

City Council – Action Request Form

Date: May 9, 2022

To: Mayor, Mayor Pro Tempore, and Members of the City Council

From: Johnnie Taylor, Assistant City Manager
Thomas Kureczka, Chief Information Officer

Council Action Requested:

Resolution Approving the Purchase of Public Safety Cameras and Installation Services

Strategic Focus Area: Service Excellence

Strategic Objective: Ensure Service Delivery Efficiency and Effectiveness

Strategic Plan Action Item: No

Key Work Item: No



Summary of Information:

City Council approved on January 3, 2022, a contract with Call24 Security (Call24) for the support of the City’s existing public security camera equipment, site evaluation services, camera system engineering and design, project management services, and the installation of new cameras. Installation services include the mounting of hardware, installation of equipment, and configuration of software, network, and video recording equipment. The contract also provides the option for the City to purchase new security cameras and associated equipment from Call24 at fixed costs for the duration of the contract term.

Execution of the contract was the result of Information Systems (I.S.) and Purchasing staff advertising a Request for Proposals (RFP). Of the four vendors responding to the RFP, Call24 is the only one located in Winston-Salem. Call24 is not an M/WBE, but they did submit a Good Faith commitment to subcontract with two local M/WBE firms. One M/WBE firm will be used for 30% of all electrical services, and the other for 20% of all cabling services for the future installation of security camera equipment.

Committee Action:

Committee	Finance 5/9/22	Action	Approval
For	Unanimous	Against	

Remarks:

The RFP required vendors to provide hourly rates for their onsite support services. It also required each vendor to provide pricing for twelve different types of cameras. The RFP stipulated that the vendor would honor this pricing for the duration of the contract. Total pricing accounted for 20% of the overall scoring for the vendor responses to the RFP.

The initial price for the first year of the security camera support contract with Call24 Security was \$22,500. This was based solely on the onsite support of existing cameras and an estimated 300 hours of work, at Call24 Security's hourly rate of \$75. An Addendum has since been executed to increase the total contract amount to \$90,000. The Addendum covers the purchase of new cameras and installation services for the Carl H. Russell Community Center, the Grand Pavilion Ballroom and Conference Rooms, and other smaller projects.

City staff currently manage over 360 security cameras installed in and around City Hall, the Bryce Stuart Building, Lowery Street, Winston Square Park, Corpening Plaza, Winston Lake Golf Course, WSPD District Stations, five Landfills, The Benton, Carolina Classic Fairgrounds, and other facilities.

Expanding on the City's use of public safety security cameras is an I.S. FY21-22 Key Work Item. Current and future projects include the installation of new security cameras at Fire Station 13, 12 Recreation Centers, Carolina Classic Fairgrounds, Merschel Park, Hanes Mill Landfill, and various downtown locations. Live and archived video for all new cameras will be integrated with the Winston-Salem Police Department's Real Time Crime Center.

Plans are for the majority of these new cameras to be installed within the next 18-24 months. The total pricing estimate for all of the projects is \$600,000. This will include site evaluations, system design, project management, and the installation of new cameras and supporting infrastructure. Funding to cover all of the projects is available in a combination of the 2018 Bonds Project budget and leasing funds in the I.S. operating budget.

Staff is requesting approval to purchase public safety cameras and installation services at a cost up to and not to exceed \$600,000. Staff will leverage the flexibility and locked-in pricing of the contract with Call24 Security for a majority of these purchases. While the Call24 Security pricing structure is an option, the City is not obligated to purchase equipment and services from Call24. With the rising equipment costs and supply-chain issues impacting the market, staff will obtain bids from other vendors as warranted. Staff will bring an item to Council for approval should the purchases with any other vendor approach \$100,000.