

CENTRAL FLORIDA EXPRESSWAY AUTHORITY

MEMORANDUM

TO: CFX Board Members

FROM: Robert Johnson 
Manager of Procurement

DATE: February 23, 2016

RE: Approval of Purchase Order to Temple, Inc., for High Definition CCTV Cameras

Board approval is requested to issue a purchase order in the amount of \$147,154.00 to Temple, Inc., to procure 46 new high definition CCTV cameras for use as part of our Expressway Management System. The encoders for the existing cameras have reached their end-of-life and are no longer manufactured or repairable.

CFX requested Atkins to perform a comprehensive evaluation of high-definition (HD) CCTV cameras for potential use as a part of the Expressway Management System. High definition CCTV cameras produce greater quality video, improved incident visibility for incident management purposes and are less expensive to deploy than a standard definition camera and encoder. Based on the evaluation, Siquira HSD820H3 CCTV was selected for standardization.

As part of the comprehensive evaluation, Atkins received pricing for the Siquira HSD820H3-E High Definition camera which includes a five (5) year equipment warranty from the manufacturer, TKH Security Solutions. Pricing was received from TKH Security Solutions and two (2) authorized resellers for the manufacturer. Based upon pricing, Temple, Inc. has been designated as a single source provider for this purchase.

- | | |
|---|--------------|
| • Temple, Inc. | \$147,154.00 |
| • TKH Security Solutions | \$157,744.00 |
| • Kratos Public Safety & Security Solutions | \$159,814.00 |

Under the Procurement Policy, Article XII, Exemptions From Competitive Procurement Processes, paragraph M, Single Source and Sole Source Purchases, this procurement is exempt from competitive procurement requirements; however, Board approval is required since the amount will exceed \$50,000.00.

Date: February 22, 2016
To: Bryan Homayouni, P.E / CFX
From: Chirayu Amin
CC: Charles R. Lattimer, P.E. / Atkins
Re: **High Definition Closed Circuit Television (CCTV) Camera – Recommendation for procurement of TKH cameras.**

The Central Florida Expressway Authority requested Atkins to perform a comprehensive evaluation of high-definition (HD) CCTV cameras for potential use as a part of the Expressway Management System. High definition CCTV cameras produce greater quality video, improved incident visibility for incident management purposes and are less expensive to deploy than a standard definition camera and encoder.

The current encoders (Vbrick) utilized on the system have reached their end of life and are no longer manufactured or repaired. The existing CCTV equipment is starting to experience a high rate of failure which can potentially lead to disruption of the CCTV coverage throughout the roadways. Atkins recommends to procure 46 cameras to allow continued coverage of the expressway system and to build an inventory base to sustain the legacy equipment. The procurement budget for the cameras was previously approved on the work plan.

We received three quotes for the Siqua HSD820H3-E High Definition camera which includes a five (5) year equipment warranty:

- | | |
|---|--------------|
| • Temple, Inc | \$147,154.00 |
| • TKH Security Solutions | \$157,744.00 |
| • Kratos Public Safety & Security Solutions | \$159,814.00 |

Approval is requested to issue a purchase order to the lowest responsive bidder Temple, Inc in the amount of \$147,154.00. Please call me at (407) 806-4445 if you have any questions or if you would like to discuss further.

TEMPLE, INC.

P.O. Box 2066 / 50 Davis Street
Decatur, AL 35602
Phone: 800/633-3221 or 941-650-6824
Fax: 256/353-4578

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Serving the South's
Traffic Needs
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TO: Central Florida Expressway Authority (CFX)
Address: 4974 Orl Tower Rd, Orlando, FL 32807

DATE:
21-Feb-16
TERMS:
NET 30 DAYS
DELIVERY:
2 weeks ARO
SALESPERSON:
Ian Cardozo

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CONDITIONS: The prices and terms on this quotation are subject to verbal changes or other agreements unless approved in writing by Temple, Inc.. All quotations and agreements are contingent upon strikes, accidents, fires, availability of materials and all other causes beyond our control. Prices are based on cost and conditions existing on the date of the quotation and are subject to changes by Temple, Inc. before final acceptance.

Quantity	Description	Price	Extended
	PTZ CCTV High Definition		
	TKH Siquira HSD820h3 /N High-speed PTZ dome, IP, Outdoor, SD, 30x opt. 12x Digital zoom, Multi-codec, NTSC, H.264, MJPEG & Analog outputs with five (5) year Warranty	\$ 3,054.00	\$ 140,484.00
46	PA 02 US Power Supply w/ five (5) year warranty	\$ 97.00	\$ 4,462.00
46	PTM01 Bracket, Adapter, 1 1/2 NPT for MG2 Lowing Device	\$ 48.00	\$ 2,208.00
46			
	Total		\$ 147,154.00

Terms **Net 30 Days**
Freight **Destination**
Quote Valid for 45 Days



8601 Transport Drive
Orlando, FL 32832
Main: 407.793.4023
www.kratospss.com

February 22, 2016

Mr. Chirayu Amin
Atkins Global
Florida Expressway Authority
Orlando, FL

Ln#	Model	Description	Qty	Unit Price	Line Total
1	Siqura HSD820H3-E	High-speed dome, Multiple H.264, 1080p, 30x 46	46	\$3200.00	\$147,200.00
2	Siqura WM01A	Bracket, Wall Mount, Short, w/lt gasket kit	46	\$95.00	\$4370.00
3	Siqura PA02 / US	Power Supply, 110 VAC, US plug to 24VAC, Tinned Leads, 3.0A, Indoor	46	\$114.00	\$5244.00
4	Service Charge	Shipping & Handling	1	\$3000.00	\$3000.00

TOTAL \$159,814.00

**This quote is good for 60 days*

Steven Hovan
Account Representative, Central Florida
Steve.Hovan@kratospss.com



TKH Security Solutions USA
12920 Cloverleaf Center Drive
Germantown, MD 20871

QUOTATION

Quote ID: 6UJ927603

Date: 21-Feb-16

Quote To

Customer: Atkins Global
Customer ID: USINTNKKW03794
Attn: Chirayu Amin
Customer ref.: FL Expressway
Fax:

Validity : 22-Mar-2016

Delivery Time :

Quote From

Area Manager: Ron Rogers
Handled by:
Phone:
Fax:
E-mail:

Payment Terms: Rec Credit Check

Ln#	Model	Description	Qty	Unit Price	Line Total
1	Siqua HSD820H3-E	High-speed dome, Multiple H.264, 1080p, 30x Opt.Zoom, Outdoor, SFP	46	3,161.00	145,406.00
2	Siqua WM01A	Bracket, Wall Mount, Short, with gasket kit	46	92.00	4,232.00
3	Siqua PA02 / US	Power Supply, 110 VAC, US plug to 24VAC, Tinned Leads, 3.0A, Indoor	46	111.00	5,106.00
4	Service Charge		1	3,000.00	3,000.00
Grand Total USD					157,744.00

Furthermore the TKH Security Solutions - USA general conditions of sale apply to this quotation.
The export and re-export of TKH Security Solutions - USA products are controlled by the United States Export Administration Regulations.
TKH Security Solutions - USA's products may not be exported or re-exported to any country to which the United States embargoes goods.

