

## City of Westminster

Pre-Bid Meeting for Video Surveillance System

RFP#21-07

October 8, 2020 at 10:00am

City of Westminster officials attending:

Chief Ledwell, Major D'Antuono, Lydia Colston, Dave Davidson

Staff attending:

Zac Amoss, Jennifer Quick, Steve Strawsburg

Bidders attending: Refer to attached sign-in sheets

### Minutes:

1. Bids are due on Thursday, October 29, 2020, no later than 2:00pm local time. Bid forms being submitted in response to the solicitation must be delivered as original signed documents, within a sealed envelope, to the City of Westminster Administrative Offices located at 56 West Main Street, Suite 1, Westminster, Maryland. Electronic transmission of Bids will **not** be accepted through the State of Maryland eMMA-electronic bid website.
2. Bidders must use the bid forms provided. All pricing must be provided including the base bid, unit prices, and alternate prices.
3. The total base bid must include the unit prices enumerated on the bid form in the total lump sum base bid figure.
4. Bids must be accompanied by an executed Bid Bond in the amount of 10%.
5. Contract time for completion is June 30, 2021, with \$100 per consecutive calendar day as liquidated damages.
6. Award will be based on criteria located on page 7 and 8 of the RFP.
7. Any bid addenda will be posted on the City website at <http://www.westminstermd.gov/bids.aspx>.
8. Prospective bidders who have questions regarding this Request for Proposals should email their questions to [BIDS.CCTV@westgov.com](mailto:BIDS.CCTV@westgov.com). The closing time for submission of questions is 4:30 p.m. on October 22, 2020. All questions and the associated answers will be posted on the City website at <http://www.westminstermd.gov/bids.aspx>.

9. To receive notification that information regarding this Request for Proposals has been posted to the City website, bidders are encouraged to register with the City by providing their firm name, name of firm representative, and email address for the firm's point of contact to BIDS.CCTV@westgov.com

Questions Submitted by Bidders Attending:

City Park

1. **Question:** How are the light poles energized?  
**Answer:** There is power and a flip switch.
2. **Question:** Are the poles live all the time?  
**Answer:** Yes, it uses photocell.
3. **Question:** Do you want the basketball courts to be covered by the cameras?  
**Answer:** Yes.
4. **Question:** Do you want the tennis courts to be covered by the cameras?  
**Answer:** Yes, we would like to cover as much of the park as possible.
5. **Question:** What is the voltage?  
**Answer:** 120
6. **Question:** Is there fiber in the park?  
**Answer:** No, you would need to use Verizon, AT&T, etc.
7. **Question:** Are the picnic benches included in the park?  
**Answer:** Yes, the park goes all the way to the road.
8. **Question:** Is there room in the building for a data rack?  
**Answer:** No.
9. **Question:** Is there a network in the building  
**Answer:** Yes, there is a City network, but it cannot be used.
10. **Question:** Are you looking for a license plate reader?  
**Answer:** No.

## Library/Locust Plaza+

- 1. Question:** Would the camera be needed in each direction?  
**Answer:** Yes.
- 2. Question:** Would the license plate reader record/log the tag?  
**Answer:** No, it is only a reader
- 3. Question:** Is it okay to integrate?  
**Answer:** Yes.
- 4. Question:** What about the cameras at the library, would they be updated?  
**Answer:** No, the library is a County-owned building.
- 5. Question:** Is there power on the pole?  
**Answer:** Yes, it uses photocell.
- 6. Question:** Is the pole also 120 voltage?  
**Answer:** Yes.
- 7. Question:** Could we use the power from the library?  
**Answer:** Possibly, we need to reach out to them.
- 8. Question:** Would the license plate reader be for both directions?  
**Answer:** Theoretically yes.

## Carroll Arts Center

- 1. Question:** Is a license plate reader required?  
**Answer:** No.
- 2. Question:** Are the lights on the lot the City's?  
**Answer:** No, BGE
- 3. Question:** Is the tree the City's?  
**Answer:** Yes.
- 4. Question:** Where will the recorder for the cameras be located?  
**Answer:** The Police Department, 36 Locust Street
- 5. Question:** Is there a network connection inside the Carroll Arts building?  
**Answer:** It will be installed prior to the start of the video surveillance project.

**6. Question:** Where will the connection be installed?

**Answer:** We may make a closet. We will give you access to the internet connection and provide power.

**7. Question:** How will you use the footage?

**Answer:** The officers will look at the footage to further investigations. Not looking for it to be monitored 24/7.

Questions Submitted by Bidders After Pre-Bid Meeting:

**1. Question:** Are there any union requirements and an estimated value for the project?

**Answer:** There are no union requirements or estimated value.

Pre-bid meeting: October 8, 2020 at 10:00am  
 1838 Emerald Hill Lane, Westminster, MD 21157

Name & Title	Company Name & Address	Phone Number	Email Address
PAT RADOMSKY	S3 Integration 1530 Caton Center Drive BALTO MD 21227	443 831 4010	Pradomsky@ s3integration.com
MIKE BIGGS	AVIGILON 500 W MOUZZE ST CHICAGO IL	480 458 7270	MIKE.BIGGS@ AVIGILON.COM
David Morgan	Marathon 1383 Progressway Suite 411 Eldersburg, MD 21784	443-340- 1772	Dmorgan@marathon-technic .net
Charlie Creswell	Bearcom 9104 Guilford Rd Suite K Columbia MD 21046	301-980-9079	Charlie.Creswell@bearcom.com
Dan Johns	Wycliffe Tech 1341 Hughes Ford Rd Frederick MD 21701	301-835-5548	djohns@wycliffetec.com
Adin Lewis	Advantech 151 Garrison Oak Dr Dover, DE 19904	302-674-8405	adin.lewis@advantechsecurity.net
Mike Musick	Advantech 151 Garrison Oak Dr Dover, DE 19904	302-674-8405	Michael.Musick@Advantechsecurity.net

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Chuck EVANS SALES	FiberPlus Inc Columbia and 9515 GORWIG LN 21045	443 250 706 3	CEVANS@ FiberPlus Inc.com
David Ruesch Business Dev.	Hyperion, Inc. 11480 Commerce Park Dr # 120 Reston VA 20191	703 848 8850 x7033	druesch@ hyperioninc.com
Joe Rauschenberger Proposal Mgr	Orion Management, LLC	(703) 321- 2190	bids@orionmngt.com
Clyde AGUEY PRESIDENT	CDJ SECURITY SERVICES WARRENVA VA 20110	571-379- 7502	CDASUICY@ CTSECURITYSERVICES INC. COM
Tim Miller - CEO	Advansys Security 20813 Fairway View Dr. Gaithersburg MD 20882	301 252 1944	tmiller@ADVANSYS.COM
Maria Castellanos Sales Representative	Convergent Technologies 4395 Nicole Drive, Leawood, MD 20705	240-706-5909	maria.castellanos-vaguero @convergent.com
MARC SHAW Sales	Skyline Technology Solutions Aviation Blvd Glen Burnie, MD	208 874 2565	mshaw@skylinenet.net

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Doug Dickinson Territory Account Mgr	Panasonic iPRO	202.339.7106	daug.dickinson@us.panasonic.com
PAULO LOPE COO	CELPLAN TECHNOLOGIES	571 274 0289	PAULO@CELPLAN.COM
Mikail Ocasio COO	Trican Security Inc	410-645-7121	MOCASIO@TRICANSECURITY.COM
James Cobble Convergent Sales Rep	Convergent Tech Germantown, MD	207-520-8255	James.Cobble@convergent.com
John Garruto Sr. Account Exec.	Convergent Technologies	240-357-1537	john.garruto@convergent.com
ANTHONY ALTOMARI ACCOUNT EXECUTIVE	SECURITAS ELECTRONIC SECURITY	443 517 9051	anthony.altomari@securitas.es.com
John Rizzotti END USER SALES	ENVIRONMENTS by LE	443 640 5776	JRIZZOTTI@LIGHTINGENVIRONMENTS.COM

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Name & Title	Company Name & Address	Phone Number	Email Address
Vince Cacca ENGINEER	Skyline Technology	443-845-0075	VCACCA.MIS@SKYLINE.NET.NET
Bob Rushdore President	Diamond Security Inc	443-506-6272	jrushdore@diamondsecurityinc.com
Steve Farkas IndigoVision	IndigoVision	467-367-4362	s.farkas@indigovision.com
Jonathan Hilton Manager	Suncine	410 984 2778	jhilton@suncine.biz

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Name & Title	Company Name & Address	Phone Number	Email Address
Joe Pluhinger Systems Architect	Environments by LE 333 W Ostend St Baltimore MD	206 409 8686	Joe @environments.tech
Ian Dickinson Security Consultant	C and J Security Services inc. 6880 Corporate Circle Manassas, VA	703-939-4340	idickinson@cjssecurityservicesinc.com
Jeff Smith PROJECT MGR	T4TO ATTORNEY 510 SPRING ST HERNDON, VA	717-814-0501	JEFF.SMITH@GOT4TO.COM
Matt Gilroy Data Tech	Case block	240-520-8366	MattGilroy24@yaho-