



REQUEST FOR QUALIFICATIONS

VIDEO SURVEILLANCE SYSTEM AND ACCESS CONTROL UPGRADES AT THE SANTA MARIA PUBLIC AIRPORT

The Santa Maria Public Airport District solicits proposals from manufacturers and/or integrators to provide upgrades and/or replacement of a video surveillance and access control systems owned by the Santa Maria Public Airport District. Project(s) may include either upgrades to the existing system or complete replacement as directed by the Santa Maria Public Airport District and may include cameras, video monitoring system, access control equipment, and necessary electrical and networking installation. The project may include, but is not limited to the following:

- 1) Site evaluation to determine existing cameras to replace or upgrade consisting of nineteen (19) analog cameras and twenty-six (26) digital cameras.
- 2) Site evaluation to determine additional locations for potential new camera locations.
- 3) Purchase and installation of upgrades or replacement of existing cameras selected.
- 4) Purchase and installation of cameras in new locations selected.
- 5) Site evaluation to determine existing access control devices to replace or upgrade consisting of sixteen (16) remotely located vehicle gates, five (5) remotely located pedestrian gates, one (1) remotely located door, and twelve (12) on premises doors.
- 6) Site evaluation to determine additional locations for potential new access-controlled vehicle gates, pedestrian gates, and doors.
- 7) Purchase and installation of upgrades or replacement of existing access control equipment at existing gates and doors selected.
- 8) Purchase and installation of access control equipment in new locations selected.

The proposal should include qualifications, current relevant experience and contractors regularly engaged by the manufacturer or integrator. Additionally, please provide names and telephone numbers of individuals the District may wish to contact as a reference check.

The District will evaluate all pertinent information and select the manufacturer or integrator with which it will work from those companies submitting proposals prior to the deadline. The District reserves the right to contact you for more information, including a detailed interview or demonstration, in order to evaluate your qualifications or to resolve questions which may arise during the evaluation process. The District will select the manufacturer or integrator by employing the criteria listed below (not necessarily listed in priority order) to evaluate the merits of each proposal. Please provide responses in your proposal detailing the proposed system(s) including equipment specifications for evaluation by the District. This information is for evaluation and ranking, unsupported or reduced specifications will not eliminate the proposal from consideration.

- **Knowledge and understanding of video surveillance and access control systems.**
- **Relevant experience and qualifications.**
- **Availability for system demonstration (virtually via Zoom)**
- **Capabilities, capacity, and scalability of the video surveillance system proposed including:**
 - Supported camera resolutions (Up to 4k image resolution (3840 x 2160) preferred).
 - Rating of outdoor cameras to protect against dust and environmental elements.
 - Infrared illumination.
 - Capability to produce video at minimum 24 FPS.
 - Image Stabilization and zoom capability.
 - Day and night viewing and recording capability.
 - Motion detection either as a camera option or an option on the management interface.
 - Capability to record audio.
 - Other analytics capabilities (person and license plate recognition preferred).
 - Video retention (365 days of continuous video preferred).
 - Native integration with access control system.
 - Range of camera models (i.e., bullet, fisheye, dome, mini-dome).
 - Ability to integrate with a remotely managed viewing station.
 - Supported encryption standards.
 - UL certification for audio/video information and communication technology equipment
 - Capability to add additional cameras on demand as deemed necessary by the District in the future.
- **Capabilities and scalability of the access control system proposed including:**
 - Badge design and printing support (using third party badge printer)
 - Event logging per individual
 - Ability through either email or SMS to notify specified user(s) of critical system events (door control failure, tampering, etc.).

- Ability through either email or SMS to notify specified administrator(s) of events triggered by designated individual users.
- Ability to access using mobile client or mobile device to revoke access both on and off site at any time, and to trigger a door/gate to open or close.
- Ability to lock down a group of gates or doors with minimal steps during an incident or emergency.
- Ability to allow authorized users access during lock down events.
- Capability to add additional doors and gates on demand as deemed necessary by the District in the future.
- Two factor access control (Card with PIN verification)
- Native integration with video surveillance system
- Custom reports.
- Custom information fields (examples: employer, sponsored by, leased space, other as needed).

- Administration and Management

- Video storage location (i.e., onsite server(s), Cloud, Hybrid, other). Elimination of onsite servers is preferred.
- Ability to accommodate multiple levels of system administration to accommodate different staff who will have varying roles viewing or managing cameras.
- Ability to audit account usage.
- Ability of the system to “tag” cameras in multiple categories (for instance, cameras may be tagged by Building Name, Area, Indoor/Outdoor, etc.) that can be assigned to different camera operators. Some examples of how these tags would be employed:
 - Authorized District tenant may view any camera tagged for their location.
 - Certain users may view cameras at multiple locations.
 - Authorized law enforcement may view all cameras tagged “Outdoor” at any time, no matter what site.
 - “Emergency” access, audited for usage, given to authorized law enforcement that can view selected cameras.
 - Authorized personnel may view any camera tagged for any site.
- Ability through either email or SMS to notify specified user(s) of critical system events (camera failure, tampering, etc.).
- Ability to share live or historical footage of a single camera or group of cameras with a set of external contacts (e.g., first responders)
- Ability to filter video based on date and time range, and the physical description of a person (i.e., color of clothing).
- Ability to filter video based on date and time range in combination with the unique photo of a person’s face.
- Have the ability to export industry-standard video formats of selected video footage that can be viewed on standard platforms without a proprietary viewer.
- Have the ability to search for a unique face captured by the camera across multiple cameras and multiple sites.
- Ability to access using mobile client or mobile device to view footage both on and off site at any time, and to conduct person/vehicle analytics via the mobile device as well.
- Live alerts and notifications for when uploaded faces/people are detected by any camera.

- Ability to archive video footage to be saved on the cloud indefinitely.
 - Multi-factor authentication or other features to prevent cyberattacks.
- **Support and Maintenance**
- Provide a detailed description of support offered, and the average response time for a support request.
 - Ability to provide firmware upgrades to camera hardware during the period of operation.
 - Length of hardware warranty
- **Installation and Configuration**
- Estimated required internet bandwidth (minimum 45 cameras and 34 access-controlled gates/doors)
 - Hardware or software brand(s) used.
 - Statement demonstrating status as an authorized seller or partner of the proposed solution.
 - Required space in communications/server room.
 - Estimated time to install.
 - Recommended time for training
- **Qualifications and experience of either in house team or outside contractors regularly engaged by the manufacturer or Integrator under consideration.**
- **Any other factors the District deems to be relevant.**

The manufacturer(s) or integrator(s) selected by the District will be contacted for the purpose of entering into negotiations with the District for a possible written agreement. There can be no assurance that such negotiations will result in a finalized agreement. The District and the selectee(s) will not be obligated in any way unless and until a written agreement is entered into and executed by the parties. Final costs will be determined through a combination of bids, quotes, negotiations, or approved purchasing groups or programs as appropriate to meet the requirements of the District's Administrative Code.

If negotiations with the first selectee(s) are not successful, negotiations may be initiated with the selected proposal given second preference. This procedure may be in sequence of ranking selected by the District, until a mutually satisfactory agreement has been negotiated. The District reserves the right to reject any or all proposals and assumes no obligation in the solicitation of this RFQ.

Questions regarding this RFQ should be directed to Mr. Chris Hastert, General Manager, Santa Maria Public Airport District at (805) 922-1726 or by email at chastert@santamariaairport.com .

One copy of the proposal should be submitted electronically to the Santa Maria Public Airport District, either by USB drive at 3217 Terminal Drive, Santa Maria, California 93455, or by email to the General Manager at:

chastert@santamariaairport.com no later than 3:00 PM on Wednesday June 16, 2021

The attached form is optional and may be used to submit an official proposal responding to the Santa Maria Public Airport District solicitation for proposals from manufacturers and/or integrators to provide upgrades and/or replacement of a video surveillance and access control systems owned by the Santa Maria Public Airport District. Proposals may be submitted in any format, failure to use this optional form will not affect the score/evaluation of any proposal.

Proposal submitted by:

Point of Contact:

Company Name: _____

Name: _____

Address: _____

Title: _____

Email: _____

Phone: _____

Manufacturer Integrator Other

Current relevant experience including knowledge and understanding of video surveillance and access control systems:

References:

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State availability for system demonstration (virtually via Zoom) including length of time required and products or solutions to be included in demonstration:

Capabilities, capacity, and scalability of the video surveillance system proposed:

Supported camera resolutions:

Rating of outdoor cameras to protect against dust and environmental elements:

Infrared illumination:

Capability to produce video at minimum 24 FPS:

Image Stabilization and zoom capability:

Day and night viewing and recording capability:

Motion detection either as a camera option or an option on the management interface:

Capability to record audio:

Other analytics capabilities:

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Video retention:

Native integration with access control system:

Range of camera models:

Ability to integrate with a remotely managed viewing station:

Supported encryption standards:

UL certification for audio/video information and communication technology equipment:

Capability to add additional cameras on demand as deemed necessary by the District in the future:

Capabilities and scalability of the access control system proposed including:

Badge design and printing support (using third party badge printer):

Event logging per individual:

Ability through either email or SMS to notify specified user(s) of critical system events (door control failure, tampering, etc.):

Ability through either email or SMS to notify specified administrator(s) of events triggered by designated individual users:

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Ability to access using mobile client or mobile device to revoke access both on and off site at any time, and to trigger a door/gate to open or close:

Ability to lock down a group of gates or doors with minimal steps during an incident or emergency:

Ability to allow authorized users access during lock down events:

Capability to add additional doors and gates on demand as deemed necessary by the District in the future:

Native integration with video surveillance system:

Custom Reports

Custom information fields (examples: employer, sponsored by, leased space, other as needed).

Administration and Management

Video storage location (i.e., onsite server(s), Cloud, Hybrid, other):

Ability to accommodate multiple levels of system administration to accommodate different staff who will have varying roles viewing or managing cameras.

Ability to audit account usage.

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Ability of the system to “tag” cameras in multiple categories

Ability through either email or SMS to notify specified user(s) of critical system events (camera failure, tampering, etc.).

Ability to share live or historical footage of a single camera or group of cameras with a set of external contacts (e.g., first responders)

Ability to filter video based on date and time range, and the physical description of a person (i.e., color of clothing).

Ability to filter video based on date and time range in combination with the unique photo of a person’s face.

Have the ability to export industry-standard video formats of selected video footage that can be viewed on standard platforms without a proprietary viewer.

Have the ability to search for a unique face captured by the camera across multiple cameras and multiple sites.

Ability to access using mobile client or mobile device to view footage both on and off site at any time, and to conduct person/vehicle analytics via the mobile device as well.

Live alerts and notifications for when uploaded faces/people are detected by any camera.

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Ability to archive video footage to be saved on the cloud indefinitely.

Multi-factor authentication or other features to prevent cyberattacks.

Support and Maintenance

Provide a detailed description of support offered, and the average response time for a support request.

Ability to provide firmware upgrades to camera hardware during the period of operation.

Length of hardware warranty

Installation and Configuration

Estimated required internet bandwidth (minimum 45 cameras and 34 access-controlled gates/doors)

Hardware or software brand(s) used. (Statement demonstrating status as an authorized seller or partner of the proposed solution)

Required space in communications/server room.

Estimated time to install.

Recommended time for training

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Qualifications and experience of either in house team or outside contractors regularly engaged by the manufacturer or Integrator under consideration.

Any other factors the District that may be relevant.

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