



Northwestern  
Michigan  
College

# Board of Trustees

[www.nmc.edu/trustees](http://www.nmc.edu/trustees)

*Northwestern Michigan College provides lifelong learning opportunities to our communities.*

1701 East Front Street  
Traverse City, MI 49686  
(231) 995-1010  
trustees@nmc.edu

## Meeting Agenda

Monday, June 12, 2017  
at NMC West Hall Conference Room

2:15 p.m. Special Meeting

### I. GENERAL BUSINESS

- A. Call to Order
- B. Roll Call
- C. Pledge of Allegiance
- D. Review of Agenda and Approval of Additions, Deletions, or Rearrangements

### II. PUBLIC INPUT

Request forms for public input are available at the meeting location. Any individual of the public may speak for up to three (3) minutes. The Board will not receive public input from individuals unless they are present at the meeting. The Board will take public remarks into consideration, but will not comment at time of input.

### III. ACTION ITEMS

- E. **Video Security and Access Control System** (Pursuant to Policy A-106.00 Finance)  
Recommend authorization for administration to enter into a contract with Siemens Industry for the video surveillance and remote door access control system and with Secant Technology for the purchase of network switches for a total project budget of \$467,854, to be funded by the FY17 Bond fund, as presented below.

Company	Product	Base Bid	Contingency	Total
Siemens Industry Wyoming, MI	Video Surveillance & Remote Door Access	\$367,537	\$55,130	\$422,667
Secant Technology Kalamazoo, MI	Required Network Switches	41,079	4,108	45,187
PROJECT TOTAL NOT TO EXCEED				\$467,854

### IV. REVIEW OF FOLLOW-UP REQUESTS

Confirm requests made by the Board that require administrative follow-up for information to be provided to the Board at a later date.

### V. ADJOURNMENT



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### **Upcoming Board Meeting Dates:**

*All board meetings are open to the public.*

June 26, 2017 - Great Lakes Campus, Room 112, 715 E. Front Street  
July 24, 2017 - Great Lakes Campus, Room 112, 715 E. Front Street  
August 28, 2017 - Oleson Center Room A/B, 1881 College Drive  
September 18, 2017 - Oleson Center Room A/B, 1881 College Drive (3rd Monday)  
October 23, 2017 - Oleson Center Room A/B, 1881 College Drive  
November 20, 2017 - Oleson Center Room A/B, 1881 College Drive (3rd Monday)  
December 18, 2017 - Oleson Center Room A/B, 1881 College Drive (3rd Monday)  
January 22, 2018 - Oleson Center Room A/B, 1881 College Drive  
February 26, 2018 - Oleson Center Room A/B, 1881 College Drive  
March 19, 2018 - NMC Hagerty Center, Great Lakes Campus, 715 E. Front Street (3rd Monday)  
April 23, 2018 - Oleson Center Room A/B, 1881 College Drive  
May 21, 2018 - Great Lakes Campus, Room 112, 715 E. Front Street (3rd Monday)  
June 25, 2018 - Great Lakes Campus, Room 112, 715 E. Front Street



**MEMO**  
Administrative Services

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**To:** Timothy J. Nelson, President

**From:** Vicki Cook, VP Finance and Administration

**Date:** June 9, 2017

**Subject:** Video surveillance and remote door access control  
(Attachments – Project scope and bid analysis provided by Plante Moran)

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Board Recommendation

It is recommended that the Board of Trustees authorize the administration to enter into a contract with Siemens Industry for the video surveillance and remote door access control project in the amount of \$422,667. (\$367,537 project costs plus \$55,130 contingency).

As part of this project, the installation of the new network based video security and access control system throughout all of NMC buildings will require the purchase of additional network switches for some areas. NMC administration requests Board authorization to enter into contract with Secant Technology for the purchase of network switches in the amount of \$45,187 (\$41,079 plus a \$4,108 contingency).

Company	Product	Base Bid	Contingency	Total
Siemens Industry Wyoming, MI	Video Surveillance & Remote Door Access	\$367,537	\$55,130	\$422,667
Secant Technology Kalamazoo, MI	Required Network Switches	\$41,079	\$4,108	\$45,187
			PROJECT TOTAL NOT TO EXCEED	\$467,854

Background

This project replaces our existing system and provides for expansion to all NMC buildings. NMC administration has worked with Plante Moran Information Technology consultants to analyze locations for cameras. Plante Moran has also assisted in the analysis of the proposals. (Attached – Project scope and bid analysis provided by Plante Moran)

The system recommended provides one solution for both surveillance cameras and door access. This system gives security personnel the ability to monitor buildings on a regular basis. The door access system will allow us to remotely lock down buildings at any time. The system will provide the campus a security system that will enable personnel to monitor and respond to activities immediately.

Funding Source

Funding will be provided by the FY17 Bond Fund.



June 8, 2017

Ms. Vicki Cook  
Vice President of Finance and Administration  
Northwestern Michigan College  
1701 E Front Street  
Traverse City, MI 49686

Dear Vicki:

Plante Moran has completed its review of the proposals received in response to the IP Video Surveillance, Door Access Control, and Video Management Systems (Equipment & Services) Request for Proposal (RFP). Based on our review of the proposals, discussions and clarifications with vendors, finalist interviews and discussions with your staff, we recommend the award be made to **Siemens Industry, Inc.** for a not to exceed total of **\$367,537**. We recommend that this award be made contingent upon successful contract negotiations with this vendor. We also recommend that the College set aside a contingency amount of \$55,130 (15% of award total) to address any unforeseen issues that may be encountered during this project and allow for adjustments to the type of camera and/or door locking mechanisms required based on specific situations.

#### **BACKGROUND**

Northwestern Michigan College undertook a project to replace the current analog video surveillance system (VSS) and analog door access control (DAC) systems for its four campuses. Some cameras have become non-functional, others have reached the end of life / end of support and need to be replaced due to their life expectancy. The current DAC system has limited functionality and with the need to expand this system at other buildings including North Hall, the DAC will need to be replaced to provide the College with a single DAC system across all of its buildings.

Plante Moran, working in conjunction with your staff (Campus Safety, Facilities, and IT) visited each building to identify locations for cameras and door access controls and discussed the desired features and functionalities for a new system. This information was used to develop a Request for Proposal (RFP) for a college-wide video surveillance and door access control solution. The RFP was based on open specifications and requested solutions from tier 1 VSS/DAC equipment manufacturers and video management system (VMS) developers. The RFP was structured to allow vendors to propose solutions for both components (VSS & DAC) or just one.

The RFP was distributed to vendors in accordance with the College's procedures which included advertisement on your website. Eight vendors submitted proposals, representing five different solutions. All proposals and solutions were reviewed to determine the completeness, cost, and compliance with the bid specifications. Where necessary, clarifications were issued to vendors with requiring written responses. Based on the review of the RFP responses and written clarifications, two vendor solutions (Siemens Industry, Inc. and Presidio Networked Solutions Group, LLC) were selected for further evaluation and interview. This selection was based on compliance to bid specifications, overall technical solution, vendor qualifications and cost of the proposal. As shown by the attached analysis, though solutions proposed by D/A Central and Shoreline were lower in cost, their solutions did not meet either meet the specifications listed in the RFP.

College representatives (Vicki Cook, Todd Neibauer, Dan Wasson, Paul Perry, and Jim White) and Plante Moran conducted interviews with the two vendors to: 1) allow vendors to demonstrate their proposed solution; and, 2) discuss the company's background, experience, and clarifications of the response.

Ms. Vicki Cook  
Northwestern Michigan College

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The solution provided by Siemens Industry, Inc. is compliant with the specifications and includes equipment from major manufacturers. This vendor has experience in installing and supporting these types of systems. We are therefore recommending that the College award this project to Siemens Industry, Inc. Attached is a summary of the bids received. Reference checks were conducted by College staff with satisfactory results.

Plante Moran appreciates the opportunity to be of assistance to Northwestern Michigan College. Please call Sri Chalasani at 248.223.3707 or me at 248.223.3304 if you have any questions.

Sincerely,

**PLANTE MORAN, PLLC**



Judy Wright

cc: Sri Chalasani, Melissa Auchter, Pat Podges

Attachments: NMC VSS Finalist Analysis

**Northwestern Michigan College  
Video Surveillance Door Access Control Proposal Summary**

Vendor Name	Siemens	Presidio	DA Central	Shoreline	Security Corp	Anavon	Midstate Security	Secant
<b>Vendor Information</b>								
VSS Manufacturer	Avigilon	Avigilon	Sony, OnCam, Axis	GeoVision	Avigilon	UniView	Avigilon	Samsung
VMS Manufacturer	Avigilon	Avigilon	Ocularis	Milestone Management	Avigilon	Milestone	Avigilon	Exacq
DAC Manufacturer	Avigilon	Avigilon	Lenel	Isonas	Avigilon	Isonas	Avigilon	S2 Security
Local Office Location	Wyoming, MI	Grand Rapids TC - Feyen Zylstra	Bryon Center, MI (may use Feyen Zylstra)	Williamsburg, MI	Allendale, MI	Traverse City, MI	Wyoming, MI	Kalamazoo, MI
# of years in business	170	14	60	5	43	17	30	20
Gross Revenue last 3 years	Available upon request	\$2.7 B, \$2.3 B, \$2.1 B	\$6.6M, \$5.5M, \$5M	\$21M, \$15M, \$10M	\$28M, \$23M, \$20M	\$1.8M, \$1.4M, \$1.1M	\$16M, \$15.3M, \$10.9M	\$19.5M, \$18M, \$17M
References	Michigan State Univ Oakland Univ Adrian College	Interlochen Calvin College KRESA	Grand Valley State Univ University of Michigan Muskegon CC	Wieland Corporation Granger Construction Spence Brothers	Oakland CC East Rapids PS Carson City Crystal PS	NMC State of MI Trng Vessel C&T Management	Not Provided	Pfizer Family Health Center Oakland University
Meets Specification?	Yes	Yes	No	No	Yes	Yes	Yes	Yes
Std Camera HW Warranty	60 Months	36 Months	12 Months	36 Months	36 Months	36 Months	36 Months	60 Months
Std VMS HW/SW Warranty	60 Months	36 Months	36 Months	36 Months	36 Months	36 Months	36 Months	60 Months
Std DAC HW Warranty	60 Months	36 Months	36 Months	36 Months	36 Months	36 Months	36 Months	36 Months
Std DAC Mgmt SW Warranty	60 Months	36 Months	36 Months	36 Months	36 Months	36 Months	36 Months	36 Months
<b>Pricing Summary</b>								
<b>Base Bid - As Presented</b>								
Video Surveillance	\$187,130.06	\$106,326.95	\$160,367.00	\$138,064.00	\$208,906.46	\$102,284.00	\$255,135.00	\$197,279.85
Door Access Controls	\$85,976.78	\$61,023.60	\$99,860.68	\$115,133.00	\$116,538.31	\$101,575.50	\$224,590.00	\$171,596.95
Video Management System	\$92,680.79	\$79,041.55	\$38,450.00	\$100,318.00	\$99,411.38	\$129,893.00	\$100,630.00	\$95,560.72
Installation/Integration Svcs	Included in above Price	\$138,905.90	\$51,168.32	\$2,500.00	\$5,487.96	\$101,560.00	\$32,570.00	\$0.00
Warranty	Included in above Price	\$3,600.00	\$40,000.00	\$4,675.00	\$16,000.60	\$31,856.00	\$25,400.00	\$0.00
Performance Bond Cost	\$1,871.00	\$5,833.47	\$5,247.69	\$5,198.40	\$6,156.14	\$15,000.00	\$13,000.00	\$3,850.00
<b>Grand Total</b>	<b>\$367,658.63</b>	<b>\$394,731.47</b>	<b>\$395,093.69</b>	<b>\$365,888.40</b>	<b>\$452,500.85</b>	<b>\$482,168.50</b>	<b>\$651,325.00</b>	<b>\$468,287.52</b>
Performance Bond Cost per \$1,000	\$3.40	\$15.00	\$15.00	\$14.40	\$12.00	\$32.11	\$20.36	\$8.22
<b>Normalization - Finalist Only</b>								
Add - VSS 5 Year Warranty	Included	\$ 14,476.45						
Add - DAC 5 Year Warranty	Included	\$ 7,370.31						
Add - VMS 5 Year Warranty	Included	\$ 8,677.80						
Add - SW 5 Year Warranty	Included	\$ 4,914.00						
Add - Avigilon Server Failover Lic.	Included	\$ 6,993.00						
Add - Existing FA IP Cam Lic. (3)	\$ 505.26	\$ 532.65						
Performance Bond Adjustment	\$ (627.32)	\$ -						
Impact of Performance Bond	\$ (0.42)	\$ 644.46						
Total for Bid Normalization	\$ (122.06)	\$ 43,608.67						
<b>NORMALIZED TOTAL</b>	<b>\$ 367,537</b>	<b>\$ 438,340</b>						

<b>TOTAL RECOMMENDED AWARD</b>	<b>\$ 367,537</b>
<b>PROJECT CONTINGENCY (15%)</b>	<b>\$ 55,130</b>
<b>TOTAL PROJECT COST</b>	<b>\$ 422,667</b>