ADDENDUM # 2 TO RFP # 0016531 For

Video Surveillance System and Associated Components

VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY INFORMATION TECHNOLOGY ACQUISITIONS (0214) 1700 PRATT DRIVE BLACKSBURG, VA 24061

DEACHOBON	5, VA 24001
DATE	ORIGINAL DUE DATE AND HOUR
March 16, 2011	March 31, 2011 at 3:00 PM

ADDRESS ALL INQUIRIES AND CORRESPONDENCE TO: John Krallman, Director of Information Technology Acquisitions E-MAIL ADDRESS:john.krallman@vt.edu TELEPHONE NUMBER (540) 231-6233 FAX NUMBER (540) 231-4110

Questions and Answers from the Pre-proposal conference through March 15, 2011

- Q1. I assume that the Parking garage is the first project. Is each one of the projects or phases going to be design/build for us to decide on how to best approach it?
- A1. As indicated in the proposal, the Perry Street Parking Deck is the first project following the award of the RFP. Subsequent projects will be design/build based on university requirements with technical assistance from the successful offeror regarding placement, type, connectivity and operation of cameras.
- Q2. What existing equipment is going to be integrated within this project? Please provide makes and models. [For example,] you have some pre-existing analog equipment?
- A2. Yes, as indicated in the proposal and university policy, there are camera systems currently in place which will need to be integrated with the university-wide system. Based on your knowledge of the industry, please describe your capabilities and how you would generally approach the integration of an embedded base of cameras with the installation of an IP-based enterprise system.
- Q3. In Section VI.A.10, Statement of Needs, Network Capabilities; 'interface with existing access control and fire alarms' -- Is there any sort of control path you want with the access control or what exactly do you want in terms of an interface with access control? For example, locking doors as a response to an emergency situation you are viewing on video.
- A3. Please describe the capability of your proposed solution to provide access control. Individual needs-assessments will be done as the system is deployed.
- Q4. What do you want integrated with the access controls?
- A4. Again, based on your knowledge of the industry, please describe the features and capabilities of your proposed solution to provide access control. Individual needs-assessments will be done as the system is deployed.
- Q5. Are you going to be able to provide a list of the systems that we need to be integrated with, at what level and what version?
- A5. No, not prior to the award.
- Q6. Pricing Proposal in area of consulting, how do you want that? Is that an hourly rate or a fixed price based on an assumed quantity, what is the expectation there?
- A6. As indicated in section VI. Statement of Needs, item F., Cost, please provide itemized pricing that will allow Virginia Tech to evaluate the cost of doing business with your firm. The information should include but not be limited to the items listed in number two which would be associated with each project plan.
- Q7. In regards to 30 day retention policy for all video is there a separate retention policy if it is an event?
- A7. There is no policy in addition to University Policy No. 5617, but as requested in the proposal, describe how the proposed system will implement a "litigation" or "investigative" hold on selected video footage for an indefinite period of time.

- Q8. Storage requirement, resolution, etc... what resolution do you want on a log how do you want it stored, etc.?
- A8. Please describe how the proposed solution will address these types of issues. We do not want to provide a "stock set" of requirements that are too specific. We are looking for you to provide us with information about your capabilities regarding an enterprise-wide solution.
- Q9. So there are two pieces of work identified. First you want the parking garage with an itemized price, then an enterprise solution that is a superset of the parking lot with what we are proposing for the campus-wide environment.
- A9. Yes, that is correct. Please keep in mind that whatever is proposed for the parking garage has to fit within what is proposed for the enterprise solution.
- Q10. Since this is such a network-based thing a lot of it is an IT-based thing, without knowing what your infrastructure backbone capability and bandwidth capability are we doing single location storage/are we doing distributing storage, UPS, etc. We need some guidelines on that. Don't know how much backhaul we will need.
- A10. Because this is a Request for Proposal, throughout the document we are looking for you to tell us what will be needed to deploy your proposed solution. We are looking for a partner with consulting capabilities to help us take our current network and storage infrastructure and provide us with information that will help make it work with the camera/surveillance systems that we will deploy. Our network infrastructure is described in Section III of the RFP. Fiber-optic links in the university's backbone network suitable for use as backhaul for the video surveillance system may be included in the design and implementation of individual project plans.
- Q11. Who will manage surveillance infrastructure post deployment?
- A11. Virginia Tech will manage the video surveillance infrastructure following deployment.
- Q12. Is the award based on price proposal just for the garage?
- A12. No, the Perry Street Parking Deck is the first project, but the RFP will be awarded based on the responses to the request for an enterprise-wide surveillance system.
- Q13. When you are scaling from 250 to 2500 cameras, based on frames per second and resolution there is a major difference in packet passing so if you decide to do one frame per second and I quote based on a high resolution and frame rate, my cost will be dramatically higher and I could lose because of this. Can you give us a guideline?
- A.13 Our Safety and Security Camera Acceptable Use Policy does not provide this level of detail, and the needs of the personnel, departments and colleges at Virginia Tech will vary. The key then is to provide a scalable, enterprise solution and make sure that we understand what your cost represents. If you can, provide us with a range of capabilities and costs on a unit-by-unit basis.
- Q14. Does the university have a preference where video storage is accomplished: at the camera, at the building, at the campus adjacent to or central?
- A14. This is covered in the policy; the policy states storage will be centralized. Central storage will be predominantly housed in the Andrews Information Systems Bldg., 1700 Pratt Drive.
- Q15. Is the university supplying servers and storage or is this something we need to supply?
- A15. In your response, please provide everything you think is necessary to support the solution that you recommend and make sure it is itemized in the cost structure some may be provided and some we may choose to buy from you.
- Q16. Use of maps -- does the university have maps that [they] would ask us to integrate or would we create the maps?
- A16. Yes, GIS data is available through a geo-database accessible to AutoCAD and ESRI through a middleware product called ArcSDE. Virginia Tech will work with the successful offeror to integrate GIS data.
- Q17. Will vendor have to run power or will the university supply power? Will vendor need to supply UPS units or backup generator power? Where is the demarcation point on this responsibility? What about implementations that require higher power than PoE?
- A17. The university will provide power, but vendors should recommend UPS units as part of their turn-key response. The Perry Street Parking Deck has a back-up generator but Virginia Tech will not ask vendors to provide back-up generator power. Specific implementation questions will surface as a result of needs-assessments in connection with specific projects, but vendors are encouraged to propose solutions for issues such as distance and power limitations that will be encountered with Power over Ethernet (PoE).
- Q18. On-Site-Support -- is it the intent to not only cover new equipment but existing CCTV video equipment as well?

- A18. The RFP requests that to the extent possible, the proposed solution protect existing investments in legacy systems and include existing cameras. Vendors are encouraged to describe the on-site support available for such an integrated approach.
- Q19. Is there an incumbent provider already providing the services today?
- A19. No, there is not currently a central provider of video surveillance systems. There are several vendors from which Virginia Tech could make a contract purchase for products, service and repair, but it is not known what every department or college has done for service.
- Q20. Are you going to give us a list of what exists now? -make/model, protocol interface.
- A20. No. Again, there are several vendors from which Virginia Tech could make a contract purchase for products, service and repair, but it is not known what every department or college has done for service.
- Q20. What about monitoring -- are you going to have one area that is going to be your central control or have different clients? What are your monitor requirements? Do you want us to price a range of monitors and monitoring solutions? How many cameras do we need to have the capability of seeing at one time?
- A20. The RFP document requests that the proposed system support multiple campus groups and accommodate different levels of users. Vendors are encouraged to provide a complete description of their capabilities as it relates to monitoring and monitoring solutions.
- Q21. Contract Period -- is the pricing you are looking for in our proposals to be fixed for three years?
- A21. Vendors are requested to propose pricing that will cover the initial, three-year term or as negotiated.
- Q22. Need clarification on paragraph two, first sentence of 2.3.1 on Attachment D.
- A22. Audio is allowed in that situation because generally no one is supposed to be in that environment (for example, a restricted access site as explained in the policy). If an incident were to occur there, the audio record would be useful information to law enforcement/public safety organizations in their response. In order to preserve individual privacy, the use of audio requires approval by the Surveillance Oversight Committee (SOC).
- Q23. Based on award of 3 year contract -- what is your time frame to get to that point? What is your proposed schedule of build-out?
- A23. The successful offeror will work with Virginia Tech to identify university priorities, key sites and develop a phased approach to implement the enterprise-wide system.
- Q24. You use contracts plural -- is it possible you could break out sub sections for some components?
- A24. We are looking for a contract or contracts. This decision will depend on the quality and content of the responses we receive and the results of negotiations.
- Q25. What is the cutoff date that we can email questions to you? (March 24th @ 5:00pm)
- A25. As indicated in the RFP, follow-on questions will be accepted until 5:00 PM, March 24, 2011.
- Q26. Dispatch -- if there is an event...is there an 800MH radio system now in place or do you want some options as to how messaging could be sent out to folks in the field?
- A26. Virginia Tech does not use an 800 MHz radio system. Vendors are welcome to propose messaging options as part of their proposed solution.
- Q27. Are prints available of the garage?
- A27. Yes, floor plans for the Perry Street Parking Structure and lighting plans are attached.
- Q28. Is there a conduit requirement in garage...cables running to cameras...will they be required to be in conduit? A28. Yes.
- Q29. Is there an air conditioned / heated room that head-end equipment will be placed in the garage?
- A29. Yes.
- Q30. What is the actual pricing going to include for right now? Do we want to put all the existing cameras in this system?
- A30. As indicated in section VI. Statement of Needs, item F., Cost, please provide itemized pricing that will allow Virginia Tech to evaluate the cost of doing business with your firm. The information should include but not be limited to the items listed in number two which would be associated with each project plan.

- Q31. Critical Timelines, Section V.B Are these for current construction projects, for installation of cameras in the future or for installation for areas in-place now?
- A31. Yes, both scenarios.
- Q32. Funds Availability -- award contract doesn't guarantee future work?
- A32. That is correct. This is standard wording for our RFPs.
- Q33. How can we determine for the enterprise solution if there is existing conduit/dark fiber resources and that sort of thing that we may be able to take advantage of for your economic advantage?
- A33. Again, our network infrastructure is described in Section III of the RFP. Fiber-optic links in the university's backbone network suitable for use as backhaul for the video surveillance system may be included in the design and implementation of individual project plans.
- Q34. Is all that in play as far as surveillance goes (Pointing to the Campus Map)?
- A34. Yes, Virginia Tech also has a campus in the National Capital Region and several Campus Centers around the Commonwealth that offer graduate and professional development programs that will also take advantage of this procurement. <u>http://www.vt.edu/where_we_are/extended.html</u>
- Q35. What access control is used in the structure and what version?
- A35. T2 Systems provides the software for parking management. Currently there is no requirement for integration.
- Q36. Where is network connectivity located within the structure?
- A36. There is a communication closet in the Parking Services office on the first floor to which fiber has been pulled. All network cabling for cameras, servers, etc. will originate there.
- Q37. Who designed the elevators (what manufacturer/brand)?
- A37. The elevators were manufactured by ThyssenKrupp Elevator.
- Q38. Describe the entrances and exits of the structure.
- A38. There are three parking garage entrances and exits. One entrance has three lanes; the others have two lanes each.
- Q39. What do the electrical and network connections look like in the structure?
- A39. Virginia Tech is not sure what the questioner had in mind. See number two above.
- Q40. Will a performing arts center be a part of the structure?

A40. No.

- Q41. Who's going to be watching the videos?
- A41. Live video will not be monitored at all times, but access to live video and recorded video from the cameras on demand must be part of the proposed solution.
- Q42. Will there be a central command center?
- A42. Not at this time.
- Q43. What is the lighting plan?
- A43. The lighting plan is attached.
- Q44. What do you have planned for outside of the structure?
- A44. Currently there are no plans for surveillance of the exterior of the structure.
- Q45. I was asked about the level of detail needed in the garage itself.
- A45. License plate detail is needed at the entrances and exits, not in the garage itself.
- Q46. What level of detail of individuals is needed?
- A46. At this time, true "facial recognition" would likely not be needed (and perhaps does not currently work well in even the most expensive implementations), but being able to distinguish facial features such as beards, and the color of hair and clothing would be important.
- Q47. Is there was fiber optic cabling in the structure, for network access.

- A47. Fiber has been pulled to the parking structure and is available in the communications closet on the first floor. No other cabling for cameras or other IT related equipment has been provisioned.
- Q48. Please identify existing security systems (e.g. access control, perimeter detection, camera systems, building management, fire and intrusion detection systems), that VT would find desirable to integrate with this new system. Need vendors and model numbers.
- A48. As part of your response to the RFP, please explain the capabilities of the proposed system to integrate with the systems described above.
- Q49. Please confirm that VT has ESRI (or equivalent) GIS maps which would be used for integration into the new system. If not GIS, please identify the form (bit map, etc.).
- A49. GIS data is available through a geo-database accessible to AutoCAD and ESRI through a middleware product called ArcSDE. Virginia Tech will work with the successful offeror to integrate GIS data.
- Q50. Under Section VI, paragraph D, item #1, you mention "system must address the use of security cameras as well as other video monitoring and recording systems" Please identify the "other" systems.
- A50. As part of your response to the RFP, please explain the capabilities of the proposed system to integrate with video monitoring and recording systems.
- Q51. Same section and paragraph, item #2, please define the existing legacy camera systems (vendor, model, version).
- A51. As indicated earlier, there are several vendors from which Virginia Tech could make a contract purchase for products, service and repair, but it is not known what every department or college has done regarding existing service.
- Q52. Has VT selected a video analytic vendor? (item #13).
- A52. No, Virginia Tech has not selected a video analytics vendor and a recommendation may be included as part of your RFP response. If your proposed solution, either directly or through a partner, can provide video analytics please explain as part of your response to the RFP.
- Q53. How many personnel will staff a shift (for surveillance monitoring). How many shifts per 8 hour, 24 hour period? Is remote access to the security operations center data desirable?
- A53. As indicated above, live video will not be monitored at all times, but access to live video and recorded video from the cameras on demand must be part of the proposed solution, including remote access.
- Q54. If existing access control is integrated into the Video surveillance system, does VT desire to monitor for alarms (door forced) and the ability to remotely operate the door (lock/unlock) based on permissions to the operator?
- A54. As part of your response to the RFP, please explain the capabilities of the proposed system to integrate with the scenarios described above.
- Q55. Does VT want the ability to message security personnel (from the surveillance system console) in the event of an observed event? Does VT desire mass notification ability (e.g. notify all campus security via voice/sms/text, and/or local police)? Would the ability to notify students and faculty be desirable?
- A55. Yes, Virginia Tech would like the ability to message security personnel and vendors are welcome to propose messaging options as part of their proposed solution. Virginia Tech does not require a mass notification solution or other notification ability as described above.
- Q56. Does VT require system performance trend reporting for connected devices e.g. number of alerts/events per time period, camera outage, video analytic alerts, alert by area, etc.
- A56. Virginia Tech would find it valuable to have a means to provide reports on system activity and performance.
- Q57. Please describe any current video surveillance systems in use on campus.
 - Make, model, storage, cameras, transport method, locations, and age.
 - Are current video solutions accomplishing their mission and fully functional?
 - · How are current video solutions installed, maintained, supported?
 - Will the departments with existing systems continue to monitor their individual systems as well as being capable of being monitored central location?
- A57. Again, there are several vendors from which Virginia Tech could have made a contract purchase for camera products, service and repair, but it is not known what every department or college has done regarding their existing systems. Access and Monitoring is addressed in the University Policy.

- Q58. Please identify locations for future expansions mentioned in RFP and provide map, floor plans, electrical design, and wireless or cabled bandwidth coverage.
 - Please provide general timeframe for expansion roll-out by location.
- A58. As indicated in the proposal, the Perry Street Parking Deck is the first project following the award of the RFP. Subsequent projects will be design/build based on university requirements with technical assistance from the successful offeror regarding placement, type, connectivity and operation of cameras. The successful offeror will work with Virginia Tech to identify university priorities, key sites and develop a phased approach.
- Q59. Please describe any existing access control or fire alarm solutions on campus that will eventually be integrated into proposed solution.
- Have any areas been identified for expansion of access control solution?
- A59. Again, as part of your response to the RFP, please explain the capabilities of the proposed system to integrate with the systems described above.
- Q60. Please provide floor plans, location and type of existing lighting, and electrical for proposed pilot parking decks.
 - Have camera locations and type, quality of image for pilot location been identified?
 - Has success criteria for proposed pilot been developed?
- A60. Attached as part of this Addendum.
- Q61. Will appropriate stakeholders be made available for detail interviews prior to RFP response due date?
- A61. No, but questions will be answered per announced method.
- Q62. Will additional site visits be arranged, if required, prior to RFP response due date?
- A62. No other opportunity for guided access is planned. It should be noted that as a public university, Offerors are free to visit unrestricted buildings or sites at their convenience
- Q63. Would/could an extension be granted to RFP's due date? Requirements in RFP for an enterprise wide solution cannot be developed with level of detail provided and seem to be based on solution design being underway, or completed.
- A63. No.
- Q64. Is it the intent of the RFP to have "Turn-Key" solution provided for a campus wide integrated video solution; including all/any construction, electrical, cabling, wireless communications, training, maintenance, etc by selected vendor?
 - What role will VT play with regards to support of the proposed system?
 - Is it your desire to use/repurpose any existing IT infrastructure (storage, Servers, network switches...?)
- A64. The intent is to have offerors provide proposals of their products' capabilities. All proposals will be considered in light of their price, capabilities, possible integration into existing infrastructure, etc. Certainly all training and maintenance for hardware/software that is part of any proposal should be included in the pricing information and will be provided by the vendor.
- Q65. The proposed system must provide for "five nines" (99.999%) reliability for uptime of video monitoring, storage and archival review functions, in a manner equivalent to the normal production mode".
 - Does the 5(9s) requirement include individual cameras?
- A65. No.
- Q66. Section F "Cost" states as requirement that "itemized pricing information that includes all hardware, software, licensing, training and professional services, including annual maintenance and support" for enterprise wide solution but RFP document does not provide sufficient detail to comply with request. Can you please explain the itemized pricing requirement of the RFP for enterprise solution?
- A66. We want itemized pricing for the parking deck, and pricing for all pieces that start the infrastructure (server hardware, software, storage), itemized so we can decide whether we want to do this ourselves or purchase it as part of this procurement.

All other terms, conditions and descriptions remain the same.

The Due date and hour remains March 31, 2011 at 3:00 PM

FULL LEGAL NAME (PRINT) (Company name as it appears with your Fe	deral Taxpayer Number)	FEDERAL TAXPAYER NUMBER (ID#)	
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			E-PROCUREMENT ORDERS

Revised 12/10



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DENOTES CROSS-HATCHED PAINTED AREA.

DENOTES ACCESSIBLE PARKING SPACE.

DENOTES FLOOR DRAIN.

FEC FIRE EXTINGUISHER CABINET

---- 2 HOUR RATED WALL (TO UNDERSIDE OF SLAB U.N.O)







LEGEND:

DENOTES CROSS-HATCHED PAINTED AREA.

- DENOTES ACCESSIBLE PARKING SPACE. ⑤
- DENOTES FLOOR DRAIN.
- FEC FIRE EXTINGUISHER CABINET
- ---- 2 HOUR RATED WALL (TO UNDERSIDE OF SLAB U.N.O)









LEGEND:

DENOTES CROSS-HATCHED PAINTED AREA.

- DENOTES ACCESSIBLE PARKING SPACE. ⑤
- DENOTES FLOOR DRAIN.
- FEC FIRE EXTINGUISHER CABINET
- ---- 2 HOUR RATED WALL (TO UNDERSIDE OF SLAB U.N.O)













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• DENOTES FLOOR DRAIN.

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1. EMERGENCY LIGHTS ARE SERVED BY PANEL ELP. ALL OTHER LIGHTS ARE SERVED BY PANEL LP, U.O.N. 2. NOT USED. General Notes:

3. PROVIDE WIRE #8 TO ALL FIXTURES IN MAIN PARKING DECK AND WIRE #10 TO ALL FIXTURES IN STAIRWELLS. U.O.N.

LIGHTING LEVELS AT ENTRANCE, EXITS, STAIRS AND ELEVATOR LO	ID ELEVATOR LOBBIES	3IES		
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Calc Zone #1 20.7 fc 26.2 fc	26.2 fc 14.0 fc	14.0 fc 1	.9:1	1.5:1
Calc Zone #2 21.4 fc 29.5 fc	29.5 fc 7.5 fc	7.5 fc 3	3.9:1	2.5:1

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1. CALCULATIONS CORRESPOND TO INGRESS DAYTIME WITH THE FOLLOWING GUIDELINES: a. AVERAGE: 20fc AREAS AT

P5 ELEV + $\mathbf{\Phi}$ \bullet -P1 ELEV P4 P2 P3 ELEV ELEV ELEV 1717

LEVEL KEY

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