



**GUILFORD COUNTY SCHOOLS
Request for Proposals
Addendum #1**

**Purchasing Department
501 W. Washington Street
Greensboro, NC 27401**

Direct all inquiries to:	Request for Proposals: 6384
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NOTICE TO BIDDERS

Please be advised that this is Addendum #1 for RFP 6384 – Bus Digital Video Recorder (DVR), Cameras and Monitoring Platform. Please review the list of the questions submitted by vendors and the answers that follow.

Q1. Can vendors include demo video with their written proposal?
A1. Yes

Q2. The RFP states: “The District currently has approximately 600 buses. Roughly 90% of our buses have obsolete camera systems which do not fully meet the district’s needs.”
Question: Will removal of existing systems be required? If so, how many buses will require removal of existing systems and how many cameras are on each bus?
A2. Yes, cameras will need to be removed from approximately 500 buses

Q3. If removal of existing systems is required, what would the District like the Contractor to do with the removed equipment and existing holes (if new cameras differ from existing locations)?
A3. Depending on the vendor we would like to have the cameras resold

Q4. If removal of existing systems is required, will a cut and tuck of existing cabling be acceptable or is complete removal required?
A4. Cut and Tuck will be ok if adding new units don’t cause a lot of clutter

Q5. The RFP states: “Offer Computer Servers for downloaded video storage that can be integrated with the Guilford County Schools network as well as the 802.1x PEAP 5GHz wireless network.”
Question: Will the District please provide video download and retention policies to scale server storage?
A5. Videos retained for 120 days

Q6. Which server form factor does the District prefer, Rack or Tower? If rack server is required, does the District have an existing rack with available space and rails, or is the vendor to provide the server rack?
A6. Rack

Q7. The RFP states: “Wi-Fi capabilities for integration with GCS Department of Information Technology’s 802.1x PEAP 5GHz wireless network.”

Question: Does the District have existing access points (APs) we are to utilize for wireless downloading? If so, will the District please provide the specifications, including brand/model, of the existing APs to ensure proper integration?

A7. We do not have dedicated APs at this point. These issues will be addressed once a vendor is selected.

Q8. If there are existing APs, will the District please provide a heat map/site map showing the number of existing APs installed and their locations?

A8. No heat maps available at this time

Q9. The RFP states: “The central system shall be installed at servers/locations designated by GCSTD. The central system shall be connected to GCSTD’s LAN.”

Question: Will the District please provide the total number of locations that will require a wireless network to be installed, the addresses of each location, and the number of buses per each location?

A9. We have approximately 15 locations with approximately 35 buses per location. Addresses will be provided upon vendor selection

Q10. The RFP states: “The central system shall be installed at servers/locations designated by GCSTD.”

Question: Are there existing servers we are to utilize, or are vendors to propose new server(s)?

A10. It will be our recommendation that vendor provide servers built to GCSTD specs

Q11. The RFP states: “A timeline for installation should be noted included in the RFP submittal.”

Question: What time will buses be made available for installation and how many buses will be available per day?

A11. Best time for installation is M – F (9:30 – 1:30), All day Saturday and Sunday

Q12. The RFP states: “A timeline for installation should be noted included in the RFP submittal.”

Question: How long can the Contractor work till? What are the hours over the weekend? Does this include Sundays?

A12. M-F 6am to 8pm, Weekends 8am to 5pm

Q13. The RFP states: “Wi-Fi capabilities for integration with GCS Department of Information Technology’s 802.1x PEAP 5GHz wireless network.”

Question: This stated connection requirement is 5Ghz band, and the preferred authentication method is WPA2-Enterprise with PEAP. (Please provide additional information in term of the existing 802.1x authentication method and/or NAC(network access control) environment (example; Cisco Ise, Aruba CPPM & etc...)?

A13. CISCO - This stated connection requirement is 5Ghz band, and the preferred authentication method is WPA2-Enterprise with PEAP.

Q14. The RFP states: “Wi-Fi Antenna should be a Roof Mounted Antenna for 802.11ac applications.”

Question: It is important that we understand whether the customer bus location(s) wireless infrastructure can support “TRUE” 802.11ac @5Ghz connection for optimal performances. (Number of locations, access point(s) brand/model & layout at each location, density, and RF measurement for 2.4Ghz & 5Ghz spectrum. Lastly, if there are multiple locations are the terminals interconnected, and what is the network backbone speed to the data center?

A14. At this point there is no existing infrastructure, we will work with the vendor to help build the necessary system

Q15. The RFP has a bus diagram.

Question: Is this the proposed location for cameras or will other camera placement options be considered?

A15. We will consider the best option to capture the most optimal views

Q16. The RFP states: “Live View and the Cloud – Live View incorporates the use of a cell data signal to transmit video to a storage cloud while the DVR is outside of Wi-Fi range. The stored video can then be viewed over the internet at near real time.”

Question 1: Is there any devices currently residing on GCS Buses that provide wireless connectivity to student such as onboard WiFi?

Question 2: Is there a preferred Cellular Broadband provider that GCS currently uses?

A16. Some buses are equipped with onboard wifi, we currently use Verizon

Q17. The RFP states: “Motion detection is preferred but optional”

Question: Is GCS wanting motion detection to be a function when cameras are in operation or when cameras are not in operation? To clarify most customers in this bus application desire a DVR Camera system to wake up when motion is detected from someone walking on a bus that is not a driver or school district staff. Is this the Motion Detection that is desired?

A17. We are looking for the DVR to wakeup and start recording when someone enters the bus

Q18. The District currently has approximately 600 buses. Roughly 90% of our buses have obsolete camera systems which do not fully meet the district’s needs

Q: Does GCS want quotes provided on all 600 buses? Also, is there a specific number of buses that need systems removed? And quantity of ones that do not yet have a system? So we can quote installation appropriately.

A18. We are looking to replace roughly 530 units. We have 40 buses without any cameras and another 30 to 40 activity buses we need camera systems installed.

Q19. Offer Computer Servers for downloaded video storage that can be integrated with the Guilford County Schools network as well as the 802.1x PEAP 5GHz wireless network.

Q: Please confirm if GCS is wanting a quote to be provided for a Server?

Q: Will GCSD be providing access points at all bus yards? If not, can GCSD please provide number of bus yards where buses will park and physical addresses for proper implementation and planning.

A19. Yes...please quote multiple servers from vendors with service level agreements.

Q20. Each Camera and Camera cable should be a minimum of 6 pin and provide DC Voltage, Video, and Audio.

Q: Are 4pin MOLEX connectors for analog and analog HD cameras acceptable?

A20. Yes

Q21. Be compatible with any GPS receiver with geofencing capabilities to support auto download.

Q: Could GCS please advise what GPS receiver is currently being used?

A21. Cal/Amp Synovia solutions

Q22. Q: Is GCSD interested in incorporating hot spot connectivity for community and student access to the internet?

Q: Does GCSD have a vehicle fleet (cars/vans) that need surveillance? Would it be of value to repurpose some of the existing DVRs for surveillance of the interior of cars and vans?

Q: What company is GCSD currently using for GPS and routing?

A22. Not at this time for onboard wifi, No Vans or Vehicles needing surveillance

Q23. Can you provide a total number of systems that will be purchased through this RFP?

A23. Approximately 600 units

Q24. If sales tax is not calculated, will the offer be thrown out?

A24. We ask that you either include sales tax in your bid or at least speak to the addition of it in writing along with the bid response.

Q25. Pages 5 & 8 specify different warranty lengths. Please provide the minimum warranty requested.

A25. Please bid on the warranty listed in page 8.

Q26. Page 7 / Bid Submission asks for pricing on DVR, Cameras and Monitoring Platform. Can you better define "Monitoring Platform" and the requested functions of this platform?

A26. Monitoring platform – ease of use for software and downloading from servers

Q27. Page 8 / Scope of work, requests servers for video storage. Can you confirm this is a requested requirement?

a. If yes, please provide a complete specification for the server.

b. If yes, who will install and set up the server?

A27. This will be determined once vendor is selected. We will work together to develop the most optimal solutions

Q28. Page 8 / Scope of work mentions utilizing NDAA (National Defense Authorization Act). How will each bidder provide evidence of being NDAA compliant? If they are not compliant, will the offer be removed from RFP?

A28. Yes, because non-compliance could render our videos useless

Q29. System Specifications states a DVR that can support up-to 5 cameras, but in other areas it mentions 6 or 8 cameras. Can you provide a minimum number of cameras that the DVR must support?

A29. The DVR needs to be able to support a minimal of 5 cameras

Q30. DVR Specification states, SD Card or Solid-State Drive, but later states 1TB hard Drive. Can you provide the criteria for the DVR storage type and the size, or minimum hours needed?

A30. We would like at least 1 tb of hard drive storage w/optional SD cards for quick access if needed

Q31. System Specifications states, passive GPS, incident review, and routing software. Is the district requesting bus routing software?

A31. N/A for this bid

Q32. Can you provide the minimum number of cameras needed for each system, with the desired location?

A32. We are requesting at minimum a 5-camera system with optimal viewpoints including one dash camera

Q33. Is wireless video offloading a mandatory specification?

A33. Yes

Q34. Is live view with usage of 4G data a requirement?

A34. Not required but optional if we decide to upgrade

Q35. What is the desired minimum resolution for each camera, 480 or 720, or 1080P HD?

A35. 720

Q36. For installation, how many locations will be utilized?

A36. 15 locations

Q37. Will the vendor be required to remove the previous systems?

a. If yes, what shall be done with the previous hardware?

A37. Prepared for resale

Q38. If you would provide the quantity for me, as I could not find it.

A38. We are planning to equip 600 buses