

**CITY OF EL PASO, TEXAS
REQUEST FOR COUNCIL ACTION (RCA)**

DEPARTMENT: Aviation

AGENDA DATE: October 7, 2008

CONTACT PERSON/PHONE: Patrick Abeln – Director of Aviation – 780-4736
Terrence Freiburg – Purchasing Manager – 541-4308

DISTRICT(S) AFFECTED: 3

SUBJECT:

Request that the Purchasing Manager of the Financial Services Department, Purchasing Department be authorized to issue a Purchase Order to GTSI Corp. for TSA Area Security Cameras in the amount of \$1,195,643.19. This procurement is being facilitated through the U.S. Communities Purchasing Alliance Program contract with GTSI Corp.

Also, request that any necessary budget transfers regarding this item be approved.

BACKGROUND / DISCUSSION:

The Department of Aviation would like to use contract RQ03-605674-16A of the U.S. Communities Purchasing Alliance Program. The participation of the City of El Paso in the U.S. Communities Program has been approved by City Council and has been previously used for purchases. GTSI Corp. is a listed contractor under the U.S. Communities Program under the "Technology Solutions" category. GTSI Corp. has performed work of a similar nature at other Airports in the country. All fees for participating in the U.S. Communities program will be paid by GTSI, Corp.

PRIOR COUNCIL ACTION:

Council approved participation in the U.S. Communities Purchasing Alliance Program in July 2006, and recommended continued participation in the program in January 2007.

Resolution approved July 29, 2008 approving an "Other Transaction Agreement" between the City of El Paso and the Transportation Security Administration.

AMOUNT AND SOURCE OF FUNDING:

\$1,195,643.19
62620028-41089-PAP0049-508027

This is a federally funded project where the Transportation Security Administration will reimburse El Paso International Airport 100% for the cost for the acquisition and installation of the camera system.

BOARD / COMMISSION ACTION:

N/A

*****REQUIRED AUTHORIZATION*****

LEGAL: (if required) _____ **FINANCE:** (if required) _____

DEPARTMENT HEAD: _____
(Example: if RCA is initiated by Purchasing, client department should sign also)

Information copy to appropriate Deputy City Manager

APPROVED FOR AGENDA:

CITY MANAGER: _____

DATE: _____

PROJECT FORM

DATE: September 24, 2008

PROJECT: TSA Area Security Cameras DEPARTMENT: Aviation

BUDGET NO: 62620028-508027-41089-PAP0049

FUNDING SOURCE: Airport Camera System

REPRESENTATIVE DISTRICT(S): 3

RECOMMENDATION: Vendor: GTSI Corp. Chantilly, VA Amount: \$1,195,643.19

Please place the following item on the REGULAR Agenda for the Council Meeting of October 7, 2008.

Item should read as follows:

Request that the Purchasing Manager for Financial Services, Purchasing Division, be authorized to issue a Purchase Order to GTSI Corp. (\$1,195,643.19), U.S. Communities Contract RQ03-605674-16A for TSA Area Security Cameras for the Aviation Department. The total amount is \$1,195,643.19. Participation by the City of El Paso in the U.S. Communities Purchasing Alliance Program was approved by the Mayor and Council on July 5, 2006.

In addition, request that any necessary budget transfers regarding this item be approved.

Total Amount: \$1,195,643.19 Funds Available in: 62620028-508027-41089-PAP0049

Department: Aviation

SPECIAL INSTRUCTIONS:

TOTAL RECOMMENDED AWARD: \$1,195,643.19

COUNCIL APPROVED [] REJECTED [] MUNICIPAL CLERK _____

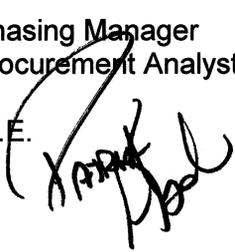
APPROVED: Terrence Freiburg Purchasing Manager Financial Services Department, Purchasing Division

COUNCIL MEETING DATE: October 7, 2008 Reviewed by Preston P. Dunavant Administrative Analyst



EL PASO INTERNATIONAL AIRPORT

TO: Terry Freiburg, Purchasing Manager
Mary Jane Lopez, Procurement Analyst

FROM: Patrick T. Abeln, A.A.E.
Director of Aviation 

DATE: September 23, 2008

SUBJECT: U.S. Communities Purchasing Alliance Program

RECOMMENDATION:

The following are the decision factors to be considered in determining whether utilizing a procurement program is the best approach to the purchase of a product (as approved by City Council on June 24, 2008). They are addressed in light of the proposed utilization of U.S. Communities Purchasing Alliance Program contract number RQ03-605674-16A (Technology Solutions) to issue a Purchase Order in the amount of \$1,195,643.19 to GTSI Corporation for Transportation Security Administration (TSA) Area Security Cameras.

1. *Is there an urgent need for the product/service? In other words, is time of the essence?*

Time is of the essence. The TSA operates the security checkpoint at El Paso International Airport. The cameras were installed by the TSA, however they have been removed by their contractor. Per mutual agreement between the TSA and EPIA, the purchase and installation of the new cameras will be provided by EPIA with funding provided by the TSA. City Council approved an agreement with the TSA on July 29, 2008 which authorized funding from TSA in an amount not to exceed \$1,277,362.00 for the purchase and installation of the camera system. The cameras are vital to security operations at the checkpoint at EPIA and installation of the new system is required as soon as possible to provide the proper level of security for the traveling public. This project will provide for the capabilities and resources to mitigate security concerns and avoid the evacuation of the terminal

The camera system desired by TSA and EPIA is available under the above referenced U.S. Communities contract. This allows the project to go forward

immediately versus issuance of a solicitation. Another benefit of utilizing the U.S. Communities program is that sensitive information regarding security camera design and location is not compromised as it would be with the issuance of a public solicitation.

2. Does the purchase through the Program promote the standardization of equipment?

Yes. The camera system proposed by GTSI will utilize, enhance and integrate with existing security system utilized by TSA and EPIA. This system has had proven success for the past 3.5 years in other Airports for similar TSA checkpoint uses.

3. Does the purchase through the program support local business? If not, is there a comparable product/service available locally.

There is no comparable contract vehicle available locally. SDi, with headquarters in Houston, Texas will be partnering with GTSI on this project. SDi is certified as a Federal HUBZone, Small Disadvantaged Business (SDB), State of Texas Historically Under-utilized Business (HUB).

4. Do the available vendors have prior work experience and or/familiarity with the City?

Yes, GTSI has worked previously with the City of El Paso. The project involved a route optimization product for the Environmental Services Department utilizing a U.S. Communities contract. Project was approved by City Council on August 5, 2008.

5. Is the pricing comparable (fair and reasonable) to other similar products/work performed in the past or quoted form other companies.

The pricing is fair and reasonable as dictated by the guidelines set forth by the U.S. Communities contract. This contract was competitively solicited through an RFP process conducted by the County of Fairfax and the U.S. Communities alliance. (Founding U.S. Communities sponsors are: NIGP, NACO, ASBO, National League of Cities and U.S. Conference of Mayors) Over 20 proposals were submitted and GTSI was awarded the contract based on price, breadth of offering, and value.

The Department of Aviation recommends utilizing the U.S. Communities Purchasing Alliance Program contract number RQ03-605674-16A (Technology Solutions) for this procurement.

The participation by the City of El Paso in the U.S. Communities Purchasing Alliance Program was approved by Mayor and City Council in July 2006, and recommended for continued participation in the program in January 2007.

El Paso International Airport

Proposal for

TSA Area Security Cameras, Option 2

Customer Contact:

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leticia.missirian@elpasotexas.gov

GTSI Point of Contact:

Mike Deakes
(512) 535-3382
michael.deakes@gtsi.com

Prepared:

September 16, 2008

GTSI Corp
3901 Stonecroft Boulevard
Chantilly, VA 20151-1010
800-999-GTSI



One Mission. Yours.

This proposal includes data that shall not be disclosed outside El Paso International Airport and shall not be duplicated, used, or disclosed—in whole or in part—for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of—or in connection with—the submission of this data, El Paso International Airport shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the El Paso International Airport right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in the sheets marked with the following legend: "Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this proposal."

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1 CORPORATE OVERVIEW

GTSI is a recognized IT solutions leader, focusing exclusively on Federal Government, state and local governments, and large systems integrators worldwide. For more than 20 years, GTSI has been delivering maximum value to our customers by employing industry leaders, developing solutions to meet customer-specific challenges, and by teaming with global IT leaders such as Microsoft, Cisco, Sun Microsystems, Symantec, HP, Veritas, Panasonic, and IBM. We combine our experience engineers, broad range of products and services, and our extensive contract portfolio to best support our customers.

By combining both products and services, GTSI is a one-stop shop providing customers with a single point of contact for all their IT needs. Headquartered in Northern Virginia, GTSI has offices throughout the United States and supports clients both CONUS and OCONUS in areas such as:

- **Professional Services.** GTSI provides a wide range of professional services in support of enterprise software, enterprise storage, enterprise (high-end) computing, networking and communications, and mobile and wireless. GTSI engineers provides our clients with the expertise necessary to design, build, and maintain complex network infrastructures in support of today's information dependent applications. Our technical experts perform storage needs assessments and design, implement, and manage IT infrastructure solutions that provide consolidated environments that support critical data flows over multiple networks.
- **Task Order Management.** The GTSI Program Management Office runs multiple, complex programs for our Federal Government and state and local government clients. We have PMP-certified Project Managers (PM) who support our government and System Integrator clients in task order management. Our PMs provide task order oversight, risk mitigation, project scheduling, staff management, and project reporting.
- **Procurement.** GTSI supports our client's procurement needs through our website, GTSI.com, which provides convenient, customized shopping zones to meet the specific and changing needs of our customers. Through the GTSI Technology Practices, we are able to offer solutions that best respond to client needs and challenges by providing information on cutting edge technology and not simply quoting a requested list of products.
- **Logistics and Integration Management.** GTSI has a proven logistics and integration practice available to our clients that can handle all equipment from warehouse and storage to integration and testing, and finally, to deployment. Every step in the process has been carefully thought out and documented and continues to go through our internal process improvement program. This ensures the highest level of customer satisfaction and quality allowing us to meet all customer-driven SLAs and changing expectations.
- **Maintenance and Ongoing Support.** GTSI and our partner's are able to offer worldwide depot and onsite maintenance support. GTSI offers first call support

for complex, multi-product solutions, thus reducing the quantity of information client's must retain for warranty support. GTSI provides onsite engineering support to provide hands on training and solution management.

2 GTSI TEAM

GTSI provides a full complement of additional, specialized services through carefully chosen partners who serve as GTSI-managed subcontractors. For this effort, GTSI is teamed with SDi, (herein called the "GTSI Team"), to provide the subject matter expertise required for this effort.

3 DESCRIPTION OF WORK

This project is intended to upgrade the existing camera systems at the El Paso International Airport. The scope is broken into three parts. These include: TSA Camera Replacement, El Paso Airport Camera Upgrade and Display Monitor Systems.

All of the camera systems for both the TSA and EPIA will be configured on the network for use inside the Verint systems. The GTSI Team will configure the private camera network, set up the servers and client users as well as the SAN.

3.1 Tasks

3.1.1 TSA Camera Replacement

The TSA is having all of their cameras and other equipment removed by the previous vendor. The GTSI Team will perform the reinstallation of ninety-two (92) new cameras in replacement of these units. Camera housings will be replaced in the facility and our team will install the new cameras in that same current locations. In each of five (5) IDF locations, the GTSI Team will install a new equipment rack to house the hardware that is required. Cisco switches, encoders, UPS power management, power over coax inserters, and the other hardware provided by the GTSI Team will be installed inside the rack. Existing cable will be reused for this installation.

IDF locations include Security Checkpoint, Baggage One, Baggage Two, East Concourse, and West Concourse. The cameras for the International area are going to feed into the West Concourse IDF. In addition to these replacement cameras, twelve (12) new cameras will be installed. These will be new IP cameras with Cat5e cable installations back to the appropriate IDF closet. These new cameras will also be configured across the network and will connect directly to the switch in the rack inside the appropriate IDF closet. The GTSI Team will configure all of the systems and balance the network for transmission across the fiber network to the main storage location in the basement of the GTSI Team supplied Verint system.

3.1.2 El Paso Airport Camera Upgrade

Under this design, the existing 109 cameras for the EPIA will have new Cat5e cabling run to them from local IDF closets around the airport. The existing cameras will be reused, however an encoder will be installed at the edge for the camera, power and serial control. This encoder will convert the camera output from coax to Ethernet. Local switches in these IDF closets will enable the cameras signals to run across the existing fiber network to the SAN.

The GTSI Team will configure all of the systems and balance the network for transmission across the fiber network to the main storage location in the basement of the facility. All cameras will be configured and tested to be working properly on the GTSI Team supplied Verint system.

3.1.3 Display Monitor Systems

In both the TSA operations center and the EPIA Dispatch center, there will be a series of four 42 inch LCD monitors installed on two dual mount floor stands. These units will be connected to the system for display of the camera images from the Verint system. High Resolution cables will be run from the supplied computers for this system.

Under the TSA and EPIA Option One scenario, the hardware requirements for the Verint Encoders are assumed as follows.

8 Port Encoder Requirement	
TSA Upgrade	8 Port Encoder
International	1
Check Point	6
Baggage One	3
Baggage Two	4
West Concourse	2
East Concourse	1
TSA Total	13
Option One Total	14

Under EPIA Option Two scenario, the Verint Encoders are not needed as the cameras will be IP cameras. However the breakdown of camera feeds to each IDF location and port count for switches are as follows:

Current Design IDF Location Breakdown	
IDF Location	Camera Feeds
TC-1	12
TC-10	3
TC-3	3
TC-13	1
TC-12	4
TC-6	8
TC-4-11	27
TC-8	12
TC-7	6
Customs	7
TC-5	10
TC-9	16

Under the TSA replacement camera and EPIA upgrade scenarios the camera counts are assumed as follows.

Camera Breakdown			
TSA Upgrade	Existing	New	Total
International	2	0	2
Check Point	43	0	43
Baggage One	17	0	17
Baggage Two	22	3	25
West Concourse	8	1	9
East Concourse	0	8	8
TSA Total Cameras	104		
Total Cameras	108		

4 ESTIMATED PERIOD OF PERFORMANCE

The GTSI Team estimates that the project will be completed in five (5) weeks.

The GTSI Team realizes the importance of delivering this solution in a timeframe conducive to the Customer. The GTSI Project Manager, the GTSI Engineer and the designated Customer Project Coordinator will develop a project schedule during the pre-

construction conference or ten (10) days after the execution of the Project Kickoff Meeting as it corresponds to the implementation of each sub-section.

Each sub-section, as broken down in this proposal or as grouped and mutually agreed upon in writing, may require a separate pre-construction conference prior to the issuance of any Notice to Proceed for that sub-section.

If the project schedule cannot be mutually agreed upon with in ten (10) days, any remaining unresolved items will be determined at GTSI's discretion. Project timeline assumptions will be based on independent design, approval, procurement, and construction periods.

If there are unexpected changes made by Customer that impede the schedule, or any discrepancies are identified including, but not limited to: structural defects, hazardous conditions, existing system capacity, or discovered compatibility issues, GTSI may choose to accept the additional work or submit a Change Order proposal to Customer. Otherwise, GTSI may be forced to request an extension to the period of performance at an increased cost which may exceed the originally proposed price.

Customer agrees to provide reasonable assistance to the GTSI when applicable to obtain all necessary construction and building permits, zoning variances, licenses, and any other approvals that may be necessary to develop or use sites as reasonably requested by Contractor. Delays due to waiting for building permits, zoning variances, licenses and any other approvals, which are not caused by the Contractor's failure to submit applications and information to the approving agencies in a timely manner ("Local Government Delays"), shall not be counted against the Contractor's proposed timeline for installation of the System. In the event of such Local Government Delays, the project schedule will be suspended and postponed until necessary approvals are received. Neither GTSI nor the Customer shall be liable for any claims or losses caused by Local Government Delays.

5 PROJECT PRICING

The total project price is offered at **\$1,195,643.19** for the work specifically defined herein.

Professional Services	Total Price
Project Manager	\$ 4,375.00
TSA Security Implementation Option 2	\$ 427,431.72
Travel & Expenses	\$ 1,652.70
Total of Services	\$ 433,459.42
Video Management System/Cameras/Storage	\$ 762,183.77
Total of Solution	\$ 1,195,643.19

Should any additional services be required for the scope within this proposal or that are outside of the scope of this proposal EPIA shall execute a Change Order according to the process listed in Appendix A below.

5.1 Product Pricing

The proposed products are provided for a total of **\$762,183.77**. Please refer to attached quote for the full break out of all products necessary to complete this project.

5.2 Services Pricing

The proposed professional services are provided on a firm fixed basis for a total of **\$433,459.42**.

5.3 Travel Pricing

Costs for Travel and Other Direct Costs (ODCs) will be billed separately according to actual usage and will not exceed **\$1,652.70**.

5.4 Payment Milestones

GTSI will invoice EPIA for all product and hardware upon receipt and signed acceptance at the project site listed within this proposal. If required by EPIA, GTSI may provide warehousing facilities onsite at GTSI or at a Subcontractor secured location. If requested, GTSI shall provide verification and confirmation of shipment to the Subcontractor's facility.

GTSI will invoice EPIA for the professional services performed at the completion of the project.

6 PERFORMANCE OF WORK

6.1 Location of Work

Work on this effort will be primarily performed at the EPIA designated location. Portions of the work associated with this Statement of Work may need to be completed at a GTSI subcontractor facility.

6.2 Hours of Work

Work may be performed at the EPIA site from 8:00A.M. to 5:00P.M, excluding all observed Federal holidays. Any required weekend or non-business hour work may require additional funding and must be coordinated through the GTSI Team with a modification of this proposal prior to execution.

7 PROJECT MANAGEMENT

The GTSI Program Management (PM) services are intended to help coordinate and streamline the support relationship between the Customer and the GTSI Team of partners. The GTSI PM is the Customer's advocate within GTSI and serves as the point of information delivery and feedback to the partner.

The Project Manager assigned to this project will be responsible for coordinating and tracking the necessary resources to meet your requirements, including the delivery of an operational system within the specified time schedule. The use of an experienced Project Manager will save you substantial money and improve schedule compliance by identifying potential problem areas, even when such problems exceed the normal scope of our work.

Project Manager tasks include:

- Attend the Project Kick-Off Meeting
- Attend the Pre-Construction Conference
- Hold bi-weekly In-Progress Reports (IPR) with the Customer Project Coordinator and the GTSI Team partner(s) to deliver information, and identify issues or problems
- Provide Status Reporting
- Liaison between Customer and the GTSI Team of partners
- Review the Deliverable Documents for Quality Assurance
- Attend the Project Close-Out Meeting

Additionally, GTSI will provide project support by reviewing agreed-upon deliverables to ensure they are delivered within time and scope. GTSI will also provide the required reporting and accounting tracking reports, and research discrepancies in accordance with the provisions of the contract and specifications of the customer.

8 TESTING AND ACCEPTANCE

The GTSI Project Manager, the GTSI Engineer and the designated Customer POC will develop a set of acceptance criteria to be documented and signed by both Parties within ten (10) days after the Project Kickoff Meeting. These acceptance criteria will be utilized to determine that the project has been completed and is acceptable by the customer. In the event that acceptance criteria cannot be agreed upon between the Parties, the project will be suspended and no work will be performed until such issues have been resolved.

Customer agrees that Testing and Acceptance shall be according to the component manufacturer's OEM specifications. Within ten (10) days after the Project Kickoff Meeting, Customer may review the OEM Testing and Acceptance criteria and make modifications upon written mutual agreement of both Parties. If Customer does not modify the Testing and Acceptance criteria within ten (10) days, the standard OEM specifications shall apply.

Installation Acceptance

Customer shall take full ownership and responsibility for any System equipment immediately as any component has been installed on Customer's property or any site described in this proposal. Customer will provide a designated Inspector to inspect, accept, and sign an Installation Acceptance document provided by GTSI. If the equipment is deemed unacceptable, GTSI shall remedy any problem to bring the installation into compliance with the Final Installation Plans and Specifications. After installation by GTSI, Customer shall be responsible for the cost of replacing and reinstalling any equipment that may become damaged, vandalized, or stolen. Unless Force Majeure conditions apply, installed equipment that is not inspected and accepted by Customer within ten (10) days after installation may be uninstalled by GTSI. Customer will bear any additional costs incurred by GTSI for the un-installation of equipment.

Operational Acceptance

The Parties understand that certain components, once installation and connected, can become active and operational for their intended purpose. Such activation may thereby provide Customer with "beneficial use" of that component. Upon activation of a component of the System and demonstration that such component satisfies the applicable criteria in the Acceptance Test Plan, Customer agrees to inspect, accept, and sign an Operational Acceptance document provided by GTSI. If the component is deemed unacceptable, GTSI shall remedy any problem to bring the equipment's operation into compliance with the Testing and Acceptance criteria. If the component is operational and provides beneficial use for its intended purpose but, for any reason, does not meet certain criteria listed in the Acceptance Test Plan, Customer and GTSI may mutually agree that such component is operational and therefore complete.

Final Acceptance

Final Project Acceptance will occur when GTSI has demonstrated that all System equipment and components are installed and operational. Each deliverable shall be assumed accepted ten (10) days after receipt by the Customer, unless the Customer otherwise notifies GTSI of nonconformance. All services shall be accepted pursuant to GTSI's terms and conditions detailed within this proposal.

9 DELIVERABLE ACCEPTANCE PROCESS

Written deliverable documents shall be delivered to the Customer Project Coordinator by GTSI in accordance with the time frames set forth in GTSI's project schedule. Prior agreement regarding written deliverable content and format shall precede performance and shall govern acceptance of the final written deliverable. Within ten days (or as otherwise mutually agreed in writing in advance) after receipt of each deliverable, the Customer POC shall promptly provide a single, conclusive, integrated set of consolidated written comments to the GTSI Project Manager. Any comments that identify changes desired by the Customer, which do not constitute errors or omissions based on the

requirements of the Statement of Work and GTSI's proposal, will be treated as a Change Order.

Due to the nature of a firm fixed price contract, GTSI is dependent upon all deliverables being received and reviewed by Customer within ten (10) days. Delays beyond ten days, unless agreed to in writing by the GTSI Project Manager prior to deliverable submission, shall be considered delays on the part of Customer. GTSI may seek compensation for these delays.

10 STANDARD WARRANTY

SDi warrants the system furnished to be free from defects in workmanship (i.e. cables, connections, structures) failure for a period of ninety days (90 Days) from the date of acceptance or first beneficial use, whichever occurs first. Warranty service for such defects will be handled in a reasonable and timely manner from the time of notification to SDi by the owner or their agent.

Manufacturer's equipment warranties are of varying lengths (usually 90 days to 1 year). SDi will warranty this equipment for the term established by the manufacturer on a depot basis only. Deliver warranty repair equipment to SDi, Attention: Service Department. Please include a copy of this form with each piece of equipment. Warranty does not apply to any product that has been subject to misuse, neglect, accident or operational error.

11 PROJECT ASSUMPTIONS

1. Encoders at the edge (camera location) are power over Ethernet.
2. All New Camera Installations will be via IP not Coax.
3. Security checks will be performed at no cost to the GTSI Team.
4. Using existing coax or IP cable.
5. Power for camera is over coax.
6. Cable for control of PTZ is in existing cable.
7. All power management and UPS is by others.
8. Analog camera at the edge sending analog to encoder in rack.
9. Encoder converting analog camera signal to IP.
10. Local central rack for each of the 5 areas identified as (Checkpoint, Baggage One, Baggage Two, East Concourse and West Concourse including International).
11. All new camera locations will be within 300 cable feet from the IDF switch and power.
12. Existing camera housing will be present.
13. Existing camera cat5 cabling will be present with functioning connector on both ends.
14. Existing Coax/Power cabling will be present with functioning connector on both ends.
15. Parking on site is provided at no charge.
16. Storage for tools and materials on site is provided.
17. Power for new camera installations is located within 300 feet of camera location.

18. All new camera and encoder power will be run low voltage.
19. All new cable is to be installed using Plenum rated Cable and not in conduit.
20. All Camera Mounting Plates and Hardware are to be supplied by others.
21. All locations for new camera installations are marked prior to project start date.
22. Replacement ceiling tiles as needed are supplied by others.
23. GTSI reserves the right to delay commencement of work, at no penalty to GTSI, until questions have been answered, permissions have been granted, and requested information has been provided.
24. Customer must inform GTSI in writing if any of the Project Assumptions cannot be met.

11.1 Inclusions

1. Labor associated with turnkey engineering, installation, programming, testing and training.
2. Coordination and cooperation with the owner's contact in regards to installing the system.
3. User training on system operation.
4. Any additional trips, labor or materials due to failure of the other work forces to have the rough-in work completed as anticipated and previously confirmed, will be added to the project billing as required.
5. The owner's architect will provide the GTSI Team's engineering department with all required architectural floor, reflected ceiling, building elevation, and section plans in Auto Cad format at no charge to the GTSI Team if requested.
6. This quotation is based on an installation site in the El Paso area. If this configuration is to be used at other sites, travel expenses may apply.

11.2 Exclusions

1. All conduit, high voltage wiring panels, breakers, relays, boxes, receptacles, etc.
2. Any related electrical work, including but not limited to 110VAC, conduit, core drilling, raceway and boxes.
3. IE analogue phone lines, ISDN lines, network ports, etc.
4. Concrete saw cutting and / or core drilling.
5. Fire wall, ceiling, roof and floor penetration, patching, removal or fire stopping.
6. Necessary sheet rock replacement and or repair.
7. Necessary ceiling tile or T-bar modifications, replacement and/or repair.
8. Any and all millwork (moldings, trim, etc.). All millwork or modifications to project millwork to accommodate the AV equipment is to be provided by others unless otherwise noted in this proposal.
9. Painting, patching or finishing of architectural surfaces.
10. Permits (unless specifically provided for elsewhere in the contract).
11. HVAC and plumbing relocation.
12. Rough-in, bracing, framing, or finish trim carpentry for installation
13. Cutting, structural welding, or reinforcement of structural steel members required for support of assemblies, if required

14. Any applicable taxes, permits or bonds related to the project.
15. All normal shipping costs not part of original quote, added as a pass through cost to progress billing.
16. Unless otherwise specified, the warranty provisions in this contract do not cover owner furnished equipment. In addition, owner furnished equipment shall not be controlled unless otherwise stated in the inclusions (above).
17. Owner furnished equipment or equipment by others that is integrated into the systems (as described above) is assumed to be current industry acceptable equipment in good working order. If it is determined that this equipment is faulty upon installation or adversely affects the system, additional project charges may be incurred.

12 GENERAL ASSUMPTIONS

1. The information in this document is based on the most recent information available to the GTSI Team. The scope of work and associated costs in this document may be adjusted should new or more detailed information become available regarding the project. Any changes will be agreed upon by both the GTSI Team and the EPIA. The most recent Proposal at the time of contract will govern performance.
2. The information provided in this document is based on EPIA specification and requirements provided by the EPIA, and are developed based on and in accordance with the OEM specifications.
3. No members of the GTSI team, unless specified elsewhere in this proposal, are required to hold current and active security clearances or citizenships to assist in execution of this project.
4. EPIA will provide the GTSI team with an onsite contact for the duration of the project.
5. EPIA will provide the GTSI team with adequate security access to perform the project, including facility access, network access and device access.
6. EPIA will provide the GTSI team with adequate documentation to perform the project, including facility diagrams, network diagrams and configurations and device diagrams and configurations.
7. When required, EPIA will provide the GTSI team timely access to appropriate resources within the EPIA facilities, including, but not limited to: related employees, vendors, developers, consultants, work space, training space, staging space, hardware, software, network connections, test data and live data. Any material delay in providing such reasonable accommodations shall be considered a delay on the part of the EPIA.
8. EPIA will ensure that adequate HVAC is in place to support standard working conditions and the operation of the installed product.
9. EPIA will provide information as requested by the GTSI team in a timely fashion, including completing and returning all GTSI-provided templates. The GTSI team will not be responsible for any delays caused due to failure by EPIA to supply

- information requested by the GTSI team for this project. Any down time not the fault of the GTSI team will result in an extension to the period of performance.
10. This proposal is valid for a period of thirty (30) days from receipt of proposals.
 11. EPIA authorizes the use of the Subcontractor (SDi) for the tasks outlined in this proposal.
 12. GTSI assumes that all information contained within the proposal to be true and correct to the knowledge of the EPIA. Based on that assumption, pricing is being provided as per the requirements provided by the EPIA. If during the performance of this contract any discrepancies or changes are identified, GTSI may choose to accept the additional work or submit a change order proposal to the EPIA. Any changes will be agreed upon by both the GTSI Team and the EPIA.
 13. All deliverables will be set up with a corresponding schedule or as set forth within the proposal. GTSI will make every effort to deliver within the timeframe as set forth. If, however, there are unexpected changes made by the EPIA that impede the schedule, GTSI will be forced to request an extension to the period of performance.
 14. All requests for Modifications or Changes Orders shall be submitted in written form and be mutually agreed upon prior to execution.
 15. GTSI assumes that reports and/or deliverables (except as noted within our technical proposal) will be submitted in electronic format. Formal, bound reports are not included in the Proposal price. Should requirements arise for the submission of formal, bound reports, GTSI shall propose subsequent pricing as appropriate.
 16. The GTSI proposal is dependent upon deliverables being received and reviewed within ten (10) business days. Delays beyond ten (10) business days, unless agreed to prior to deliverable submission, shall be considered delays on the part of the EPIA. GTSI may seek an extension to the period of performance.
 17. EPIA will review all deliverables and provide comments within an agreed upon schedule. Work on the next phase of the project shall not commence until the EPIA provides written notice of approval/acceptance.
 18. The GTSI offer is limited to only those areas that are proposed.
 19. Requests by GTSI for resources and/or meetings will be acknowledged by an authorized representative of EPIA to include an estimate of time required to make available the requested resources should resources be required.
 20. All meetings involving GTSI shall be conducted at mutually agreed upon times and locations between EPIA and GTSI without unreasonable delay. Both Parties will make available appropriate personnel to provide maximum value to the meeting.
 21. Any modifications proposed to the scope within this proposal must be negotiated and approved by both parties in writing prior to work continuing.
 22. All support and deliverables will be provided in United States English.
 23. GTSI assumes that there will be only one EPIA Project Coordinator assigned to lead each task order and who will enjoy full support from EPIA senior management. Under this arrangement it is assumed the appropriate EPIA personnel will be available on a timely basis to work with GTSI representatives,

- and that management will provide authority to the EPIA Project Coordinator sufficient to support the full scope of the project.
24. Any enhancements to or modifications of (upgrades, product discontinuations, etc.) any software or hardware utilized in the support of the "Project" not covered in this proposal will be negotiated as a separate price.
 25. **TERMINATION BY EPIA.** It is mutually understood and agreed by GTSI and EPIA that the EPIA may terminate this Agreement, in whole or in part for the convenience of the EPIA, upon fourteen (14) consecutive calendar days written notice. It is also understood and agreed that upon such notice of termination, GTSI shall cease the performance of services under this Agreement. Upon such termination, GTSI shall provide one final invoice for all services completed and reimbursable expenses incurred prior to the EPIA's notice of termination. EPIA shall compensate GTSI in accordance with this Agreement; however, the EPIA may withhold any payment to GTSI that is held to be in dispute for the purpose of setoff until such time as the exact amount due from the EPIA is determined. Nothing contained herein, or elsewhere in this Agreement shall require the EPIA to pay for any services that are not in compliance with the terms of this Agreement and its attachments.
 26. **TERMINATION BY EITHER PARTY.** It is further understood and agreed by GTSI and EPIA that either party may terminate this Agreement in whole or in part. Such a termination may be made for failure of one party to substantially fulfill its contractual obligations, pursuant to this Agreement, and through no fault of the other party. No such termination shall be made, unless the other party being terminated is granted: a) written notice of intent to terminate enumerating the failures for which the termination is being sought; b) a minimum of seven (7) consecutive calendar days to cure such failures; and c) an opportunity for consultation with the terminating party prior to such termination. However, the EPIA retains the right to immediately terminate this Agreement for default if GTSI violates any local, state, or federal laws, rules or regulations that relate to the performance of this Agreement. In the event of termination by the EPIA pursuant to this subsection, the EPIA may withhold payments to GTSI for the purpose of setoff until such time as the exact amount due GTSI from the EPIA is determined.
 27. It is further understood and agreed by GTSI and the EPIA that hardware and software components with respect to which GTSI received authorization to place orders with vendors following the project kickoff, but prior to the date of termination, cannot be returned by the EPIA unless they are defective in accordance with the warranty provisions stated herein; and the EPIA agrees to reimburse GTSI for the full cost of all such hardware and software.
 28. **TERMINATION SHALL NOT BE CONSTRUED AS RELEASE.** Termination by either party shall not be construed as a release of any claims that the terminating party may be lawfully entitled to assert against the terminated party. Further, the terminated party shall not be relieved of any liability for damages sustained by the terminating party by virtue of any breach of this Agreement.

FAIRFAX COUNTY/US COMMUNITIES



OVERVIEW OF THE U.S. COMMUNITIES BID TABULATION AND SELECTION PROCESS

1. 21 competitive proposals were received

CDW-G	Gateway	Micron
CompUSA	Global	MicroWarehouse
Dell	GTSI	Minolta
DISYS	GovPlace	Office Depot
DLT Solutions	Insight	Sigma
Evisions	Ismart	SoftwareHouse
Equus	Mainline	Unisys

2. Three proposals made it through the technical evaluation process where vendors were technically ranked based on the following:
 - a. Company
 - b. Distribution
 - c. Marketing
 - d. Products
 - e. Administration

The 3 final vendors were GTSI, CDW-G, and Micro Warehouse.

3. Following this process, the final 3 vendors had their Business/Cost proposals reviewed where they were ranked on reasonableness of cost based on the business proposal evaluation criteria (Factors A-E).
4. Combined technical and business/cost proposals rankings were as follows. These were the companies invited to the Oral Interview and Demonstration.

GTSI	184.18
CDW-G	178.64
MicroWarehouse	160.12
5. There were no discernable weaknesses regarding GTSI.



FAIRFAX COUNTY

DEPARTMENT OF PURCHASING & SUPPLY MANAGEMENT
12000 Government Center Parkway, Suite 427
Fairfax, Virginia 22035-0013

www.co.fairfax.va.us/dpsm

V I R G I N I A

Telephone: (703) 324-3201 Fax: (703) 324-3228 TTY 1-800-828-1140

Date: July 24, 2003

Revised NOTICE OF AWARD OF CONTRACT

SUBJECT: Computers: Brand Name, Peripherals, Software, and Related Services

CONTRACT NUMBER: RQ03-605674-16A

COMMODITY CODE: 3573, 3577 & 7374

CONTRACT PERIOD: May 1, 2003 through April 30, 2006

RENEWALS: 3-1 Year renewals (Paragraph 25 of the Special Provisions)

SUPERSEDES CONTRACT: RQ00-341360-16A-G

CONTRACTOR:

A - GTSI Corp.
3901 Stonecroft Boulevard
Chantilly, Virginia 20151-1010

Contact: Pete Rivers/Steve Hammond
Telephone: (800) 681-2378
Website: www.gtsi.com/uscommunities

VENDOR CODE:

B541248422 02

DISCOUNTS: See Attached for discounts per manufacturer

DPSM CONTRACTUAL CONTACT:

Lounette Robinson, CPPB
Telephone Number: (703) 324-3281
E-mail: lonnette.robinson@fairfaxcounty.gov

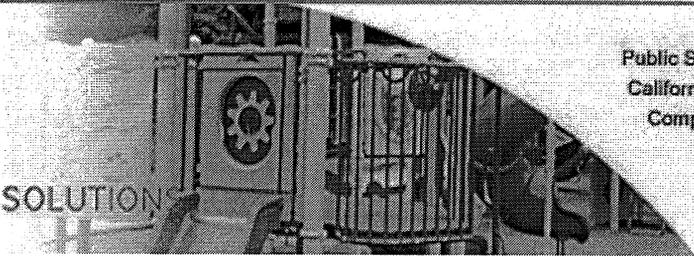
SPECIAL INFORMATION AND INSTRUCTIONS FOR FAIRFAX COUNTY AGENCIES ONLY:

A purchase order will be issued by the Department of Purchasing and Supply Management to the Contractor for each County Agency utilizing this contract. The purchase order will cite the period of time and will indicate an agency authorization order code to be used when ordering to identify those County employees who are authorized to place orders/calls.



Think of
US first
for PROVIDING SOLUTIONS

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California
Complia



U.S. COMMUNITIES

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CONTRACT and RFP DOCUMENTS

All U.S. Communities contracts have been competitively solicited by a lead public jurisdiction in accordance with their public purchasing rules and regulations.

Office/School Supplies

- [Office Depot](#)

Office Furniture

- [Haworth](#)
- [Herman Miller](#)
- Knoll
- KI (Krueger Intl.)

School Furniture

- Virco

Technology Solutions

- [GTSI Corp.](#)

Office Machines

- [Ricoh Americas Inc.](#)
 - Lanier
 - Ricoh
 - Savin

Housing Compliance Services

- Compliance Services, LLC

P.E. Supplies

- [Sportime](#)

Auto Parts & Accessories

- [AutoZone](#)
- ALLDATA

Science/Labware Supplies

- Fisher Science Education

Maintenance and Hardware Supplies

- [HD Supply Facilities Maintenance](#)
- The Home Depot

Electrical Products

- Graybar

Telecommunications Supplies

- Graybar

Homeland Security Solutions

- Hagemeyer NA

Technology Products

- [Tech Depot](#)

Park & Playground

- Gametime
- Little Tikes
- Landscape Structures

Roofing Supplies & Services

- HCS

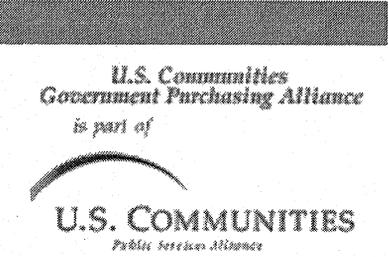
Janitorial Supplies

- ZEP Manufacturing Co.

Synthetic Turf & other Athletic Surfaces

- GSV/AstroTurf USA

NOTE: Clicking the supplier link will open a new window. If your pop-up blocker is enabled, please hold Ctrl key and click the link to open the supplier contract.



TECHNOLOGY PRODUCTS AND SOLUTIONS CONTRACT

Solicited by County of Fairfax, Virginia

Contract Term: 3 years

May 1, 2003 to Apr. 30, 2006

Extension: Extended until April 30, 2009; ability to extend up to an additional 12 months



[Click Here to Request Contact](#)

www.gtsi.com
Tel. No. (800) 681-2378
Fax. No. (703) 222-5212
uscommunities@gtsi.com

Contract Documents

- [Contract No. RQ03-605674-16A](#)
 - [Contract Extension \(4/30/2009\)](#)
 - [Amendment \(see Fairfax County website\)](#)
-

RFP Documents

- [Request For Proposal](#)

No. of suppliers participated in the solicitation process:
1500 invited; 21 responded; posted on the web

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