria on page 3 of the RFP states “Availability of equipment and personnel to complete the project within the allotted time.” When does City of Hyattsville need this project completed by?

180 days

72. The “Compensation for Services” section on page 3 mentions submitting pricing on a “Proposal Rate Form,” which is not included within the Proposal Documents of the RFP. Can you provide this form, or can we submit a quote on our own letterhead?

A quote can be submitted in the company’s own letterhead.

73. You have noted some minimums as seen on page 2 of camera technologies; however, this list has some great capability, but you may limit most available cameras attempting to meet all that is listed in item #1, page 2. Please clarify – for instance,

Do all locations need to be a pan tilt zoom capable camera?

No, but from the Police Departments perspective the cameras are used to prevent, deter and arrest criminals. The camera needs to be able to capture things that upon review of the video there will be a clear high-quality image that is useful enough to be able to determine clothing descriptions and other identifying features.

An automated license plate reader is noted, are all cameras included in this design need to meet that requirement?

NO, only locations that have view of vehicle travel areas

30 fps or more per camera location is noted, this is likely greater than the amount of video needed at most applications and will require much more from the transmission capability and therefore cost; we recommend you decrease that to a 10 or 15 fps as acceptable as opposed to calling for a 30-fps minimum.

30-FPS is still the minimum but consideration of a lower FPS may be accepted with clarification as to why it is preferred as well as showing examples of the difference with your submission

74. Page 2, item #2 refers to video management system capability – you may find that your noted 36TB of storage under stated for this platform. This is critical data to establish what requirements of frames per second and minimum resolution is required from all cameras – please specify.

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Higher resolution is preferred which will cause for the need to larger storage capability. If the cameras capture a crime in progress that video would be used as evidence and must be of a high quality.

75. Support and maintenance, #3, page 2 calls for three years of remote and onsite support with option to continue support after three-year period. Please specifically define the requirements associated with “remote and onsite support.”

Do you have a minimum response time?

12 to 24 hours for phone response and to be onsite to evaluate issues within a week if diagnosis or repair requires onsite support.

Correctable in certain time spans, etc.?

Correctible within a reasonable time barring supply chain issues or part issues.

Please specify and please note the requirements here can substantially increase the cost of this initial system with this required three-years of support.

1 year of support with option for extensions for 2 years

76. Related to that, we don't see a minimum warranty period for the equipment and/or separate for the materials and workmanship associated with this requested solution.

Manufacturer's warranty with the ability to purchase an extended warranty on parts and lifetime warranty on installation except in situations of abuse on our part or normal wear and tear and you should define that if normal usage can degrade connections, wiring or any other item that will normally degrade over time and it is defined and accepted industry practice.

77. We noticed there is no hard completion date. We had this discussion at the walkthrough; having no completion date can be challenging as related to defining the warranty period.

6 months after selection and execution of the contract

78. With regard to warranty, we would recommend this system be operational at the head end with VMS running, allowing for each new camera location to come up and have full use. Please confirm that the warranty period will begin for each segment of the system as the City has full utilization of each area of coverage as it becomes active.

We define the warranty period as from when we take complete use of the product through the end of the manufacturers warranty or any extended warranty we may purchase. If new equipment is added to the system the new items will not impact the previous equipment installed.

79. With regard to the infrastructure of transmission from collection points to your Command Center, please comment on what technology is connecting the 27 cameras currently in place.

P2P. The old system will be removed.



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80. You have a few of the trailer-based, independent mobile – nice video collection units. What technology is being used for that transmission back to your Command Center?

4G/5G through Verizon

81. There is no Addendum #1 titled document included in the eMaryland Marketplace files – is the camera list considered Addendum #1?

Yes

82. Please define the period for the successful solution to have the electric use cost and /or the transmission technology (be it internet service provider, 4G, 5G, other) to be included within our scope of work, or are these services to be immediately paid for by the municipality as the electric and connection technology is utilized per camera location?

Yes, paid by the municipality

83. Please define what technologies you may have currently in use for video or other collection point transmission of data that you would prefer to use if possible.

Genetac

84. Do you have a contact within Pepco or the City organization with regard to the utilization of mounting cameras on Pepco poles, city-owned poles, County or other to assure we have access rights to utilize and mount upon that infrastructure?

Yes

85. Is there a city permitting process for electrical connection and/or the mounting of new poles and infrastructure or is this not required?

Yes, the city will facilitate The City has a process to review and approve new infrastructure in the City owned ROW. Other owners may have their own requirements or processes. It should be on the vendor to ensure they are facilitating this. It could be very time consuming for City staff to coordinate with PEPCO, Verizon, State Highway, PGC DPIE, PGC DPW&T, etc.

86. It accepted as confirmed that all existing cameras will need to be replaced, and that these replacements may not be installed on the exact same location?

Yes however, some of them may be installed in the same location.

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87. Can we establish that all new cameras should be Non- HIK Vision and Dahua banded or their respective OEM manufacturers? HIK Vision and Dahua are federally banned products?

Correct

88. Could it be specified that either Axis, Hanwha, Avigilon cameras would be the basis of design for this project?

No, there is a preference for IPro

89. Can we establish that minimum specification for cameras should be that they can support on board or server-side analytics?

Yes

90. Based on the site visits, it would appear that each camera location would require 4-lens cameras to view in all directions. Can we accept this as the general norm?

Yes however, PTZ is preferred

91. Can we establish that at minimum each camera should support at least 10 days onboard storage to ensure continued recording should the backhaul connection fail?

Yes

92. Can we establish that we are to provide a Wi-Fi based backhaul to the central location for CCTV communications?

No, 5G is preferred.

93. Can we establish that if Wi-Fi is not feasible for a connection, or where a trailer is deployed, a 5G connection is to be used for the backhaul connection?

Yes

94. The bid document states, “up to 30 days”, but can we establish that a new recording platform it to be provided at the central location with minimum 30 days recording?

Yes

95. Since it does not seem evident that the existing platform would support any advance features or analytics, can we establish that we would provide a new platform with additional advanced capabilities?

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Yes, the old system is to be decommissioned and removed by the vendor.

96. Can we establish that the new recording platform needs to be natively upgradeable to support advanced analytics features such as object classification, advanced motion detection, license plate recognition, etc.?

Yes.

97. Can we establish that there will always be local power available to “tap” into, i.e. power pole or building power?

No, there may be a few locations where the vendor will need to supply power.

98. Can we establish that where a mobile unit (trailer) is to be deployed, there will be local power, or the trailer will need to have on-board generator or solar panels?

Correct

99. Do we need to provide any trailers as part of this solicitation, and are there any specifications, guidelines or a basis of design for these trailers?

No.

100. Can we establish that where power is not available for a fixed location, and if solar is required, that additional funding would be made available for the solar panels? It could be exorbitant to assume that we should include solar power for each installation?

Yes

101. Maintenance: Would the contractor be responsible for proactive maintenance of the camera infrastructure, or will it be reactive? I.e., should we know the camera is offline and dispatch for repair, or would we wait for City of Hyattsville POC to inform us of a failed camera?

Proactive

102. Since there is not a definitive list of locations for new cameras, could we provide an example or “base system cost” for a new installation as a basis for evaluation?

Yes

103. Do you want to use Active Directory to control login to clients?

Yes

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104. If you plan on going Active Directory route, will the City be providing a VM for the active directory software...?

Yes, an AD VM can be provided/created

105. Does each mobile unit need a recording NVR?

If the mobile units can't feed back to a main NVR then yes, it will require individual NVRs for video storage and retrieval purposes.

106. Do you have a map of the wireless antenna connections for all existing camera locations?

No, they are to be removed. 5G is to be installed.

107. Is there any connection to DOT traffic, like fiber that could be used?

No

108. How many video clients do you need?

3

109. Who is supplying the PC's and monitors for the clients' workstations?

City of Hyattsville

110. Should mobile unit be included? If so, please provide existing wireless model number

No

111. Should mobile unit maintenance be included? If so, please provide model numbers

No

112. Who is responsible for the 120v at new locations?

Vendor

113. Do you have and contacts for Pepco?

Yes HM – I would recommend that we say no. Our contacts with PEPCO on previous projects haven't been consistent or particularly helpful in moving a project along. IF we answer yes we are implying that we can help with PEPCO. IF there are any delays or issues

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with PEPCO the contract could try, and may be successful, in shifting liability to the City for delays and cost overruns.

114. How long should video be stored 30, 60, 90 days?

RFP requires 30 days, 90 days is preferred

115. Is there a required network equipment manufacturer to use ie Cisco?

Genetec is the camera management and analytic software. As far as network equipment manufacturers I would recommend Antwoine or Dataprise provide a response.

116. Can the customer provide a map of the locations for all existing cameras and infrastructure, along with a list or summary of the model number for the existing servers, workstations, cameras, and communication equipment?

Maps are found in addendum #3 of RFP. The summary list will not be provided as the old cameras are to be removed and replaced.

117. What is the current software being used to control the current cameras?

It doesn't matter, it is to be removed and replaced with Genetac.

118. Will the City keep the existing SOC monitors?

No.

119. Is the current infrastructure 10 gig or higher?

Unknown

120. Are audio capabilities needed for any or all of these cameras?

Some.

121. How many current network switches are in place and what are their locations?

There are approximately 20 in the city building located at 4310 Gallatin Street.

122. What is the recommended recording time frame?

90 days

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123. Is there a camera manufacture preference? AXIS etc...

I Pro, Genetac

124. Is there a file size limitation for emailed Proposal documents? Is it permissible to submit our offer via multiple emails to adhere to any file size requirements?

The maximum size allowable by O365 is around 153 MB; however, most mailboxes are set to the default 36 MB. If this is too small, may want to consider using One Drive to collect the documents

125. As addendum 1 does not have an acknowledgement page, how would the City prefer we acknowledge this addendum?

Attach the document with the other addendum pages as proof of acknowledgement

126. Based on information gathered during the site tour, it appears that the City has not fully developed the scope of the project. Would the City consider a Progressive Design Build? Under this delivery method, the City would award the Contract based on qualifications and price for preconstruction services. The project scope would be defined in partnership between the City and Contractor during the preconstruction phase with budgetary estimates being provided at agreed-upon milestones. Once a final Scope of Work is established, the Contractor would provide a Lump Sum or Guaranteed Maximum Price for construction. The City would have the option to move forward with the GMP, or use the Scope developed during preconstruction to rebid the project.

Yes.

127. As the City requires the vendor to provide an NVR, NVR Software, and a Video Management System "if not integrating with the current infrastructure," can the City provide equipment specifications, plans, layout, network structure, interconnect, wireless connections, current recording & storage capabilities, etc. of the existing system so that a proper equipment solution can be proposed?

There will not be an integration with the current system. There will need to be integrations with the city's Department of Public Work system which is Genetac.

128. If a Video Management System is to be provided, does the city prefer a cloud-based solution or a closed loop network including on-site storage servers internal to their network?

Closed loop

129. If a closed loop network is desired, what is the preferred network connection method: copper, fiber, or wireless P2P/P2MP?

5G or fiber. P2P is prohibited.

130. Is the City open to recurring utility costs through cell connections or leased T1 lines to decrease the up-front network construction costs?

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- Yes.
131. Will the Video Management System Servers be housed in the Dispatch room within the City Government Building?  
No, they will be housed in a server room in the city building
132. Which City employees will require access to this Video Management System, and how do they intend to access this system?  
Dispatchers and other administrative staff will require access via desktop computers, video walls, and mobile apps.
133. Is it the City's intent to share CCTV video streams with adjacent localities or other agencies within the City's limits?  
Not at this time however, it should be a possibility. However, other facilities in the city will feed their video streams to the police CCTV system.
134. What is the City's intended timeline for upgrade and deployment of this system?  
180 days from contract
135. Please provide a list of sites where new cameras are to be installed.  
Not available at this time
136. Are there currently underground infrastructure/duct banks for power and communications from each new camera location back to the City Government Building?  
No
137. Where will interior cameras be installed?  
TBD
138. May the City share the construction, annual service, and maintenance budgets for this project?  
Not at this time.
139. In addition to the required remote and on-site support, how many years of maintenance are required with this project, and what maintenance coverage is desired?  
2 years, with 3 one year options
140. What is the desired length of the workmanship warranty for this system?  
Minimum of 1 year
141. Does the city have a preferred manufacturer for cameras?  
IPro
142. Due to material pricing volatility, would the City be willing to allow the price to be valid for only 60 days?  
No
143. Is the city looking to deploy videos analytics with the CCTV cameras?  
Yes.

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144. The specification for the desired CCTV camera attributes includes an Automated License Plate Reader (ALPR). Does the City intend to set up a license plate tracking system with this RFP, or just to possess the capability to record license plate numbers?  
The systems should be capable of searching for tag numbers.
145. If ALPR Cameras are required, what is their intended deployment location?  
All locations that view vehicle traffic.