



CITY OF HOLLYWOOD, FLORIDA

PROCUREMENT SERVICES DIVISION

Piggybacking Request Form

(Use for purchase(s) over \$25,000, when piggybacking off other contracts)

Date 04/02/2019

Department/Office Police

Division/Area CCTV

Contract Administrator Edgardo Ramos

Title Officer

Phone 954-967-4383

Email eramos@hollywoodfl.org

1. Requested Vendor Safeware

Vendor Number 27526

Address 4403 Forbes Blvd, Lanham, MD. 20706

Contact Person Peter Van kirk

Title Dir. Govt. Security Solutions

Phone 561-400-1029

Email pvankirk@safewareinc.com

2. Contract title requesting to piggyback? The Safeware Mallory "Homeland Security/Public Safety & Emergency Preparedness" US Communities Cooperative Contract-contract number #4400008468. Contract documents can be found here. <https://www.uscommunities.org/suppliers/safeware-mallory/safeware-mallory-contract/>

Awarding Agency Fairfax County VA

Contract Expiration Date 5 year initial

Copy of Contract and Awarding Agency documentation is attached.

Yes No

3. Product/Service being requested (be specific). Install a fixed license plate reader(LPR) at 5451 Washington St.

Procurement Service Division use only

Requisition # R
(As Applicable)

Purchase Order # P
(As Applicable)

Blanket Purchase Order # BPO
(As Applicable)

4. Detailed description of the products/services function and purpose. The City wishes to enhance public safety by installing additional license plate recognition (LPR) technology across key areas of the City. This technology has proved to assist in serving as a deterrent to crime and serves as a forensic tool to solve crimes after they occur. The cameras will record the exterior of vehicles for the purpose of capturing license plates. The location in which this system will be installed is 5451 Washington St, Broward County Property Appraiser Folio number 5142 07 12 0680, Abbreviated Legal Description is "Hollywood Hills Second ADD 56-33 B Tract A". The owner of the said location is City of Hollywood Department of Community and Economic Development. A pole will be erected on the west most portion of the property close to 56th Ave not to interfere with the Park Visitors. The LPR system will be affixed at a height not to interfere with pedestrian traffic along the sidewalk. The system will include two (2) cameras that have the capability to read the north and south lanes of 56th Ave traffic at the posted speed limit. Each lane will be monitored adequately with the equipment. Permitting and Installation phase will be completed by the vendor and will include installation of all required License Plate Recognition System infrastructure (cameras, poles, power, hardware brackets and all necessary components for external performance). Vendor shall provide pricing which includes service and maintenance for the entire LPR system for a period of four (4) years.

5. Please explain what process the Department/Office took to verify and/or identify this contract. Recommended by Procurement Services.

6. Were alternative contracts evaluated to determine that the City is obtaining the most advantageous contract pricing for the required product/service?

Yes No

Please explain _____

7. Total cost of the requested product/service. \$49,983.15

8. Total estimated annual (fiscal year) cost of requested product/service 4yr included in cost

Account Number(s) 13.2000.20241.521.006453 _____

9. Is this product/service covered by a warranty? Yes No

If yes, please attach a copy of the warranty details.

10. Would this purchase(s) result in the potential of future purchases for related products/services being restricted to a particular vendor or create a specific vendor as sole source provider for related items?

Yes No

If yes, please describe the related products/services and estimated cost(s.) _____

11. Would this purchase(s) result in any future maintenance costs which are not included in the initial purchase?

Yes No

If yes, please attach a draft maintenance plan which includes cost estimates and funding source(s.) _____

12. Is this a grant related purchase? Yes No

Procurement Service Division use only

Requisition # R _____
(As Applicable)

Purchase Order # P _____
(As Applicable)

Blanket Purchase Order # BPO _____
(As Applicable)

If yes, please provide details (timeline, expiration dates, milestones, special procurement requirements, etc.) JAG 2016, expiration date 9-30-19

Will this require matching funds? Yes No

What is the grant source? JAG 2016

What is the grant (dollar) amount? \$53,976.00

13. Please complete an advanced search of the vendor recommended for award on the Federal Government's Systems for Award Management at www.sam.gov.


Date of Advanced Search 04/02/2019

Company Name(s) Searched
Safeware

Search Results
Active Registration Status

REQUESTING DEPARTMENT RECOMMENDATION

Note: By signing and returning this form, you are verifying and acknowledging that you have reviewed all portions (scope, terms, conditions, pricing, etc.) of the requested contract and recommend its approval based on the contract complying with the City of Hollywood's scope and pricing requirements and to the best of your knowledge the contract does not violate any applicable policy, statute, governing rule or regulation.

 2748
Contact Person's Signature

4-2-19
Date

 2588
Supervisor's Signature

4/2/19
Date


Director's Signature

4-2-19
Date

APPROVAL (Procurement Service Division Use Only)			
Verified By:		Date	
Approved By:		Date	

Procurement Service Division use only

Requisition # R _____
(As Applicable)

Purchase Order # P _____
(As Applicable)

Blanket Purchase Order # BPO _____
(As Applicable)



QUOTATION

4403 Forbes Blvd.
 Lanham, MD 20706-4328
 USA
 301-683-1234
 www.safewareinc.com

Order Number	
1631654	
Order Date	Page
4/2/2019 08:52:13	1 of 3

Quote Expires On 4/16/2019

Bill To: Customer ID: 67038
 City of Hollywood
 P.O. Box 229045
 Attn: Accounts Payable
 Hollywood, FL 33022-9045
 USA
 954-921-3380

Ship To:
 Hollywood Police Dept.
 3250 Hollywood Boulevard
 Hollywood, FL 33021

Requested By: Officer Ed Ramos

<i>PO Number</i>	<i>Taker</i>	<i>Email</i>
Washington Park Quote	Lori Orantes	lorantes@safewareinc.com
<i>Freight Terms</i>	<i>Phone</i>	<i>Fax</i>
Bill Freight	301-683-1212	301-683-1200

<i>Quantities</i>				<i>Item ID</i>	<i>Item Description</i>	<i>Pricing UOM</i>	<i>Unit Price</i>	<i>Extended Price</i>
<i>Ordered</i>	<i>Allocated</i>	<i>Remaining</i>	<i>UOM Unit Size</i>					
1.00	0.00	1.00	EA	PVANKIRK		EA	0.00	0.00
				1.0	For questions regarding this proposal please contact: Peter Van Kirk Safeware-Mallory Director-Government Security Solutions (M) 561-262-8343 (O) 561-400-1029 (F) 804-236-0429 (E) pvankirk@safewareinc.com			

1.00	0.00	1.00	EA	VET FIX ALPR DUAL CAM		EA	26,123.60	26,123.60
				1.0	Vigilant Fixed ALPR Dual Camera Encl Fixed LPR Enclosure Package w/2 Cameras			

Order Line Notes: Software:

- CarDetector LPR server software for up to 35 points of capture
- LPR software is compatible with Vigilant's nationally hosted LEARN LPR data server
- Centralized web based LPR system and data management
- Full suite of LPR tools including data analytics

Hardware:

- Qty2 Combination IR / Color Reaper LPR Camera - 75mm lens package
- Includes RAM mounting bracket
- NTSC video format



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Order Number	
1631654	
Order Date	Page
4/2/2019 08:52:13	2 of 3

Quote Expires On 4/16/2019

Quantities					Item ID	Pricing UOM	Unit Price	Extended Price
Ordered	Allocated	Remaining	UOM Unit Size	Disp.				
					<ul style="list-style-type: none"> • Solid state digital signal processor unit - No moving parts • Wiring harness w/ single point power connection • DOT Certified LPR Enclosure • 120v surge protector w/ fault sensor • 10A 12vdc Power Supply • 6 Port Industrial Switch • Router / Modem Combo • Remote Monitoring Hardware • Industrial Micro PC w/ i5 processor, Windows 10 Pro license, 8GB Ram, 128GB SSD • Interior mounted fan for air circulation inside enclosure • Interior Temperature sensor • All necessary mounting brackets for LPR enclosure pole mount on standard pole 			
2.00	0.00	2.00	EA		VET VS-BSCSVC-02	EA	505.62	1,011.24
				1.0	Vigilant CLK Fees, CLK Tier 2	1.0		
					Vigilant LPR Basic Service Package for Hosted/Managed LPR Deployments			
					<i>Order Line Notes:</i> <ul style="list-style-type: none"> • Managed/hosted server account services by Vigilant o Includes access to all LEARN and CarDetector software updates • Requires new/existing Enterprise Service Agreement (ESA) • Priced for 1 Cameras per year 			
2.00	0.00	2.00	EA		VET ALPR PMK	EA	219.10	438.20
				1.0	Vigilant Pole Mount Kit	1.0		
					<i>Order Line Notes:</i> Camera Mounting Accessories <ul style="list-style-type: none"> • Made for heavy weighted LPR cameras or high impact applications • Pole Mount Kit • One required per camera 			
1.00	0.00	1.00	EA		VET FIX ALPR INST	EA	2,191.01	2,191.01
				1.0	Vigilant Fixed ALPR Installation Service	1.0		
					Installation of ALPR Enclosure			
					<i>Order Line Notes:</i> <ul style="list-style-type: none"> • Included Mounting of Camera Arms / Enclosure • Includes tapping of existing power / fiber necessary for local power / connectivity (assumes power / connectivity is already at base of pole) 			
1.00	0.00	1.00	EA		VET ELEC CONT SERV	EA	16,848.31	16,848.31



QUOTATION

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 301-683-1234
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Order Number	
1631654	
Order Date	Page
4/2/2019 08:52:13	3 of 3

Quote Expires On 4/16/2019

Quantities					Item ID Item Description	Pricing UOM Unit Size	Unit Price	Extended Price
Ordered	Allocated	Remaining	UOM Unit Size	Disp.				
				1.0	Electrical Contractor Services			1.0
<i>Order Line Notes:</i>					Supply and install new conduit from street to center of park where electrical service is located approx 300'. Cross underneath two sidewalks. Supply and install new aluminum 12' pole. Supply and install new 20amp circuit in panel. Supply and install new #10 THHN wires from panel to camera pole 3x315' = 945' Total Re-sod grass area when trenching complete.			
1.00	0.00	1.00	EA		VET REAPER WARR	EA	3,370.79	3,370.79
				1.0	Vigilant Warranty - Reaper 4 years LPR Enclosure - Extended Warranty - 4 years			
1.00	0.00	1.00	EA		USC	EA	0.00	0.00
				1.0	U.S. Communities Contract #4400008468 Public Safety and Emergency Preparedness Standard freight within continental US is paid, all HAZMAT or expedited freight will be billed. *Agency must be registered with U.S. Communities at www.uscommunities.org			

Total Lines: 8

SUB-TOTAL: 49,983.15

TAX: 0.00

AMOUNT DUE: 49,983.15

Actual freight added per freight terms



County of Fairfax, Virginia

To protect and enrich the quality of life for the people, neighborhoods and diverse communities of Fairfax County

Date of Award: JUN - 7, 2018

Safeware, Inc.
4403 Forbes Blvd
Lanham, MD 20706

Attention: Rick Bond, Vice President of Sales

Reference: RFP2000002547; Public Safety and Emergency Preparedness Equipment and Related Services

Dear Mr. Bond:

Acceptance Agreement

Contract Number: 4400008468

This acceptance agreement signifies a contract award for Public Safety and Emergency Preparedness Equipment and Related Services. The period of the contract shall be from October 1, 2018 through September 30, 2023 with renewals of five (5) additional years, one (1) year at a time or a combination of the years, by mutual agreement of both parties.

The contract award shall be in accordance with:

- 1) This Acceptance Agreement; and
- 2) The Attached Memorandum of Negotiations.

Please note that this is not an order to proceed. A Purchase Order, which constitutes your notice to proceed, will be issued to your firm. Please provide your Insurance Certificate according to Fairfax County Special Provisions, Section 1 (Insurance) within ten (10) days after receipt of this letter.

Sincerely,

Cathy A. Muse, CPPO
Director/County Purchasing Agent

AM

Department of Procurement & Material Management
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035-0013

Website: www.fairfaxcounty.gov/dpmm

Phone 703-324-3201, TTY: 1-800-828-1140, Fax: 703-324-3228



County of Fairfax, Virginia

To protect and enrich the quality of life for the people, neighborhoods and diverse communities of Fairfax County

MEMORANDUM OF NEGOTIATIONS RFP 2000002547

Public Safety and Emergency Preparedness Equipment and Related Services

The County of Fairfax (hereinafter called the County) and Safeware, Inc. and Mallory Safety and Supply, LLC. (hereinafter called the Contractor) hereby agree to the following in the execution of Contract 4400008468 with Safeware, Inc. and Contract 4400008495 with Mallory Safety and Supply, LLC. (hereinafter called the Contract) for the provision of public safety and emergency preparedness equipment and related services. The final Contract contains the following documents:

- a. The County's Request for Proposal RFP 2000002547 and all Addenda;
- b. The Contractor's Technical Proposal and Cost Proposal dated March 8, 2018;
- c. The Contractor's response to clarification questions dated March 28, 2018.
- d. The Contractor's response to Items for negotiation dated April 12, 2018.
- e. This Memorandum of Negotiations;
- f. County's purchase order;
- g. Any subsequent amendments to the Contract.

In addition, the County and the Contractor agree to the following:

1. The parties to this Contract acknowledge that Safeware, Inc. submitted a proposal, on behalf of Safeware, Inc. and Mallory Safety and Supply, LLC., in response to RFP2000002547. Mallory Safety and Supply, LLC. acknowledges and agrees to provide public safety and emergency preparedness equipment and related services to Participating Public Agencies of the states of Alaska, Hawaii, Washington, Oregon, California, Arizona, Nevada, New Mexico, Wyoming, Idaho, Montana, and Utah and to assume all responsibilities and obligations under this Contract for its designated territory. Safeware, Inc. acknowledges and agrees to provide public safety and emergency preparedness equipment and related services to Participating Public Agencies located in all other states of the United States, not identified above and to assume all responsibilities and obligations under this Contract for its designated territory. Contract number 4400008468 has been assigned to Safeware, Inc. and Contract number 4400008495 has been assigned to Mallory Safety and Supply LLC. to facilitate ordering.
2. The Contractor shall provide eCommerce rebates as outlined below:
 - If 30%-69.99% of total invoiced sales are received by website orders at the conclusion of each contract year, a 0.5% rebate will be provided on purchases made through eCommerce.
 - If 70% or greater of total invoiced sales are received by website orders at the conclusion of each contract year, a 1% rebate will be provided on purchases made through eCommerce.
 - Conditions: The agency total purchases for the annual contract period must be greater than \$20,000. Ecommerce is defined as any order placed through Safeware or Mallory's website or fully integrated third party marketplace where the Participating Public Agency's orders and Safeware-Mallory's Invoices are transacted via EDI, XML or cXML. Ecommerce rebates cannot be combined with other rebates, early payment discounts, or where the buying agency or procurement platform charges an administrative or transaction fee.

Department of Procurement & Material Management
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035-0013

Website: www.fairfaxcounty.gov/dpmm

Phone 703-324-3201, TTY: 1-800-828-1140, Fax: 703-324-3228

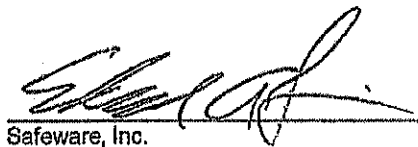
3. Large sales greater than \$20,000 may be eligible for additional price discounts from manufacturers and will be automatically flagged in the Contractor's system to seek additional price concessions from manufacturers.
4. For purchase of services under this Contract, the Contractor shall provide a minimum of 10% discount from Safeware and Mallory's list price. The pricing for services may be negotiated to a lower price.
5. The Contractor acknowledges and agrees that the County and the Participating Public Agencies reserve the right to review and negotiate the license and maintenance terms and conditions prior to any purchase of software under this Contract and that the Contractor will provide full support for executing the negotiated license/maintenance agreement(s) by the County/Participating Public Agencies and the software publisher. The Contractor also agrees to obtain agreement from its software publishers that their shrink wrap, browse wrap, click through, or similar processes are for access purposes only, and any terms and conditions offered in or referenced by those procedures will have no force or effect.
6. The Contractor shall hold the discount rate of 41% for equipment and 10% for services firm for the entire contract term including renewal periods.
7. The parties mutually agree that the first sentence of Paragraph 1.3 of Section 1 titled Insurance (Fairfax County Special Provisions) is deleted and is replaced with the following language:

No change, cancellation, or non-renewal shall be made in any insurance coverage without a thirty-day written notice to the County Purchasing Agent and/or Risk Manager.

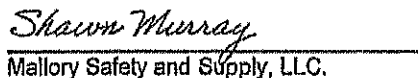
8. The parties mutually agree that the Paragraph 1.2 b. of Section 1 titled Insurance (Fairfax County Special Provisions) is deleted and is replaced with the following language:

The contractor agrees to maintain Commercial General Liability insurance in the amount of \$1,000,000 per occurrence/aggregate, to protect the contractor, its subcontractors, and the interest of the County, against any and all injuries to third parties, including bodily injury and personal injury, wherever located, resulting from any action or operation under the contract or in connection with contracted work.

ACCEPTED BY:


Safeware, Inc.

6/6/18
Date



Shawn Murray
Mallory Safety and Supply, LLC.

6/6/18
Date


Cathy A. Muse CPPO
Director/County Purchasing Agent

6/7/18
Date

BUDGET APPROPRIATIONS REQUEST

Date: April 2, 2019 **Division:** C.I.D. Section: CCTV Prepared by: Officer E. Ramos #2748 
Unit Supervisor: Sgt P Vanegas #2191 **Date:** April 2, 2019

Justification: The City wishes to enhance public safety by installing additional license plate recognition (LPR) technology across key areas of the City. This technology has proved to assist in serving as a deterrent to crime and serves as a forensic tool to solve crimes after they occur. The cameras will record the exterior of vehicles for the purpose of capturing license plates. The location in which this system will be installed is 5451 Washington St, Broward County Property Appraiser Folio number 5142 07 12 0680, Abbreviated Legal Description is "Hollywood Hills Second ADD 56-33 B Tract A". The owner of the said location is City of Hollywood Department of Community and Economic Development. A pole will be erected on the west most portion of the property close to 56th Ave not to interfere with the Park Visitors. The LPR system will be affixed at a height not to interfere with pedestrian traffic along the sidewalk. The system will include two (2) cameras that have the capability to read the north and south lanes of 56th Ave traffic at the posted speed limit. Each lane will be monitored adequately with the equipment.

Permitting and installation phase will be completed by the vendor and will include installation of all required License Plate Recognition System infrastructure (cameras, poles, power, hardware brackets and all necessary components for external performance).

Vendor shall provide pricing which includes service and maintenance for the entire LPR system for a period of four (4) years.

This purchase has been approved and funded by JAG 2016 account number 13.2000.20241.521.006453

ITEM	AMOUNT	TYPE	COLOR	SIZE	STOCK/MODEL #	EST. UNIT COST	EST. TOTAL COST
1. See attached detailed quote.	1					\$49,983.15	49,983.15
2.							
3.							
4.							
5.							

BRAND NAME	FIRM HANDLING ITEM	SALES REPRESENTATIVE	PHONE
1.	Safeware	Peter Van Kirk	561-400-1029
2.			

SPECIAL INSTRUCTIONS - (ATTACH BROCHURE or PICTURE IF AVAILABLE)

APPROVED DISAPPROVED DIVISION COMMANDER: Mr. Steve De 3588 DATE: 4/2/19
 APPROVED DISAPPROVED ASSISTANT CHIEF: ACM, JTC #3425 DATE: 4/2/19