

1 City Council of the City of Glenarden, Maryland  
2 2023 Legislation  
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5 **Resolution Number:** **R-10-2023**  
6 **Sponsor:** **Derek Curtis, II Council President**  
7 **Co-Sponsor:** **At the request of the Administration**  
8 **Date of Introduction:** **November 7, 2022**  
9 **Public Hearing:** **November 15, 2022**  
10 **Regular Session:** **November 21, 2022**  
11

12 **A RESOLUTION AWARDING THE PURCHASE OF A SECURITY SYSTEM FOR**  
13 **THE CITY HALL TO VERKADA AND GRANTING THE COUNCIL PRESIDENT**  
14 **OR MAYOR THE AUTHORITY TO ENTER INTO A MONITORING CONTRACT**

15 **WHEREAS**, the existing security camera system in City Hall and monitoring equipment  
16 are not up to modern standards and are in disrepair; and

17 **WHEREAS**, illegal dumping and loitering often occur at the city hall. The new security  
18 camera system will help deter and apprehend future offenders. The new security camera  
19 system software will help the City to standardize on a single security system being used  
20 and give access to the Police Department; and

21 **WHEREAS**, upon its installation, the City will install signage letting offenders know they  
22 are under video surveillance for their safety and w will also serve as another deterrent to  
23 unwanted behavior; and

24 **WHEREAS**, under Section 818 of the City Charter requires that the City engage in a  
25 competitive bidding process for the procurement of goods and services with an estimated  
26 cost exceeding \$6,000; and

27 **WHEREAS**, the administration solicited three bids for the security camera system  
28 upgrades and desires to award a contract to the most responsive; and

29 **WHEREAS**, with both Administration and Police Department analyzing the proposals, a  
30 conclusion was drawn that Concentus provided the best price value and most responsible  
31 proposal for Camera Systems.

32 **WHEREAS**, funding is available for this purchase in the FY23 budget under account  
33 number: 7612-30.80.10

34 **NOW, THEREFORE, BE IT RESOLVED**, that the City Manager is hereby authorized  
35 to issue a purchase order for 30,374.73 to Concentus, for the purchase of a new security  
36 camera system at the Municipal Center.  
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40 **Exhibit A – Conventus**  
41 **Exhibit B – I-Tech**  
42 **Exhibit C – Surveillance Rus LLC**

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44 **The City Council of Glenarden, by and through the City Council**

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46 ATTEST:

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Regis Bryant, Acting City Manager

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Derek D. Curtis, II, Council President

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Angela D. Ferguson, Vice-President

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Erika L. Fareed, Councilwoman

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Kathleen J. Guillaume, Councilwoman

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Maurice A. Hairston, Councilman

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James A. Herring, Councilman

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Robin Jones, Councilwoman

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CERTIFICATION

I HEREBY CERTIFY, that on the 21st day of November 21, 2022 with \_\_\_ Yes  
\_\_\_ No and \_\_\_\_\_ Abstention(s) that the Resolution was Approved.

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Robin Bailey-Walls, Acting Council Clerk

**Concentus**  
 PO Box 400  
 McLean, VA 22101 US  
 +1 8662526790  
 accounting@concentus.net  
 www.concentus.net



## Quote

### ADDRESS

Ms. Consuela Barbour  
 Glenarden, MD  
 8600 Glenarden Parkway  
 Glenarden, MD 20706 USA

**QUOTE # 3204**  
**DATE 09/02/2022**  
**EXPIRATION DATE 09/30/2022**

### CLIENT

City of Glenarden, MD

### DATE RANGE

Aug 2022 / 18 sec cams @ 3y

DATE	ACTIVITY	QTY	RATE	AMOUNT
	Ref #202379			
	Project assumptions:	1	0.00	0.00
	* CTS will invoice on-site labor based on actuals. Min 1/2 day (4.5 x \$158.50) charged.			
	* CTS partner-provided installation services include onsite cable runs, cat6 cable, terminations, connectors, misc install materials and camera hanging + aiming. Includes trip charges.			
	* Patch panels & wire management not included and TBD.			
	* Any additional IT or camera hardware or labor needed to complete project will be presented as change orders to the City of Glenarden. CTS will require written approval before proceeding.			
	* Additional man-lifts needed to complete install will be responsibility of City of Glenarden.			
	* All install work done M-F, 8a-5p.			
	* Install partner availability, timing and install schedule TBD.			
	* Please provide copy of tax-free certificate with signed quote.			
	***Cameras, Mounts & Licenses***			
	CD42-256-HW. Verkada CD42 indoor dome camera w/ 256GB, 30 days onboard storage and 10 yr warranty. List @ \$999 less 33% discount.	8	669.33	5,354.64
	CD42-256E-HW. Verkada CD42E outdoor dome camera w/ 256GB, 30 days onboard storage and 10 yr warranty. List @ \$1,199 less 33% discount.	1	803.33	803.33
	CD52-256E-HW. Verkada CD52E outdoor dome camera w/ optical zoom, 256GB, 30 days onboard storage and 10 yr warranty. List @ \$1,399 less 33% discount.	5	937.33	4,686.65

Please make checks Payable to: Concentus | Questions? Please call: (866) 252-6790 | Questions? Please call: (866) 252-6790

DATE	ACTIVITY	QTY	RATE	AMOUNT
	CD62-30-HW. Verkada CD62 indoor dome camera with 512GB, 30 days onboard storage and 10 yr warranty. List @ \$1,499 less 33% discount.	1	1,004.33	1,004.33
	CD62-30E-HW. Verkada CD62E outdoor dome camera with 512GB, 30 days onboard storage and 10 yr warranty. List @ \$1,699 less 33% discount.	3	1,138.33	3,414.99
	ACC-MNT-3. Verkada L-bracket mount. List @ \$129 less 33% discount.	4	86.43	345.72
	ACC-MNT-2. Verkada arm mount bracket. List @ \$89 less 33% discount.	1	59.63	59.63
	LIC-3Y. Verkada 3 year camera license. List @ \$549 less 33% discount.	18	367.83	6,620.94
	***Labor***	1	0.00	0.00
	CTS pre-site labor: prep cameras for install and add to Glenarden Command site.	4	125.00	500.00
	CTS on-site labor: * CTS projects 5 (five) 9-hour days (63 hours) to complete cabling runs, terminations, labeling, camera hanging & aiming. * Installation services include onsite cable runs, cat6 cable, terminations, connectors, misc install materials and camera hanging + aiming. Includes trip charges. * Patch panels & wire management not included and TBD. * Any additional labor needed to complete project will be presented as change orders to the City of Glenarden. CTS will require written approval before proceeding. * Glenarden rep will be available to approve camera aiming at time of install. * All install work done M-F, 8a-5p.	45	158.50	7,132.50
	Drop ship to Concentus to stage cameras, confirm no DOA, prep for install and add to Command site.	1	452.00	452.00
	Due net 20. If paying by cc, a 2.75% convenience fee will be added to invoices.	1	0.00	0.00

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This quote is good for 30 days from date of issue.

**TOTAL**

**\$30,374.73**

Accepted By

Accepted Date

Surveillance Rus LLC.  
 4500 Forbes Boulevard #200  
 Lanham, Maryland 20746  
 United States  
 202-560-1169



LT.D. Robinson  
 Glenarden Poilice Department  
 8600 Glenarden Parkway  
 Glenarden, Maryland 20706 US

Estimate Number 03149  
 Estimate Date 29/06/2022  
 Reference 16-IP-cameras

Description	Rate	Qty	Line Total
Platinum Enterprise Level 32 Channel 4K NVR 1.5U 32 Channel NVR, Support Live View, Storage, and Playback, 4K (3840x2160) HDMI Video Output, 4 SATA up to 6TB each HDD, H.264 Zip+	\$3,895.00 +MD	1	\$3,895.00
8MP Network Matrix IR Turret (Interior) cameras 8MP (3840x2160@15fps), 2.8mm Fixed Lens, Built in Mic, IP66, Advanced Compression H.265/H.265+, Matrix IR LED up to 100ft, Micro SD/SDHC/SDXC Card Slot up to 128GB, True WDR 120dB	\$205.50 +MD	9	\$1,849.50
6 MP IR Varifocal Bullet Network Camera 1/2.9" Progressive Scan CMOS, 3072 x 2048@20 fps, 2.8 to 12 mm varifocal lens, Color: 0.018 Lux @ (F1.6, AGC ON), 0 Lux with IR, H.265+, H.265, H.264+, H.264, Three streams, 120dB WDR, 2 behavior analyses, and face detection, BLC/3D DNR/ROI/HLC, IP67, Built-in micro SD/SDHC/SDXC card slot up to 128 GB, 3-Axis adjustment	\$379.50 +MD	3	\$1,138.50
8MP IP Bullet Camera 8MP IP Bullet 1/2.5" 2.7-12mm Motorized WDR H.265 IR 50m, 15fps@4K(3840x2160), 25/30fps@3Mp(2304x1296), Micro SD memory, IP67, IK10, PoE	\$399.25 +MD	3	\$1,197.75
Platinum Network Fisheye IP Camera, 12MP - Outdoor/Indoor (MAIN BALL ROOM) 1/1.7" Progressive Scan CMOS, Max. 4000 x 3000 @20fps, Up to 18 live view display modes, Digital WDR, Up to 50ft(15m) IR range, Built- in microphone and speaker, Smart features 6 behavior analyses, and 3 exception detections. (This camera will give you a overview from the ceiling above)	\$895.50 +MD	1	\$895.50
24 inch flat screen LCD. monitor TV also included TV brackets	\$165.99 +MD	2	\$331.98
4-Technicians Labor estimated @ 40hrs. Included de-install 16 old cameras replace with new 16 -IP professional cameras. Estimate 5 8-hours days	\$85.00 +MD	160	\$13,600.00

Sr. Tech Set up programing Service NVMS7000,client ,PC, cell phone, IPad, etc. and training	\$85.00 +MD	8	\$680.00
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1-APC1500VA tower Pro battery back up APC - Back- UPS Pro 1500VA 10-Outlet/2-USB Battery Back-Up and Surge Protector.	\$225.50 +MD	1	\$225.50
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1- WD Purple 18TB each WD Purple 18TB Surveillance Hard Disk Drive, 5400 RPM Class SATA 6 Gb/s 64MB Cache 3.5 Inch	\$364.25 +MD	1	\$364.25
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CABLE CAT6 23AWG/4Pairs Pull Box WHITE, 1000ft	\$384.25 +MD	4	\$1,537.00
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		Subtotal	25,714.98
		MD (5.6%)	1,440.04
		Estimate Total (USD)	\$27,155.02

#### Notes

Please be advised this estimate base on installing all new data cat6e wires.

Please be advised due to the digital chip shortage, please allow 7 to 15 business days for materials to arrive. Due to high demand some items may not be available due to the market cameras and other equipment may become out of stock. SRU will notify the client.

#### Terms

All work completed by Surveillance Rus LLC. Service. Is guaranteed for hardware installation 30 days upon completion all work stated in this Estimate is completed according to National and Local codes. All equipment 1 year manufacturer warranty. Work to be performed during normal working hours. Installed wiring during approved scheduled hrs. In the event our work is held up at the fault of others or events. A delay in progress payment will be submitted. Any work not listed above will be at an additional cost. Any holes made during the installation of work described shall be patched by the client contractor. Any holes to be made thru concrete or block wall will be fire proof by Surveillance Rus LLC. Service. Any trenching or excavation required will be performed by other. Any unforeseen work related project manager will be notified: Payment of materials due upon receipt of invoice. Late payment will be charged on invoices over 30 days, at a rate of 2% per month and 24% annually. A certificate of Insurance of shall be provided upon request as a certificate holder.

We require 50% deposit upon signing contract. Completion of the work assignment payment will be due upon client walk thru and final adjustments made to the client satisfaction Make Check payable to Surveillance Rus. LLC. Please be advised SRU will notify by Text or Email for any recent changes.

Authorized Signature: Note: This contract may be withdrawn if not accepted within 15 working days. Estimate 5 working days

Acceptance of this contract: The above prices, specifications and conditions are satisfactory and are hereby accepted. SRU is authorized to do the work specified. Payments will be made as outlined above.



# PROPOSAL

## Integrated Technologies, L.L.C.

<u>Proposal Submitted To</u> City of Glenarden Police Department	<u>Date</u> 6/15/2022
<u>Street</u> 8600 Glenarden Parkway	<u>Job Name</u> Glenarden Police
<u>City, State and Zip Code</u> Glenarden, MD 20706	<u>Job Location</u> Glenarden, MD
<u>Attention</u> LT Darryn Robinson	<u>Phone</u> 240-398-6222

We hereby submit specifications and estimates for :

Based off of initial survey:

Furnish and install complete CCTV system to include all cabling, cameras, and recorder

Network video recorder to be located in IT closet.

6 exterior, multisensor cameras

10 interior cameras

unlimited remote client installations

All programming and client software included

All equipment carries manufacturer 5 year warranty

1 year labor warranty

Material \$18,828.54

Labor \$10,800.00

**Total \$29,628.54**

Integrated Technologies, L.L.C. proposes to furnish materials and labor-complete in accordance with above specifications for the sum of

**\$29,628.54**

Integrated Technologies, L.L.C. Authorized Signature  
DCJS # 11-3277

*Brian Breckenridge*  
Brian Breckenridge

This proposal may be withdrawn by us if not accepted within 30 days  
Payment to be made upon requisition.

Original Contract
Pending Change Orders
Approved Changes
This Proposal
Proposed Contract
To Date

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices.

This proposal is for the cost of the change work itself and does not include any cost for impact and delay stemming from the change. Integrated Technologies, L.L.C. reserves the right to submit additional costs for impact and delay once these costs can be ascertained.

### Acceptance of Proposal

The above prices, specifications and conditions are satisfactory and are hereby accepted.

You are authorized to do the work as specified. Payment will be made as outlined above.

Signature/Title

Date

Print Name and Title