

**BOCC APPROVAL MARCH 15, 2023  
BOARD OF BIDS AND CONTRACTS MARCH 9, 2023**

**3. ON-CALL SERVICES FOR THE PURCHASE, INSTALLATION, AND MAINTENANCE OF SECURITY CAMERAS AND OTHER SECURITY SYSTEM COMPONENTS -- VARIOUS DEPARTMENTS  
FUNDING -- VARIOUS DEPARTMENTS  
(Request sent to 261 vendors)**

RFP #23-0002 Contract

	<b>Sandifer Engineering &amp; Controls, Inc.</b>		
<b>Labor</b>			
Standard Hourly Labor Rate (Monday-Friday 8:00 am - 5:00 pm)	<b>\$80.00</b>		
Hourly Labor Rate After Normal Business Hours	<b>\$120.00</b>		
Hourly Labor Rate on Sundays and Holidays (Rate Applicable Holidays: New Year's Day, Christmas Day, Memorial Day, July 4th, Labor Day, and Thanksgiving Day)	<b>\$160.00</b>		
Service Calls	<b>\$15.00 Trip Charge</b>		
<b>Materials</b>			
Schneider Electric Discount from MSRP/List Price	<b>63%</b>		
Genetec Discount from MSRP/List Price	<b>9%, 23%, &amp; 100%</b>		
Axis Discount from MSRP/List Price	<b>4%</b>		
HID Discount from MSRP/List Price	<b>23%</b>		
H.E.S. Discount from MSRP/List Price	<b>30%</b>		
Altronix Discount from MSRP/List Price	<b>22%</b>		
Alarm Controls Discount from MSRP/List Price	<b>20%</b>		
Shipping and Handling	<b>Calculated as 3% of the Total Material Cost</b>		
No Submission	A & H Electric, Inc.	Axon Enterprise, Inc.	Baughman Co., PA
	Brinks, Inc.	Central Mechanical Wichita L.L.C.	Commercial Trade Services
	Cornerstone Institutional LLC	Creek Electric, Inc.	Crusoe Energy
	Ergoabiity	Express Employment Professionals	Fluke Networks
	GHA Technologies	Integrated Consulting Engineers, Inc.	Kansas Electric, Inc.
	KCI, Inc.	Kenton Brothers, Inc.	Kirkham, Michael & Associates, Inc.
	Mark Goldman & Associates, Inc.	Midwest Engineering, Inc.	MKEC Engineering, Inc.
	Onesource Technology, Inc.	Oxen Technology	Phillips Southern Electric
	Poole Consulting Services	Schwab Eaton PA	Siemens Building Technologies, Inc.
		Utility Helpnet, Inc.	

On the recommendation of Jaimee Witmer, on behalf of various departments, Anna Meyerhoff-Cole moved to **accept the proposal from Sandifer Engineering & Controls, Inc. and establish contract pricing at the rates listed above for a period of one (1) year with four (4) one (1) year options to renew.** Jennifer Blasi seconded the motion. The motion passed unanimously.

A committee comprised of Kendal Ewing - Facilities Maintenance; Darrell Haynes - Courthouse Police; Joe Currier - Division of Information Technology; and Jaimee Witmer - Purchasing, evaluated all proposal responses based on the criteria set forth in the RFP. The committee unanimously agreed to accept the proposal from Sandifer Engineering & Controls, Inc.

The county's several buildings require video monitoring and badge access for safety and security. These systems are primarily managed by the Sedgwick County Courthouse Police and the Facilities Department. In the past, the county has utilized the City of Wichita contract to obtain these services. The county is now seeking an independent contract for administrative purposes.

**Notes:**

In 2022, the county spent \$123,715.47 for this service.

I would like to start with saying this is a proposal not a bid. Proposals are scored based on criteria set forth in the RFP. There are five (5) components to this RFP.

Component	Points
a. RFP response demonstrates understanding of project	20
b. RFP response demonstrates capability of meeting scope of work and other requirements outlined herein	20
c. Firm has demonstrated technical competence through work product examples and/or references	20
d. Firm has demonstrated knowledge of local conditions	20
e. Pricing	20
Total Points	100

### Questions and Answers

Brandi Baily: Since we've been using the City of Wichita contract, how are these prices compared to what we were paying? Is it comparable? Is it more?

Jaimee Witmer: It's comparable. Previously when we did this back in 2019, for example the standard hourly rate was \$70.00 an hour. In fact, the city just did a new contract and everything you see here is exactly the same. Their rates are the same as ours. The prices haven't really gone up that much considering everything else that has gone up over time. I checked prices and the contract they just redid back in December or January are the exact same rates we were given as well.

Brandi Baily: Using the City of Wichita contract, is it more beneficial for us to have our own contract or was there any benefits to us working off of one contract between the two.

Chief Darrell Haynes: The advantage to us having our own contract is primarily for ARPA purposes and other type of situations where it requires a bid process that is less reliant on someone else' bid. So it saves us from going out for bid on each individual item is my understanding.

Russell Leeds: I see here we unanimously agreed to accept the proposal from Sandifer. Was Sandifer the only submission?

Jaimee Witmer: Yes, Sandifer was the only submission we received. I did reach out to some of the vendors that did supply us with a No Bid submission. There were different reasons. Some of them didn't meet the RFP requirements. Some of them with the current workload they currently have, they couldn't handle what we were asking. Another firm said they actually design the type of equipment we're looking for. They don't install it. They don't do maintenance on it. It was not a consistent answer as to why.

Russell Leeds: I just wanted to clarify that.