



OFFICE OF COUNTY MAYOR GLENN JACOBS

Procurement Division, 1000 N. Central Street, Suite 100, Knoxville, TN 37917

Knox County Procurement Division Addendum I to Request for Proposals 3562 Video Surveillance Systems

Addendum Date: May 10, 2024

Buyer: Ben Sharbel

Closing Date: May 22, 2024 at 2:00 p.m.

Total Page(s): Three (3)

Section 4.2.1, Section 4.3, and Section 4.5.1 are to be deleted as the equipment originally listed is obsolete. The following is to replace these sections as the minimum equipment requirements desired by Knox County Schools.

4.2.1 IP CAMERA SYSTEMS H6 SERIES - H.264 MEGAPIXELS:

Old Part Number	New Part Number
3.0-H4A-DO1-B	4.0C-H6A-DO1-IR
3.0-H4A-DP1-B	4.0C-H6A-DO1-IR
3.0-H4A-DC1-B	4.0C-H6A-D1-IR
5.0-H4A-D1-B	6.0C-H6A-D1-IR
5.0-H4A-DO1-B	6.0C-H6A-DO1-IR
5.0-H4A-DP1-B	6.0C-H6A-DO1-IR
5.0-H4A-DC1-B	6.0C-H6A-D1-IR
3.0W-H4A-BO1-IR-B	4.0C-H6A-BO1-IR
3.0W-H4A-BO2-IR-B	4.0C-H6A-BO2-IR
5.0-H4A-BO1-IR-B	6.0C-H6A-BO1-IR
5.0-H4A-BO2-IR-B	6.0C-H6A-BO2-IR
1.0W-H3PTZ-DP45	2.0C-H6A-PTZ-DP30
2.0W-H3PTZ-DP30	2.0C-H6A-PTZ-DP30

4.3 HEAD END/MONITORING & RECORDING:

Old Part Number	New Part Number			
1C-ACC6-ENT	ACC7-ENT	ACC7-ENT-BUNDLE-1YR	ACC7-ENT-BUNDLE-3YR	ACC7-ENT-BUNDLE-5YR

4.5.1 SERVERS: (REDUNDANT POWER SUPPLIES – REQUIRED)

Old Part Number	New Part Number
1C-ACC6-ENT	ACC7-ENT
HD-NVR4-PRM-64TB-NA	NVR5-STD-32TB-S19-NA
HD-NVR4-PRM-96TB-NA	NVR5-PRM-96TB-S19-NA
HD-NVR4-PRM-128TB-NA	NVR5-PRM-128TB-S19-NA
HD-NVR4-PRM-157TB-NA	NVR5-PRM-160TB-S19-NA



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Questions and Answers:

Question 1: What happens in the event of manufacturer increase? Are we held to the original pricing?

Answer 1: Price increases may be requested on an annual basis at renewal time. However, Section V Part V, Cost, states the following "Proposers are to provide a percentage discount offered on MSRP pricing for all products to Knox County Schools. All costs must include all shipping charges (FOB Destination). All electronics prices (cameras, servers, electronic hardware) shall include a 5-year manufacturer-supported warranty. All prices submitted must be free of all federal, state, and local taxes unless otherwise imposed by a government body and applicable to the materials on this bid." Due to the fact that the contract will be based on a percentage discount offered on MSRP for all products, manufacturer increases should not be affected.

Question 2: For stock, can an estimate be provided on the average of cameras purchased in the two years?

Answer 2: Over the last two years KCS has installed or replaced approximately 500 cameras.

Question 3: How many schools currently have Avigilon installed? How many Avigilon cameras are currently installed? How many Avigilon NVR's are currently installed? What are the expected number of new installations anticipated in the next year?

Answer 3: KCS maintains 6,051 cameras at 91 sites. Annually KCS replaces or adds about 250 cameras. Installations above that quantity can be expected when new facilities open.

Question 4: Per the stock requirements in Section 4.7.2, what are the top 3 models of cameras in use in Knox County?

Answer 4: The top 3 models currently deployed are 5.0-H4A-BO1-IR-B, 3.0-H4A-DO1-B, and 5.0-H4A-D1-B.

Question 5: The RFP indicates that KCS will provide and configure all network switches. Are the KCS switches capable of power the 60/95W required to power Avigilon PTZ or should a power injector be required?

Answer 5: KCS switch infrastructure is capable of the PoE+ standard. A power injector will be required for devices that require higher wattage.

Question 6: Will this RFP pricing be inclusive of new installations? For installations of camera, do we need to include PB, CAD, admin hours?



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Answer 6: Yes, this contract may include new installations. All proposers must meet the minimum requirements requested in Section 4 of the RFP. Additionally, proposers are to follow the format specified in Section V, Proposal Format, in detail. The labor rates requested are described in detail in Section V, Part V, COST. These labor rates must be all inclusive to meet the requirements in Section 4.7.

Question 7: We have been reviewing this bid solicitation and are interested in participating. However, we do not install or offer Avigilon products. We have spoken with our main camera vendor Hanwha (Wisenet) to provide alternatives that meet the required specs, but in the bid document two of the sections contradict each other on whether or not alternatives are accepted.

Answer 7: The Request for Proposal allows for an equivalent to be proposed as long as the specifications are met. Knox County Schools, however, will not be replacing all existing installations so the proposed product must be able to interface with Avigilon products. While an equivalent may be proposed, it is up to the proposer to provide the requested information that proves the product is an equivalent. This is a Request for Proposal format so all proposed products and vendors will be evaluated by Knox County and Knox County Schools per the criteria in Section 3.12 of the RFP document.

End of Addendum I.

Ben Sharbel, CPPO, CPPB
Supervisor of Property Development & Asset Management
Knox County Procurement Division