

**System Integrator Services for IP
Video Surveillance & Access
Control
for the Music City Center
RFP 101-2022**



BEFORE WE BEGIN...

- Please sign-in
- Why are we here?
- Questions – WRITTEN RESPONSES PREVAIL

AGENDA

- I. Welcome/Introductions
- II. RFP Overview and Highlights
- III. Important Dates
- IV. Submission Requirements
- V. Q & A Session

INTRODUCTIONS

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Sr. VP and Chief Operations Officer

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Director of Security

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Director of Technology

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RFP OVERVIEW AND HIGHLIGHTS

The Music City Center is seeking a well-designed and proven security system that has excellent vendor support, rich capabilities, and robust ad hoc reporting tools. It is the intent of the MCC to select an integration firm that will oversee and maintain all elements of the design, build, and implementation of the designed system.

It is the intent of the selected integrator to produce an overall plan to enhance and expand all the MCC Security capabilities to include a phased approach to how the MCC is to proceed with present, future security needs.

RFP OVERVIEW AND HIGHLIGHTS:

Access Control System

- **Current System**
 - 252 Access controlled doors connected via iStar control panels
 - Current operating system is Software House CCURE 9000
- **Future Needs**
 - Approximately 100 Additional Proximity controlled doors
 - Mapping and integration with CCTV
 - Compatible with Wearable & NFC technology
 - Parking System Integration (Park Assist)
 - Temporary ID and ESCA integration
 - Elevator access integration
 - Morse watchman key box integration
 - Remote access and monitoring capabilities

RFP OVERVIEW AND HIGHLIGHTS:

IP Video Surveillance System

- **Current System**
 - 302 IP CCTV cameras of various manufactures, models (Illustra, Axis, Sony)
 - 12 NVR recorders and 1.120 petabytes of storage
 - Video Management system is American Dynamics Victor Video Edge 5.6
- **Future Needs**
 - Approximately 200 Additional IP cameras
 - Object, Facial, and License Plate Recognition
 - Weapon detection
 - Dwell Time Monitoring
 - Capacity monitoring
 - Automated Alerts and Reporting
 - 60-90 Days of Video Storage
 - Object or Personnel Tracking
 - AI Capabilities
 - Integration with Park Assist & Access Control
 - Building Mapping
 - Remote access and monitoring capabilities

RFP OVERVIEW AND HIGHLIGHTS:

Incident Reporting Tool

- **Current Software ISS 24X7**
 - Current system does not integrate with existing camera system
 - Limited to the number of user licenses
 - Limited to 10Gb of storage
 - Lost and found module
 - Ability to document by image
 - Ability to search by time or description
 - Guard Tour Module
- **Future Needs**
 - Tour Scan abilities (RFID, Wireless Capability)
 - Lost and found module
 - Security Checkpoint Module
 - Incident Management
 - Temporary ID Module
 - Must integrate with Access control System
 - Robust reporting capabilities
 - Remote access and monitoring capabilities

RFP OVERVIEW AND HIGHLIGHTS:

Command Center Operations

- **Current System**
 - 9 Panel Video Wall
 - Access and Video control
 - 6 Remote monitoring locations with video and access control
 - Morse watchman key box key distribution
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- **Future Needs**
 - Weather Monitoring\ Breaking News Alerts
 - AI Monitoring & Automated Alerting
 - Interactive Video Wall

RFP OVERVIEW AND HIGHLIGHTS:

Integrator's Responsibilities

The System Integrator's responsibilities are including but not limited to:

Design Build

- Evaluate the current IP video surveillance, incident management and access control system(s) and make recommendations to enhance or replace existing systems.
- Integrator will develop and monitor a master build schedule that aligns with MCC business schedule and budget to ensure project implementation needs are met and on schedule.

RFP OVERVIEW AND HIGHLIGHTS:

Integrator's Responsibilities

Planning

- Vendor resources are expected to provide experience and expertise in the area security technologies.
- Planning should include enhancement and expansion of all MCC Security capabilities and include a phased approach to present and future

Purchasing

Integrator is responsible for procuring various system components including but not limited to servers, cameras, workstations, video walls, recording equipment, door control, cabling, software and other hardware technologies as part of this RFP.

RFP OVERVIEW AND HIGHLIGHTS:

Integrator's Responsibilities

Implementation

- Provide project management services including development and maintenance of the project work plan, scheduling and work assignments, implementation planning, and project status reporting.
- Install all software required for the application, provide technical assistance on hardware and network configuration as necessary to meet the application specific requirements.
- Provide solutions for interfacing with the Music City Center's network with the final proposed turn-key surveillance system.

RFP OVERVIEW AND HIGHLIGHTS:

Integrator's Responsibilities

Training

- Provide a mutually agreed upon number of training hours onsite as well as end user training curriculum.
- Training plan will be in written and video format suitable for ongoing training of MCC staff. All training is expected to take place at the Music City Center's facilities.

Support and Preventative Maintenance

- Integrator must provide a comprehensive on-going support plan after expiration warranty period.
- Must be able to service and implement exiting, current, and new security technologies
- Must have access to trained technicians capable of supplying all proposed technologies

RFP OVERVIEW AND HIGHLIGHTS:

Integrator's Responsibilities

- At no time will proposed products to be sole source or proprietary in nature. Integrator must have access to a wide array of security technologies that are open source
- Must be able to service the account post implementation and ensure that service, maintenance, and installations are performed by qualified and certified technicians
- Work with MCC on developing a short- and long-term capital plans for future security enhancement.

COMMITMENT TO DIVERSITY

It is the policy of the Authority to assist minority, women, small, and service-disabled veteran-owned business enterprises in learning how to do business with the Authority.

Furthermore, integrators are encouraged to maximize the usage of minority, women, small, and service-disabled veteran-owned businesses with respect to the install phase of this project.

IMPORTANT RFP DATES

RFP Questions and Inquiries Due	April 6, 2022
Responses to Inquiries	April 13, 2022
RFP Submissions Due	May 11, 2022

SUBMISSION REQUIREMENTS

All submittals must be received by deadline - NO EXCEPTIONS.

Physical Copy: Please submit one (1) original, eight (8) copies, and one (1) electronic copy of the complete proposal response including any attachments, on a WINDOWS PC compatible CD or flash drive (verify all files are on disc/flash drive prior to submitting proposal) of the following materials to the address set forth in Section V (D).

All text must be printed on single-sided or double-sided pages and includes the tabs (in order)

Proposals submitted electronically (i.e. Email) WILL NOT be accepted.

SUBMISSION REQUIREMENTS

Submissions can be submitted via hand delivery or sent by UPS or FedEx.

- **Hand/Courier Delivery Option:** Administrative Offices
600 Koreans Veterans Blvd
- **UPS or FedEx Option:** Music City Center House Docks
700 Koreans Veterans Blvd

SUBMISSION REQUIREMENTS

- Read V F. Response Format, Requirements and Evaluation Criteria thoroughly
- No Electronic Submissions
- Include required amount of copies and electronic copy (i.e. USB drive)
- Organize tabs using dividers in order listed in RFP (can use own formatting)

SUBMISSION REQUIREMENTS

- Read Section III. Diversity Plan thoroughly (10 pts)
- Required in all proposals:
 - **Covenant of Non-Discrimination (Exhibit A)**

EVALUATION CRITERIA

- **Business Plan**

Total points available for this criterion are 50 points

- **Qualification of Firm**

Total points available for this criterion are 30 points.

- **Cost Criteria**

Total points available for this criterion are 20 points.

- **Reference Projects**

Total points available for this criterion are 20 points

- **Diversity Plan**

Total points available for this criterion are 10 points.

QUESTIONS?

- **REMINDER:** Questions (including those asked on tour) must be submitted to mccpurchasing@nashvillemcc.com in order to receive an official response.
- Written responses to questions will be posted to Music City Center website:

<http://www.nashvillemusiccitycenter.com/business-opportunities>