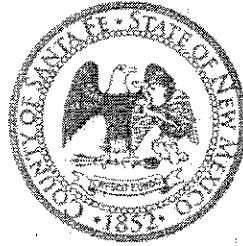


Henry P. Roybal
Commissioner, District 1

Anna Hansen
Commissioner, District 2

Robert A. Anaya
Commissioner, District 3



Anna T. Hamilton
Commissioner, District 4

Ed Moreno
Commissioner, District 5

Katherine Miller
County Manager

MEMORANDUM

DATE: *August 31, 2018*

TO: *Board of County Commissioners*

FROM: *Bill Taylor, Procurement Manager*

VIA: *Katherine Miller, County Manager
Stephanie S. Clarke, Finance Director
Pablo Sedillo III, Public Safety Director*

ITEM AND ISSUE: BCC Meeting September 11, 2018

Request Approval of Amendment No. 1 to Agreement No. 2017-0286-CORR/BT Utilizing Statewide Price Agreement No. 20-00075 between Santa Fe County and APIC Solutions, Inc. for Installation of Additional Camera Surveillance, Extending the Term an Additional Year and Increasing the Compensation by an Amount of \$92,526.92 for a Total Agreement Sum of \$942,526.88, Exclusive of NM GRT and Granting Signature Authority to the County Manager to Sign the Purchase Order. (Purchasing/Bill Taylor)

ISSUE:

Agreement No. 2017-0286-CORR/BT was approved in June 2017 for the installation of a camera monitoring system upgrade at the Adult Detention Facility and Youth Development Program, utilizing the Statewide Price Agreement No. 20-00075. The original cost proposal and contract about was for the installation of cameras in the Adult Detention Facility. The Public Safety Department is now requesting the installation of additional cameras at the Youth Development Program facility, to include maintenance and support services.

The amount for the additional cameras is \$92,526.88. This increase to the compensation requires approval by the Board of County Commissioners (BCC) pursuant to County Resolution No. 2014-143, any amendment to an Agreement approved by the BCC that increases the compensation an additional \$500,000 or increases the original contract sum by an amount greater than 10%, whichever is less, requires BCC approval.

BACKGROUND AND DISCUSSION:

In May 2017, Santa Fe County Purchasing and Public Safety Department issued a Letter of Interest to licensed contractors awarded to the Statewide Price Agreement No. 20-00075 to install and service a fully integrated IP based camera system for the Adult Detention Facility and the Youth

Development Program, located at 28 Camino Justicia and 4250 Airport Rd. in Santa Fe, respectively.

The goal of this project is to move from the existing analog system in the facilities to a system that includes a physical server (software/interface and storage), IP POE (Power over Ethernet) cameras, and a web based interface. This system will allow staff to identify inmates which are involved in incidents within each facility. All infrastructure within the facility will need to be evaluated and updated/replaced as required.

This procurement will adhere to the terms and conditions of the Statewide Price Agreement No. 20-00075 and Agreement No. 2017-0286-CORR/BT.

ACTION REQUESTED:

Approval of Amendment No. 1 to Agreement No. 2017-0286-CORR/BT between Santa Fe County and APIC Solutions, Inc., for installation of additional camera monitoring systems, extending the term an additional year and increasing compensation an additional \$92,526.92, for a total Agreement sum of \$942,526.88, exclusive of NM GRT; and granting signature authority to the County Manager to sign the purchase order.

**SANTA FE COUNTY
AMENDMENT NO. 1 TO THE AGREEMENT
BETWEEN SANTA FE COUNTY AND APIC SOLUTIONS, INC. FOR CAMERA
SYSTEMS AT THE COUNTY ADULT DETENTION FACILITY (ADF) AND THE
YOUTH DETENTION FACILITY (YDP)**

THIS AMENDMENT is made and entered into this _____ day of _____ 2018, by and between **SANTA FE COUNTY**, (hereinafter referred to as "County"), and **APIC SOLUTIONS, INC.**, (hereafter referred to as "the Contractor").

WHEREAS, on October 12, 2017, the County and Contractor entered into the Agreement No. 2017-0286-CORR/BT for electronic camera monitoring system (surveillance system) to assist the Department with monitoring and securing the SFADF and YDP; and

WHEREAS, Article 15 (No Oral Modifications: Written Amendments Required) allows the parties to amend the Agreement by an instrument in writing executed by the parties; and

WHEREAS, this Amendment No.1 will add Exhibit B for pricing for (YDP), increase compensation payable to the Contractor by a sum of \$92,526.92 and a not to exceed amount of \$942,526.88 exclusive of NM GRT and extend the term of the Agreement to October 12, 2019; and

WHEREAS, both parties desire to enter into this Amendment No.1 to continue services.

NOW THEREFORE, in consideration of the premises and mutual obligations herein, the parties hereto do mutually agree as follows:

1. Exhibit B is attached hereto the Agreement that contains the new scope of work for YDP.
2. Section 3.A.1 (Compensation, Invoicing and Set-Off), a new subparagraph "a" is inserted to read:
 - a. By Amendment No. 1 to this Agreement the County shall pay to the Contractor for the completion of the installation of surveillance system in accordance with the scope of work, costs and fees described in Exhibit B. The
3. Section 4 (Effective Date and Term), a subparagraph "a" is inserted to read:
 - a. By Amendment No. 1 the County notifies Contractor and exercised the County's option to extend the term of this agreement for one year from October 12, 2018 to October 12, 2019 on the same terms and conditions as stated herein.
4. All other provisions of the Agreement not specifically amended or modified by this Amendment No. 1 shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have duly executed this Amendment as of the date first written above.

SANTA FE COUNTY:

Anna Hansen, Chair
Santa Fe County Board of County Commissioners

ATTESTATION:

Geraldine Salazar
Santa Fe County Clerk

Date

Approved as to form:

R. Bruce Frederick
Santa Fe County Attorney

Date

Finance approval:

Stephanie S. Clarke
Finance Department Director

Date

CONTRACTOR:

(Signature)

Date

(Print name & title)

THE BOARD OF COUNTY COMMISSIONERS
OF SANTA FE COUNTY

RESOLUTION NO. 2014 - 143

**A RESOLUTION ESTABLISHING SIGNATURE AUTHORITY OF THE COUNTY
MANAGER WITH RESPECT TO CERTAIN AGREEMENTS AND APPLICATIONS
AND RATIFYING CERTAIN INTERGOVERNMENTAL AGREEMENTS
PREVIOUSLY SIGNED BY THE COUNTY MANAGER BASED UPON APPARENT
AUTHORITY**

WHEREAS, Santa Fe County (County) enters into numerous agreements each year, including grant agreements, that often do not involve significant policy questions, are often part of the routine day-to-day business of the County, and are often time-sensitive; and

WHEREAS, it is therefore appropriate and in furtherance of the efficient operation of County government to delegate to the County Manager the authority to execute agreements within limits prescribed by the Board of County Commissioners (BCC); and

WHEREAS, the BCC has previously delegated general signature authority to the County Manager in various resolutions, including the County's Purchasing Regulations and Policy Manual (Purchasing Regulations); and

WHEREAS, the Purchasing Regulations do not apply to grant agreements and real property transactions, making them a poor fit for delegated signature authority with respect to such agreements; and

WHEREAS, this structural issue has caused confusion with respect to the County Manager's signature authority, as described in the following recitals; and

WHEREAS, in Resolution No. 2006-114, the BCC delegated to the County Manager "the authority and responsibility to approve a contract creating revenue for the County, a Memorandum of Agreement, a Memorandum of Understanding, a grant application, a contract accepting a grant, and a cooperative agreement with another agency, up to the sum of one hundred thousand dollars (\$100,000)" as well as the authority to sign contract amendments extending the term of the contract; and

WHEREAS, in Resolution No. 2009-91, as amended by Resolution No. 2009-102, the Board amended Resolution No. 2006-114 to increase the County Manager's signature authority over such agreements to "the sum of Two Hundred and Fifty Thousand dollars (\$250,000) or less"; and

WHEREAS, on April 10, 2012, the BCC adopted Resolution No. 2012-57 "to clarify matters concerning County's procurement practices"; and

WHEREAS, notwithstanding its focus on procurement practices, Resolution No. 2012-57 rescinded Resolution Nos. 2006-114 and 2009-102 in their entirety, including the provision that addressed the County Manager's authority to approve a contract creating revenue for the County, a Memorandum of Agreement, a Memorandum of Understanding, a grant application, a

contract accepting a grant, and a cooperative agreement with another agency, for the sum of two hundred and fifty thousand dollars (\$250,000) or less; and

WHEREAS, by the adoption of Resolution No. 2012-57, the BCC did not intend to rescind the County Manager's authority with respect to contracts creating revenue for the County, Memoranda of Agreement, Memoranda of Understanding, grant applications, contracts accepting grants, and cooperative agreements, for the sum of two hundred and fifty thousand dollars (\$250,000) or less, and the County Manager has, with the BCC's knowledge, continued to sign such agreements since the adoption of Resolution No. 2012-57; and

WHEREAS, the BCC desires to remedy any ambiguity caused by Resolution No. 2012-57 with respect to such agreements by expressly reestablishing the County Manager's signature authority with respect to such agreements and to ratify all such agreements that the County Manager has signed since the adoption of Resolution No. 2012-57; and

WHEREAS, it is desirous to memorialize the County Manager's general signature authority in a single resolution and to increase the County Manager's general signature authority with respect to certain real property transactions.

NOW, THEREFORE, BE IT RESOLVED by the BCC:

1. **Definitions.** As used in this Resolution, the following terms and symbols have the following meanings:

- a. "BCC" means the Board of County Commissioners.
- b. "Contract" means a contract for the purchase of tangible personal property or services, including professional services, regardless of whether the contract is exempt from the Procurement Code and regardless of the title of the contract.
- c. "County" means Santa Fe County.
- d. "Grant" means all non-exchange transactions pursuant to which a governmental agency or person grants or donates money, services, and personal property to the County for general or limited purposes.
- e. "Grant agreement" means the agreement pursuant to which a grant is made to the County, regardless of whether the agreement is titled as a grant agreement, a memorandum of agreement, a memorandum of understanding, a cooperative agreement, or some other title.
- f. "Purchasing Regulations" means the County's Purchasing Regulations and Policy Manual, as adopted by Resolution No. 2006-60 and amended by Resolution Nos. 2009-91, 2009-102 and 2012-57.
- g. "Services" and "Professional Services" have the meanings ascribed to them in the State Procurement Code, NMSA 1978, Sections 13-1-28 through 13-1-199 NMSA 1978, as such may be amended from time to time.
- h. "Signature Authority" means the authority to sign a document on behalf of the County and bind the County to the terms thereof.
- i. In the charts in Section 3:

1) a "Y" means that the agreement is within the signature authority of the official or body; a "N" means that it is not;

2) \leq means less than or equal to; and

3) $>$ means greater than.

2. Signature Authority: General Rules.

a. The County Manager is not required to make a decision with respect to a document within the County Manager's signature authority. Rather, the County Manager may bring any document within the County Manager's signature authority to the BCC for consideration, approval, or disapproval.

b. When the County Manager is unavailable, the County Manager may sub-delegate the County Manager's signature authority to another County employee during the period of unavailability; provided such sub-delegation must be in writing.

c. The BCC may grant the County Manager additional signature authority with respect to any transaction through ordinance, resolution, or other appropriate BCC action.

d. All dollar figures used in Section 3 of this Resolution are exclusive of applicable gross receipts and governmental gross receipts tax.

e. The County Manager may approve amendments to agreements originally signed by the County Manager, provided the agreement, as amended, remains within the County Manager's signature authority.

f. Terms include all possible extensions or renewal terms. For example, for purposes of determining signature authority, the term of a lease with a one-year initial term and an option to extend for an additional six-month term would be 1.5 years.

g. Contract sums, grant revenue to the County, and consideration to be paid under real estate contracts are determined based upon the entire term of the agreement rather than by fiscal year, calendar year, or any other period.

3. Signature Authority: Specific Types of Transactions.

a. Contracts.

	<u>Original Contract</u>		<u>Amendments to Contracts Approved by the County Manager</u>		<u>Amendments to Contracts Approved by the BCC</u>	
	<u>Contract Sum</u>		<u>Amended Contract Sum</u>		<u>Increase to Contract Sum Approved by BCC Due to Amendments</u>	
Official or Body	\leq \$250,000	$>$ \$250,000	\leq \$250,000	$>$ \$250,000	\leq 10% and \leq \$500,000	$>$ 10% or $>$ \$500,000
County Manager	Y	N	Y	N	Y	N
BCC	Y	Y	Y	Y	Y	Y

b. Grant Agreements.

	<u>Original Grant Agreement</u>		<u>Amendments to Grant Agreements Approved by the County Manager</u>		<u>Amendments to Grant Agreements Approved by the BCC</u>	
	<u>Grant Revenue to County</u>		<u>Amended Grant Revenue to County</u>		<u>Increase to Grant Revenue to County Approved by BCC Due to Amendments</u>	
<u>Official or Body</u>	$\leq \$250,000$	$> \$250,000$	$\leq \$250,000$	$> \$250,000$	$\leq 10\%$ and $\leq \$500,000$	$> 10\%$ or $> \$500,000$
County Manager	Y	N	Y	N	Y	N
BCC	Y	Y	Y	Y	Y	Y

The County Manager is also authorized to approve and sign on behalf of the County all grant applications, except for grant applications that would commit the County to accept a grant the amount of which is beyond the signature authority of the County Manager.

c. Agreements Related to County Owned Real Property. As used herein, "Agreements Related to County Owned Real Property" means leases, licenses, temporary easements, and other agreements of limited duration allowing a party the right to use or occupy real property.

	<u>Original Agreements Related to County Owned Real Property</u>		<u>Amendments to Agreements Related to County Owned Real Property Approved by the County Manager</u>		<u>Amendments to Agreements Related to County Owned Real Property Approved by the BCC</u>
	<u>Term and Payments to County</u>		<u>Amended Term and Payments to County</u>		
<u>Official or Body</u>	≤ 1 year and $\leq \$250,000$	> 1 year or $> \$250,000$	≤ 1 year and $\leq \$250,000$	> 1 year or $> \$250,000$	
County Manager	Y	N	Y	N	N
BCC	Y	Y	Y	Y	Y

d. Agreements Related to Real Property Owned by a Third Party. As used herein, "Agreements Related to Real Property Owned by a Third Party" means leases, licenses, temporary easements, and other agreements of limited duration allowing the County the right to use or occupy real property.

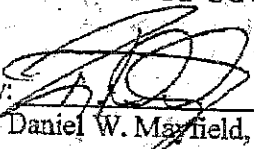
	Original Agreements Related to Real Property Owned by a <u>Third Party</u>		Amendments to Agreements Related to Real Property Owned by a Third Party Approved by the <u>County Manager</u>		Amendments to Agreements Related to Real Property Owned by a Third Party <u>Approved by the BCC</u>
	Term and Consideration Payable by County		Amended Term and Consideration Payable by County		
<u>Official or Body</u>	≤ 4 years and < \$250,000	> 4 years or > \$250,000	≤ 4 years and < \$250,000	> 4 years or > \$250,000	
County Manager	Y	N	Y	N	N
BCC	Y	Y	Y	Y	Y

4. **Previous Agreements Ratified.** The Board hereby ratifies all contracts creating revenue for the County, Memoranda of Agreement, Memoranda of Understanding, grant applications, contracts accepting grants, and cooperative agreements with other governmental entities, for the sum of two hundred and fifty thousand dollars (\$250,000) or less, that were signed by the County Manager from April 10, 2012, through the date this Resolution is adopted.

5. **Previous Resolutions and Policies Rescinded.** Any resolution or policy of the County that is inconsistent with the general, non-transaction specific signature authority established herein is hereby rescinded, including, but not limited to, Section 74(B) and Section 74(C) of the Purchasing Regulations.

PASSED, APPROVED, AND ADOPTED this 9th day of December, 2014.

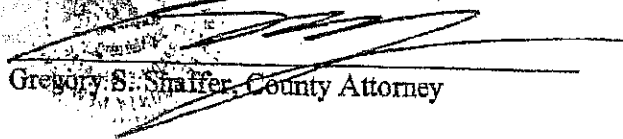
THE BOARD OF COUNTY COMMISSIONERS OF SANTA FE COUNTY

By: 
Daniel W. Mayfield, Chair

ATTESTED:


Geraldine Salazar, County Clerk

APPROVED AS TO FORM:


Gregory S. Shaffer, County Attorney



12-9-2014

REC'D - CLERK RECORDED 12/14/14

COUNTY OF SANTA FE)
STATE OF NEW MEXICO) ss

BCC RESOLUTIONS
PAGES: 6

I Hereby Certify That This Instrument Was Filed for
Record On The 10TH Day Of December, 2014 at 12:07:05 PM
And Was Duly Recorded as Instrument # 1752638
Of The Records Of Santa Fe County

Witness My Hand And Seal Of Office
Deputy Marcelle Salazar Geraldine Salazar
County Clerk, Santa Fe, NM



RECORDED
INDEXED
12/10/14

EXHIBIT B

APIC

Solutions, Inc
Specialty Systems and Electrical Services

Santa Fe County Detention Facilities



YOUTH DEVELOPMENT PROGRAM SURVEILLANCE UPGRADE

ATTN: Vincent "Corky" Ojinaga

Prepared by: Andrew DeMattos

August 2, 2018

Version: 2.0



Electrical Services

Hook-ups / Disconnects
Remodels, New Construction
Lighting - Interior, Exterior
Energy Efficient, Smart, LED
Emergency Power / Generators
Electrical Troubleshooting
Maintenance
Midway and Traffic Signals
Emergency Services
Design-Build / Engineering



Network Infrastructure & Specialty Systems

Voice / Data / Fiber
Intercom / Nurse Call Systems
Phone Systems
Wireless Systems
Handicap Door Openers
Audiovisual Systems / Equipment
Network Services and Equipment
Computer, Laptops, Services, Monitors,
Printers, and other Electronics
24-7 Emergency Service
Design-Build / Engineering



Security & Life Safety

Access Control / Card Readers
Video Surveillance / CCTV
Intrusion & Detection Alarms
Perimeter Detection
Fire Alarm Systems
Alarm Monitoring Services
Emergency Phone / Towers
Mass Notifications
24-7 Emergency Services
Design-Build / Engineering



APIC

Solutions, Inc.

Specialty Systems and Electrical Services

Document Credentials

Copyright Statement

The copyright of this document is the property of APIC Solutions, Inc. All information provided by APIC Solutions, Inc. in this response is provided on a commercial-in-confidence basis. No part of this document may be provided to any other person or organization in any form without the prior written permission of APIC Solutions, Inc.

Disclaimer

APIC Solutions, Inc. will be providing skilled engineers and resources to complete its responsibilities within the project in the time-frame outlined in this proposal. While all due care and consideration has been taken in the preparation of the 'Statement of Work', APIC Solutions, Inc. cannot take responsibility for additional products and/or service which may need to be purchased because of any increases in this scope during implementation nor for product being unavailable because of a vendor discontinuing any product.



APIC

Solutions, Inc.

Specialty Systems and Electrical Services

YDP PROJECT SUMMARY

This document represents APIC Solutions, Inc.'s response to the request of **County of Santa Fe** to provide a solution and cost proposal to address the Surveillance of the **Santa Fe County Youth Development Program Facility (YDP)**.

VIDEO SURVEILLANCE SYSTEM

APIC Solutions is recommending a High Definition IP Video Surveillance solution provided by Avigilon. The **Avigilon Control Center (ACC)** offers you the industry's simplest interface for managing video. ACC provides complete control of video playback. Avigilon's **High-Definition Stream Management (HDSM)** technology preserves complete image integrity through visually lossless compression, while intelligently managing bandwidth and storage. When coupled with the broadest range of megapixel cameras in the industry, you get superior image quality and maximum coverage.

Avigilon's ACC system is a fully scalable solution designed with tomorrow's growth in mind. Your security needs today won't be the same tomorrow. Whether you suddenly need to add additional buildings or HD cameras. Avigilon's security solutions are built to grow right alongside your ever-changing security requirements. The powerful Avigilon Control Center (ACC) can manage an unlimited amount of HD or analog cameras. In addition, to being fully scalable all of Avigilon's security solutions are built on an **open** platform. ACC is open to both HD and analog cameras from any manufacturer utilizing industry IP standards from Onvif.

The proposed Avigilon HD surveillance system design will be controlled by Dell NVR Standard Servers (see provided data sheet for specs). **We have provided a cost proposal for 30 days minimum storage.** If you desire to retain recorded video for a longer period, this system will allow you to download the video on any type of external media (USB Flash drive, DVD, CD, etc.) or to save on the server, network drive and/or external hard drives for a longer period.

The proposed design for the YDP is comprised of the following Avigilon cameras:

- (24) Dome Cameras 2 MPs**
 - (35) Dome Cameras 3 MPs**
 - (8) Multi- Sensor Cameras 3 Lens**
 - (3) Bullet Cameras 5 MPs**
 - (8) Bullet Cameras 8 MPs**
 - (1) PTZ Camera 2 MPs**
 - (1) Video Intercom w/ 3MP Camera**
- = 80 New Avigilon HD Cameras**

Servers:

- (2) 36 TB Dell NVR Standard Server**

These servers will provide a minimum of 30 days storage.

Workstations and Monitors:

- (1) Avigilon ACC high-performance professional monitoring four monitor workstations to be installed in Command Center for One operator to utilize.**

- (2) 43" Monitors will be provided and installed high**

- (2) 24 "Monitors will be provided and installed on workstation counter**

- (1) Avigilon ACC high-performance professional monitoring two monitor workstation to be installed at the supervisor's desk**

- (1) 24 "Monitors will be provided and installed on supervisor's desk**

ONLINE TRAINING

In addition to the onsite training provided by APIC and Avigilon, online certification courses are available at no additional charge. These courses include: Operator Certification, System Design Certification, and Technical Admin Certification. These training modules are self-paced, and are perfect for new employees or existing users that require a refresh on their training



APIC

Solutions, Inc.

Specialty Systems and Electrical Services

TECHNICAL SUPPORT

APIC Solutions has an industry leading service and support division! Our commitment to our customers includes 24/7/365 phone and remote technical support for the life of the system and partnership! Because of the level of training provided by APIC Solutions during these projects and the way our systems are designed, 99.9% of issues can be resolved remotely with the help of our remote support team. In the extremely rare instance onsite support is required; APIC provides next day onsite support for emergencies. For hardware failures, both Dell and Cisco also provide same or next day onsite support.

LICENSING

Avigilon's software licensing is server based, meaning any licenses purchased for the system are activated on the NVR. Avigilon's license model is such that they only license camera connections and certain integrations (POS, LPR and some 3rd party software integrations) with a onetime purchase fee that is transferable. This Server based licensing model allows for quick and easy camera connections. A user can swap cameras effortlessly without having to go through the hassle of registering devices based on MAC address. There are no license fees for users and the Avigilon Control Center Client software is free of charge, regardless of what edition of software is being used. When using Avigilon Encoders, only a single software license is required per encoder. Each encoder can connect to four analog cameras. Avigilon does not do not require workstation licenses and our Client software is free of charge. Licenses can be deactivated from an NVR Server and reactivated on a different NVR server if necessary. There is no cost for reactivation, but Avigilon Support must be contacted to facilitate the process free of charge. There are no recurring software maintenance costs.

CERTIFICATIONS

APIC Solutions has top tier partnership with the proposed manufacturers of your equipment.



APIC

Solutions, Inc.

Specialty Systems and Electrical Services

AVAILABILITY

APIC Solutions is available to start this project immediately upon award. Equipment lead time varies by source, but most of the proposed equipment is available to ship in 7-10 business days.

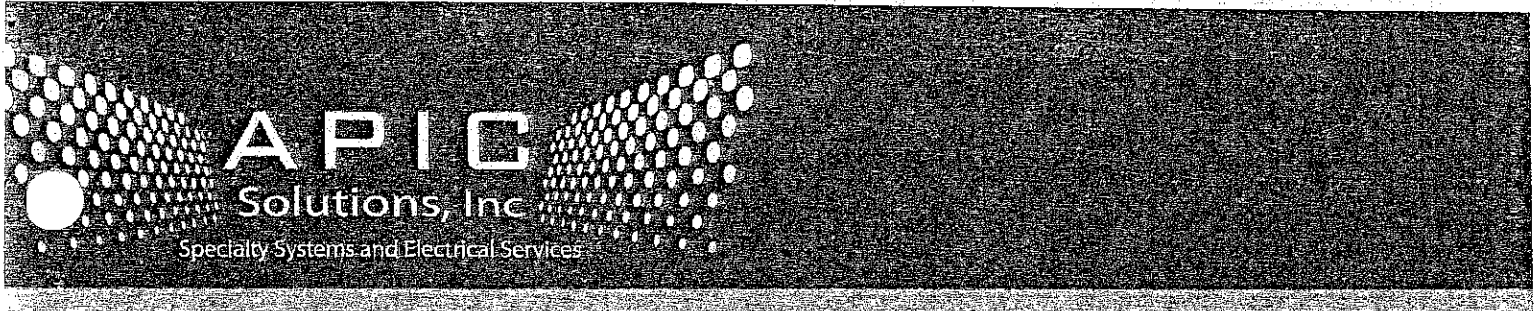
ONSITE TRAINING

APIC Solutions will complete two onsite training classes for your surveillance and IT teams. This training can be scheduled at any time during or upon completion of the project. APIC instructors will gear the course around the audience. We recommend you allow us to provide two separate training classes. One for Operators and basic users, and one for your Technical team. An Avigilon Engineer will attend and be part of these training courses. Upon completion, APIC will provide your staff with the certifications applicable to the course they completed.

Feel comfortable that this system has been designed to operate as a "well-oiled machine" It is for this reason, APIC is proud to support all our enterprise customers for the life of their systems!

MOBILE

ACC Mobile offers superior preventative protection from the convenience of your mobile device. Combined with Avigilon's HD adaptive video analytics technology, the latest version of ACC Mobile enables intelligent, accurate and effective real-time monitoring of property and assets via the convenience and flexibility of your mobile device. ACC Mobile's integration with Apple's push notifications and Google cloud messaging services delivers event notifications directly to your mobile device. This means that you can stay connected and ahead anytime, anywhere. ACC Mobile's newly designed user interface allows you to quickly view and respond to alarms, to stop security incidents before they escalate. The app features color-coded alarm state indicators, an intuitive listing of all alarms and the ability to preview cameras associated with an alarm. You can also connect to live video from right within the app. ACC Mobile is compatible with both iOS and Android. The App can be accessed from iPads, iPhones and iPod Touch running iOS7 or iOS8. It is also compatible with all Android devices running Android 4.x or 5.x.



We would like to thank you for the opportunity to present our proposed solution to your organization and are eager to earn your business. I'm certain APIC Solutions can both meet and exceed your expectations regarding system capabilities and quality of installation.

APIC

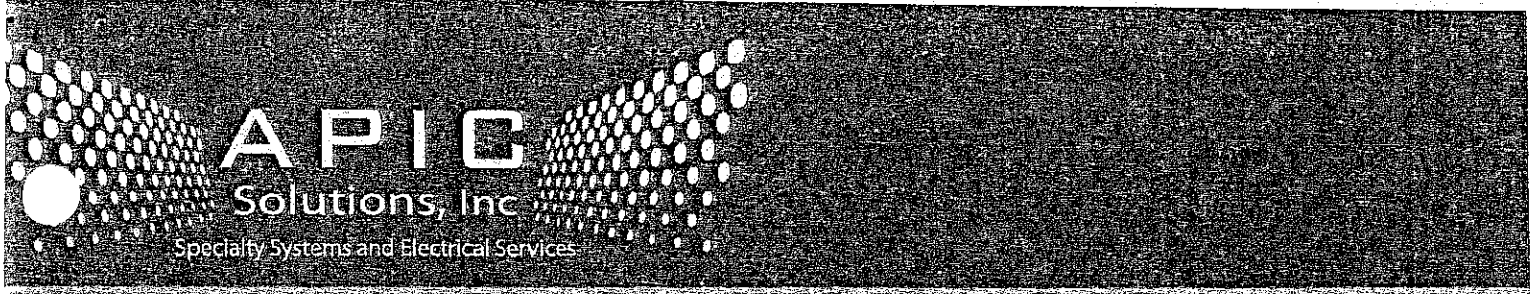
Solutions, Inc.

Specialty Systems and Electrical Services

PROJECT INVESTMENT

PRODUCT DESCRIPTION	QTY	UNIT PRICE	LINE TOTAL
8C-ACC6-ENT - ACC 6 Enterprise license for up to 8 camera channels	1	\$ 1,323.62	\$ 1,323.62
24C-ACC6-ENT - ACC 6 Enterprise license for up to 24 camera channels	1	\$ 3,869.71	\$ 3,869.71
48C-ACC6-ENT - ACC 6 Enterprise license for up to 48 camera channels	1	\$ 7,713.41	\$ 7,713.41
HD-NVR3-STD-36TB-NA - HD NVR3 STD 36TB NA 2U Rack Mnt, Windows 10 IoT	2	\$ 12,716.00	\$ 25,432.00
HD-RMWS3-2MN-NA - Avigilon Control Center Professional high performance remote monitoring workstation for up to two monitors.	1	\$ 1,499.19	\$ 1,499.19
HD-RMWS3-4MN-NA - Avigilon Control Center Professional high performance remote monitoring workstation with a second graphics card and processor for viewing on up to four monitors.	1	\$ 2,510.69	\$ 2,510.69
5.0L-H4A-BO1-IR-B - 5.0 Megapixel WDR, LightCatcher, 4.3-8mm f/1.8 P-iris lens, Integrated IR, Self-Learning Video Analytics	3	\$ 834.49	\$ 2,503.47
8.0-H4A-BO1-IR-B - 4K UHD (8.0 Megapixel), 4.3-8mm f/1.8 P-iris lens, Integrated IR, Self-Learning Video Analytics	8	\$ 1,083.75	\$ 8,670.00
H4-BO-JBOX1	11	\$ 65.03	\$ 715.33
2.0C-H4SL-DO1-IR - 2.0 MP, WDR, LightCatcher, Day/Night, Outdoor Dome, 3-9mm f/1.4, Integrated IR	24	\$ 375.70	\$ 9,016.80
3.0C-H4SL-DO1-IR - 3.0 MP, WDR, LightCatcher, Day/Night, Outdoor Dome, 3-9mm f/1.4, Integrated IR	35	\$ 411.83	\$ 14,414.05
H4-MT-CRNR1	9	\$ 65.03	\$ 585.27
H4-MT-POLE1	1	\$ 65.03	\$ 65.03
2.0C-H4PTZ-DP30 - 2.0 Megapixel (1080p) WDR Day/Night, 30x Pendant Dome, Self-learning analytics	1	\$ 1,921.85	\$ 1,921.85
CM-MT-WALL1	1	\$ 50.58	\$ 50.58
PTZMH-MT-NPTA1	1	\$ 18.06	\$ 18.06
POE-INJ2-60W-NA - Single port Gigabit PoE++ 60W, NA power cord	1	\$ 108.38	\$ 108.38
Cat-6 Data Cable	15000	\$ 0.33	\$ 4,950.00
Cat-6 RJ45 Connectors	90	\$ 0.79	\$ 71.10
Cat-6 24 Port Patch Panel	5	\$ 231.20	\$ 1,156.00
Cat-6 Data Jumper	90	\$ 4.34	\$ 390.60

Santa Fe County Detention Center - Surveillance Upgrade - YDP



24 Port PoE Hybrid Fiber/Ethernet Switch	1	\$	1,521.59	\$	1,521.59
24 Port PoE Switch	5	\$	1,271.60	\$	6,358.00
850nm MM SFP (multi-mode)	12	\$	66.47	\$	797.64
Sever/Switch UPS - 3000Va	1	\$	1,788.19	\$	1,788.19
Switch Rack Monut UPS - 1000Va	2	\$	963.82	\$	1,927.64
OSP Cat6	1000	\$	0.42	\$	420.00
6 strand indoor / outdoor fiber	1000	\$	1.01	\$	1,010.00
Fiber Distribution Unit Single Housing	2	\$	72.25	\$	144.50
Fiber Distribution Unit LC Adapter	4	\$	95.37	\$	381.48
Fiber LC Connector	24	\$	28.90	\$	693.60
Avigilon SL Camera Mounts	78	\$	21.68	\$	1,691.04
Cable Management	6	\$	83.81	\$	502.86
KVM	1	\$	1,734.00	\$	1,734.00
KVM Cables	2	\$	36.13	\$	72.26
IP Video Power and Data Surge Protector	80	\$	30.35	\$	2,428.00
9W-H3-3MH-DP1-B - 3x 3 MP, Pendant Multisensor Camera, 2.8-8mm f/1.3	5	\$	1,354.69	\$	6,773.45
9W-H3-3MH-DO1-B - 3x 3 MP, Outdoor Multisensor Camera, 2.8-8mm f/1.3	3	\$	1,354.69	\$	4,064.07
CM-MT-WALL1	5	\$	50.58	\$	252.90
PTZMH-MT-NPTA1	5	\$	18.06	\$	90.30
3/4" EMT Conduit	500	\$	1.30	\$	650.00
3/4 in. EMT Conduit, Raintight, Compression Connector	50	\$	3.51	\$	175.50
3/4 in. EMT Conduit, Raintight, Compression Coupling	50	\$	2.46	\$	123.00
3/4" One Hole Strap	100	\$	0.36	\$	36.00
3/4 Inch Aluminum Type LB Threaded Conduit Body with Cover and Gasket	5	\$	13.01	\$	65.05
3/4" DBL Gang Weather Proof Bell Box with Cover	25	\$	21.68	\$	542.00
1" EMT Conduit	500	\$	2.21	\$	1,105.00
1" EMT Connector Comp	50	\$	5.23	\$	261.50
1" EMT Coupling Comp	50	\$	3.51	\$	175.50
1" Minerallac Strap	100	\$	5.04	\$	504.00
1" DBL Gang Weather Proof Bell Box with Cover	25	\$	28.90	\$	722.50
1 Inch Aluminum Type LB Threaded Conduit Body with Cover and Gasket	5	\$	23.12	\$	115.60
Roof Jacks	100	\$	36.13	\$	3,613.00
Data Cabinet	1	\$	407.74	\$	407.74
Data Cabinet Wall Mount	1	\$	181.23	\$	181.23
Data Cabinet Door	1	\$	139.04	\$	139.04
Data Cabinet Fan	1	\$	117.88	\$	117.88
Data Cabinet Fan Power Cord	1	\$	13.53	\$	13.53

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Data Cabinet	1	\$	368.16	\$	368.16
Coax Converter kit	4	\$	578.00	\$	2,312.00
Avigilon Video Intercom w/ 3MP Camera	1	\$	1,300.50	\$	1,300.50
24" High Definition Monitor	3	\$	284.00	\$	852.00
43" 4K UHD TV	2	\$	426.00	\$	852.00
W Box Technologies (mounts) Model #: 120AM4380	2	\$	106.50	\$	213.00
ADPTR HDMI F TO DVI M	4	\$	14.20	\$	56.80
25FT UHD, 4K@60HZ HDMI CABLE	4	\$	35.50	\$	142.00
Vigitron 2301A	2	\$	247.10	\$	494.20
Vigitron Vi1120 - Power Suply	2	\$	98.26	\$	196.52
Bucket Truck w/ Operator	7	\$	216.75	\$	1,517.25
Redundant 32 TB Server and (48) Failover Licenses	LOT	\$	14,150.16	\$	14,150.16
Freight	LOT	\$	645.28	\$	645.28
Material/Equipment Total				\$	151,684.60
Labor and Commissioning Total				\$	85,444.55
Subtotal				\$	237,129.15
Tax @ 8.4375%				\$	20,007.77
TOTAL PROJECT COST				\$	257,136.92

ADD OPTION 1:

PRODUCT DESCRIPTION	QTY		UNIT PRICE		LINE TOTAL
1 YEAR EXTENDED AVIGILON WARRNATY (For a total of 4 years)	1	\$	11,200.00	\$	14,200.00
4 YEAR PREVENTATIVE MAINTENANCE	1	\$	22,000.00	\$	22,000.00
HD-RMWS3-2MN-NA - Avigilon Control Center Professional high performance remote monitoring workstation for up to two monitors.	1	\$	1,499.19	\$	1,499.19
24" High Definition Monitor	1	\$	284.00	\$	284.00
43" 4K UHD TV	1	\$	426.00	\$	426.00
Workstation Tower UPS - 550Va	1	\$	151.73	\$	151.73



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Specialty Systems and Electrical Services

NOTES, EXCLUSIONS

PROJECT SPECIFIC NOTES AND EXCLUSIONS

- Proposal **EXCLUDES** any unforeseen conditions
- Proposal **EXCLUDES** any equipment not listed in this quote
- Proposal **EXCLUDES** any additional electrical / cooling upgrades required for this project. These would need to be added as a change order or allowance item
- Proposal **EXCLUDES** the correction of existing code violations
- Proposal **EXCLUDES** workstation UPS units (pricing provided within add option)
- Proposal **EXCLUDES** redundant server and failover licensing (*removed due to budget*)
- Proposal **BASED** on 30 days of storage (*reduced from 60 to 30 days due to budget*)
- Proposal **EXCLUDES** any Avigilon HD Pro High Megapixel cameras (*16 MP cams removed due to budget*)
- Proposal **EXCLUDES** any microphone and audio connection to the Avigilon Control Center
- Proposal **EXCLUDES** PLC upgrade and integration
- Proposal **EXCLUDES** any warranty of the existing fiber and/or the pathway between the MDF and IDF. If existing fiber and/or pathway are not in good working order customer will need to negotiate the cost separate from this contract. The proposed design is based on utilizing the existing fiber from the MDF to the IDF 1.
- Proposal **INCLUDES** the pulling of NEW fiber between the MDF and the new IDF 2
- Proposal **EXCLUDES** any warranty of the existing cabling and pathway. If existing cabling and/or pathway are not in good working order customer will need to negotiate the cost separate from this contract. The proposed design is based on utilizing the existing cabling to the noted four locations: PTZ Pole, Sally Entrance Drive, Video Intercom, and Gate Entrance.
- Proposal is **BASED** on customer providing adequate escorts during project
- Proposal is **VALID** for 90 days.

INVOICING AND PAYMENT TERMS

- All invoices are due Net 30 days from date of invoice
- Any delinquent invoices will cause project progress to cease until remedied. APIC Solutions shall not be held responsible for damages or delays that occur as a result of delinquency.
- All equipment/material will be invoiced 100% once it has been delivered and accepted by the agency
- Progress billings for labor, mobilization and equipment rental will occur monthly and will be based on the percentage complete at the time of billing.
- A 3% processing fee will be added to all purchases being made using a credit card.





Immediate Release

June 13, 2017 BCC Summary

Below is a summary of the actions taken by the Santa Fe Board of County Commissioners (BCC) at their regular meeting on June 13, 2017. Four (4) Commissioners were present with Commissioner Anaya excused.

The BCC meeting minutes from the May 9, 2017 meeting were approved by a unanimous vote 4-0.

Employee/Program/Volunteer Recognitions

- Government Finance Officers Association - Financial Reporting Achievement Award.
- National Association of Counties (NACo) 2017 Achievement Award to Santa Fe County for the "Dollars4Schools Initiative".
- Recognition of the 2017 Secretary of Defense Employer Support Freedom Award
- Recognition of Judy Williams for Service on the Health Policy and Planning Commission

Consent Agenda

All Consent Agenda items, passed by a unanimous vote 4-0.

Resolutions

- Resolution No. 2017 - 59, A Resolution Authorizing the Disposition of Fixed Assets in Accordance with State Statute.
- Resolution 2017-60, A Resolution Directing Staff To Submit A Joint Grant Application In Conjunction With The Bureau Of Land Management Taos Field Office To The National Park Service Rivers, Trails And Conservation Assistance Program Seeking Assistance In Developing A Conceptual Trail Plan On the Burnt Corn Special Recreation Management Area
- Resolution 2017 - 61, A Resolution Authorizing the County Manager to Acquire Through Negotiated Purchase and Sale Agreements Sufficient Real Property Interests to Construct and Operate Phase IV of the Arroyo Hondo Trail and Further Authorizing the County Attorney to Bring Condemnation Actions, if Necessary, to Acquire Such Interests.

Miscellaneous

- Ratification of Santa Fe County Treasurer's Six-month Investment Strategy Presented at the May 30, 2017, Board of County Commission Meeting.
- Request approval of (i) Amendment No. 2 to Agreement No. 2014-0267-CORR/IC with ACC Health LLC for an Increased Contract Amount of \$154,000.00 and Extend the Contract Term One Additional Year to Provide Dental Services for Inmates and Residents at Adult

Detention Facility and the Youth Development Program and (ii) Grant Signature Authority to the County Manager to Sign the Purchase Order.

(End of Consent Agenda)

Action Items

Appointments/Reappointments/Resignations

- Accepted the Resignation of Ms. Bette Booth from the Santa Fe County Planning Commission and Appointed Mr. Charlie Gonzales as the Commission District 2 Santa Fe County Planning Commission Member. **Approved by a unanimous vote, 4-0.**

Miscellaneous

- Request Approval of Amendment No. 1 to Agreement No. 2016-0150-DWI/BT to allow for Contract Assignment from CHRISTUS St. Vincent Regional Medical Center to Santa Fe Recovery Center to Provide Enhanced Social Detoxification Services, Extending the Term an Additional Year, and Increasing the Amount by \$300,000. **Approved by a unanimous vote, 4-0.**
- Request Authorization for the County Manager to Execute and Sign the Purchase Order for the Installation of a New Camera System at the Adult Detention Facility and the Youth Development Program, for a Not to Exceed Amount of \$850,000.00, Inclusive of NM Gross Receipts Tax. **Approved by a unanimous vote, 4-0.**
- Request Approval of (i) Agreement No. 2017-0220-PW/IC with HDR Engineering Inc. for Master Planning Services for Water and Wastewater Utilities for a Total Contract Amount of \$384,245.00, Exclusive of NM Gross Receipts Tax and (ii) Grant Signature Authority to the County Manager to Sign the Purchase Order. **Approved by a unanimous vote, 4-0.**
- Notification of (i) the Receipt of Transportation Alternative Program Awards for Santa Fe Rail Trail, Segment 5 and Arroyo Hondo Trail, Phase 4 and (ii) Request Approval of the Re-allocation of Funding for the Local Match Portion. **Approved by a unanimous vote, 4-0.**
- Request Approval of (i) Construction Contract No. 2017-0261-PW/MM Between Santa Fe County and GM Emulsion, LLC in the Amount of \$752,217.04, Exclusive of NM GRT for the Road Improvements for Various County Roads and (ii) Grant Signature Authority to the County Manger to Sign and Execute the Agreement and Purchase Order. **Approved by a unanimous vote, 4-0.**

Matters From the County Manager

- **Miscellaneous Updates**

Matters From the County Attorney

Executive Session.

Threatened or Pending Litigation in Which Santa Fe County is or May Become a Participant, as Allowed by Section 10-15-1(H)(7) NMSA 1978 and Discussion of Competitive Sealed Proposals Solicited Pursuant to the Procurement Code, as Allowed by Section 10-15-1(H)(6) NMSA 1978. Including the following:

- Proposals for Workers' Compensation Insurance for Fiscal Year 2017
- Potential Enforcement Actions for Violations of the Santa Fe County Sustainable Land Development Code

Action taken with Respect to Threatened or Pending Litigation in Which Santa Fe County is or may Become a Participant Discussed in Executive Session.

The Board authorized the County Attorney, his staff or contract attorneys under his direction to commence civil enforcement action in the First Judicial District Court pertaining to the real property located at 11 Camino Iglesia, Santa Fe, NM 87507, to remedy violations of the Santa Fe County Sustainability Land Development Code and any other applicable County ordinances. **Approved by a unanimous vote, 4-0.**

- **Resolution No. 2017 - 62, A Resolution Delegating to the County Manager the Authority to Negotiate for Workers' Compensation Insurance for Fiscal Year 2017 and to Execute Purchase Orders, Agreements, and Other Documents Necessary or Advisable to Effectuate Such Insurance. Approved by a unanimous vote, 4-0.**

Public Hearings

Land Use Cases

- **BCC CASE #MIS 17-5120 Arable, LLC Restaurant Beer and Wine License.** Arable, LLC, Applicant, Is Requesting A Restaurant Beer And Wine License. The Property Is Located At 7 Avenida Vista Grande Suite B-6, Within The U.S. 285 South Highway Corridor District Overlay, Within Section 9, Township 15 North, Range 9 East, (Commission District 5). **Approved by a unanimous vote, 4-0.**
- **CASE # 10-5364 St. Francis South Preliminary Plat Approval for Phases 1-4 and Final Plat Approval for Phases 1 & 2.** Vegas Verdes, LLC, Applicant, JenkinsGavin, Inc., Agent, Request Preliminary Plat Approval For Phases 1-4, Which Consists Of 22 Lots And Final Plat Approval Of Phase 1, Consisting Of 4 Lots And Phase 2, Consisting Of 8 Lots, On 68.94 Acres, Of The St. Francis South Mixed-Use Subdivision. The Property Is Located At 199 Rabbit Road, Via St. Francis Drive, Within Section 11, Township 16 North, Range 9 East, **Motion to table by Commissioner Anna Hansen to table until July 11; seconded by Commissioner Ed Moreno. Approved 3-0, with Commissioner Hamilton abstaining from the vote.**

Discussion/Information Items/Presentations

Presentations

- Presentation by the Stop Hunt Powerline Citizen Group.

Matters from County Commissioners and Other Elected Officials

