

**Columbus Consolidated Government
Council Meeting Agenda Item**

TO:	Mayor and Councilors
AGENDA SUBJECT:	Security Surveillance and Security Access Equipment (Annual Contract) – RFP No. 23-0002
INITIATED BY:	Finance Department

It is requested that Council authorize the execution of an annual contract with AdaptToSolve (LaGrange, GA) for the provision and maintenance services of security surveillance and security access equipment for various locations of the Columbus Consolidated Government. This contract is valued at an estimated \$210,000.00 per year based upon prior usage.

AdaptToSolve, Inc. will provide new security surveillance and security access equipment and peripherals for new locations and provide replacement equipment for existing locations. Additional services include the following:

1. Provide maintenance services to the existing security surveillance system for all locations.
2. Provide service within twenty-four hours of request.
3. Provide technical assistance and support as needed.
4. Provide for general maintenance and updates as required.
5. Conduct site visits and inspect system to inventory the current equipment.
6. Maintain up-to-date records of all existing equipment, available upon request.
7. Handle arrangements for all necessary parts and equipment that need to be ordered/shipped and received.

Contract Term

The term of this contract shall be for two (2) years with the option to renew for three (3) additional twelve-month periods. Contract renewal shall be contingent upon the mutual agreement of the City and the Contractor.

Annual Contract History:

The previous five-year contract was awarded to AdaptToSolve, Inc. (LaGrange, GA) on June 7, 2016 (Resolution No. 183-16).

RFP Advertisement and Receipt of Proposals:

RFP specifications were posted on the web page of the Purchasing Division, the Georgia Procurement Registry and DemandStar on September 6, 2022. This RFP has been advertised, opened and evaluated. Three proposals were received on September 30, 2022, from the following firms:

AdaptToSolve, Inc. (LaGrange, GA)

NetPlanner Systems, Inc. (Columbus, GA)
 S & S Systems of America, Inc. dba Cover6 (Thomaston, GA)

The following events took place after receipt of the proposals.

RFP MEETINGS/EVENTS		
Description	Date	Agenda/Action
Pre-Evaluation Meeting	11/04/22	The Purchasing Manager advised evaluation committee members of the RFP rules and process, and the project manager provided an overview. Proposal copies were forwarded to each committee member to review.
1 st Evaluation Meeting	11/28/22	Committee members discussed all proposals; clarification was requested by the Committee for one vendor.
Clarification Letter Sent	12/15/22	Letter was sent to vendor requesting clarification.
Vendor Response Received	12/19/22	Received vendor response.
Clarification Letter Sent	12/21/22	Additional clarification needed; letter sent to vendor.
Vendor Response Received	12/22/22	Received vendor response.
Clarification Letter Sent	01/05/23	Additional clarification needed; letter sent to vendor.
Vendor Response Received	01/10/23	Received vendor response.
Clarification Letter Sent	01/26/23	Additional clarification needed; letter sent to vendor.
Vendor Clarifications	02/10/23	Vendor clarifications were sent to committee members.
Evaluation Forms Sent	02/20/23	Evaluation forms were forwarded to voting committee members.
Evaluation Forms Return	03/22/23	Evaluation forms were completed and returned to Purchasing for compilation of results.
Evaluation Results	03/24/23	Evaluation results were forwarded to the Evaluation Committee for review.
Recommendation Received	03/28/23	Via email, the committee members unanimously voted to award to the highest-scoring firm, AdaptToSolve, Inc.

Evaluation Committee:

The proposals were reviewed by the Evaluation Committee, which consisted of a voting member from the Information Technology Department, a voting member from Public Works Department/Facilities Maintenance Division, and a voting member from the Muscogee County Sheriff's Department.

A representative from the Muscogee County Sheriff's Office and a representative from the Public Works Department served as alternate voters.

A Public Works Department representative served as a non-voting advisor.

Award Recommendation:

The evaluation committee deemed the proposal from AdaptToSolve, Inc. to be most responsive to the RFP specifications, as reflected by the comments below:

- They have experience with the equipment we have.

- AdaptToSolve is able to respond to calls within the timeframe requested and has no additional cost for after-hour calls.
- This vendor has many years experience and a large number of employees who can service Columbus, Georgia (Muscogee County) immediately.

Vendor Qualifications/Experience

- AdaptToSolve, Inc. is headquartered in LaGrange, Georgia. In 1999, it existed as the surveillance division of C-Pak Corporation. In July of 2005, it was purchased and incorporated separately. It has been in business for over 17 years.
- AdaptToSolve, Inc. has 70 employees serving the State of Georgia from six (6) locations; their Columbus, GA location will service this contract. A staff of approximately 25 full-time employees in the Columbus and LaGrange, GA offices are routinely trained and certified on ATS products, safety protocols and tools. Factory trained technicians install and service the systems.
- The company is a provider of low voltage equipment and services including Video Surveillance Systems, Access Control, Intercom/Mass Notification and Alarm, Concealed Weapons Detection, Active Shooter Detection (ASD), fire alarm, intrusion alarm, emergency communications, intercoms, etc. ATS's wide range of products and IT knowledge allows for a seamless integration of vendor systems.
- AdaptToSolve, Inc holds certifications for the following products:
 - Verkada
 - Genetec
 - Lenel S2/Onguard
 - Axis (Gold Level)
 - Hanwha (Samsung) Gold Level
 - ExacqVision – Direct Dealer
 - Illustra/American Dynamics
 - Honeywell
 - Cisco
 - RCDD
 - Signamax
 - Gridless
 - BICSI
 - OSHA 10
 - NICET IV
 - Notifier & Honeywell (to tie in to fire alarms per code)
 - GA unlimited Low Voltage License (required by state)
 - Panduit (Connectivity/Warranty)
 - Corning NPI (Connectivity/Warranty)
- AdaptToSolve, Inc. clients include both small and large organizations in education, healthcare, government, financial institutions, manufacturing, and retail. ATS provides products through Georgia Statewide Contract for Integrated Security and Surveillance Products and Services. Below is a listing of some ATS clients:

Troup County Government (LaGrange, GA)	Description of services: Active customer since 2007. \$687K sales utilizing GSA and mandatory statewide contract. Installation of security cameras, access control, central control boards, panic buttons, intercoms.
Clayton County Government (Jonesboro, GA)	Description of services: Active customer since 2015. \$1.9M sales utilizing GSA and the statewide contract. Installation and sale of security cameras and access control as well as maintenance support.
Glynn County School System (Brunswick, GA)	Description of services: Active customer since 2012. \$2.5m to date. This customer has renewed each year since 2012 for security surveillance and access control.
Troup County School System (LaGrange, GA)	Installation of over 2500 cameras system wide
Columbus Technical College (Columbus, GA)	Installation of security cameras and access control (\$1.5m)
Harris County Schools (Hamilton, GA)	Installation of security cameras and access control system wide.
Clayton County Government (Jonesboro, GA)	Installation of security cameras, wireless cameras, access control, intercoms; county wide and in corrections facilities.
Columbia County Schools (Evans, GA)	Installation of cameras (1800), access control, intrusion system wide.
Glynn County Schools (Brunswick, GA)	Installation of cameras (1600+), access control door

The City's Procurement Ordinance, Article 3-110, (Competitive Sealed Proposals (Negotiations) governs the RFP Process. During the RFP process, there is no formal opening due to the possibility of negotiated components of the proposal. In the event City Council does not approve the recommended offeror, no proposal responses or any negotiated components are made public until after the award of the contract. Therefore, the evaluation results and cost information has been submitted to the City Manager in a separate memo for informational purposes.

Funds will be budgeted each fiscal year for this ongoing expense: Integrated Waste Management Fund – Public Services – Pine Grove landfill – Contractual Services, 0207-260-3560-PGRO-6319; General Fund – Public Services – Fleet Management – Contractual Services, 0101-260-2300-VHCL-6319; and other various department and project budgets.

RESOLUTION

NO. _____

A RESOLUTION AUTHORIZING THE EXECUTION OF AN ANNUAL CONTRACT WITH ADAPTTOSOLVE, INC. (LAGRANGE, GA) FOR THE PROVISION AND MAINTENANCE SERVICES OF SECURITY SURVEILLANCE AND SECURITY ACCESS EQUIPMENT FOR VARIOUS LOCATIONS OF THE COLUMBUS CONSOLIDATED GOVERNMENT. THIS CONTRACT IS VALUED AT AN ESTIMATED \$210,000.00 PER YEAR BASED UPON PRIOR USAGE.

WHEREAS, an RFP was administered (RFP No. 23-0002) and three proposals were received; and,

WHEREAS, the proposal submitted by AdaptToSolve, Inc. was deemed most responsive to the RFP; and,

WHEREAS, the contract term shall be for two years, with the option to renew for three additional twelve-month periods. The contract renewals will be contingent upon the mutual agreement of the City and the Contractor.

NOW, THEREFORE, THE COUNCIL OF COLUMBUS, GEORGIA, HEREBY RESOLVES AS FOLLOWS:

That the City Manager is hereby authorized to execute an annual contract with AdaptToSolve, Inc. (LaGrange, GA) for the provision and maintenance services of security surveillance and security access equipment for various locations of the Columbus Consolidated Government. Funds will be budgeted each fiscal year for this ongoing expense: Integrated Waste Management Fund – Public Services – Pine Grove landfill – Contractual Services, 0207-260-3560-PGRO-6319; General Fund – Public Services – Fleet Management – Contractual Services, 0101-260-2300-VHCL-6319; and other various department and project budgets.

Introduced at a regular meeting of the Council of Columbus, Georgia, held the _____ day of _____, 2023 and adopted at said meeting by the affirmative vote of members of said Council.

- Councilor Allen voting _____.
- Councilor Barnes voting _____.
- Councilor Cogle voting _____.
- Councilor Crabb voting _____.
- Councilor Davis voting _____.
- Councilor Garrett voting _____.
- Councilor House voting _____.
- Councilor Huff voting _____.
- Councilor Thomas voting _____.
- Councilor Tucker voting _____.

Sandra T. Davis, Clerk of Council

B.H. "Skip" Henderson III, Mayor