



# City of Aurora

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## Cover Memorandum

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In Control: City Council

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**TO:** Mayor Richard Irvin

**FROM:** Michael Pegues, CIO  
Jeff Anderson, Deputy CIO

**DATE:** February 10, 2020

### SUBJECT:

Resolution to award a three-year contract with a three-year option to Scientel Solutions LLC., 2021 N Eola Rd, Aurora, IL 60502, for Preventive Maintenance & Support of City-wide security/CCTV cameras for a total amount not to exceed \$1,395,828.95.

### PURPOSE:

The City has over 560 existing or planned security/CCTV cameras spread across City-owned and managed locations. Currently preventive maintenance and support is not performed uniformly across all locations ranging from 4 hours to 5 business days.

The goal for this City-wide initiative is to ensure effectiveness and uptime for the camera program but also have greater ability to plan, manage costs and reduce risk.

### BACKGROUND:

Council Resolution R19-336 provided for installation of cameras and access controls at several City-owned locations and also included a \$425,000 fee for maintenance on City cameras for one year. The installation of the cameras and access controls purchased under R19-336 is over 80% complete and will need to be covered in a maintenance contract going forward. After reviewing the marketplace for camera maintenance programs, City staff determined that it was more cost effective to find a partner to provide maintenance and support (both reactive and preventative) to the City's security/CCTV cameras for a period longer than just one year. Accordingly, City staff engaged Marketplace.com to begin the RFP process. The RFP timeline is shown below.

- Publication Date: 4/21/2020
- Publication Information: Aurora Beacon News, Demand Star and the City's website
- Marketplace.city Clear Box Review
- Closing Date: 5/29/2020
- Seven (7) vendor responses were submitted

- Five (5) vendors were determined qualified and invited to demonstrate their devices.
  - qualification was based on experience, capabilities, support, pricing
- City Stakeholders conducted Vendor Meetings with 5 vendors
  - Stakeholders reduced list to two (2) Qualified vendors based on capabilities, approach, and experience
- Final Proposal sent to 2 vendors on 11/2/2020
  - Johnson Controls
  - Scientel Solutions
- Final Vendor Meetings held 12/14/2020
- Final Selection made 12/21/2020.

#### **DISCUSSION:**

Staff members from Police, Fire, Public Works and IT participated as stakeholders throughout the selection process.

City stakeholders selected Scientel Solutions as vendor for Security Camera/CCTV Preventive Maintenance & Support. Scientel's solution offered an efficient, cost-effective, and time-saving approach for the City. Scientel's local presence, assets and staff combined with best-in-class support practices will deliver high-quality service utilizing the latest technology to the City.

With a 3-year commitment of \$668,153.05, the Scientel proposal averages \$222,717.83 annually which is well under the 1-year award from R19-336 of \$425,000. The full 6-year commitment of \$1,395,828.95 averages \$232,638.16. The City may discontinue services for the optional years 4 - 6 without cause.

Scientel's new global headquarters, based locally in Aurora, IL, is home to a 24x7x365 Network Operations Center (NOC) with a world-class dispatch process. Scientel can integrate all City cameras into Scientel's 24x7 NOC for monitoring to ensure that all cameras are operating at peak performance.

Purchase will be made using existing funds in Account Number # 101-1383-419.38-07 Professional Services. Budgeted amounts are \$425K in 2021 and \$450K in 2022.

#### **IMPACT STATEMENT:**

As part of the City of Aurora Technology Strategic Plan or "IT Roadmap" for 2019, the Information Technology Division is seeking to evaluate and improve efficiencies throughout the organization. This purchase is aligned with the Strategic Plan.

#### **RECOMMENDATIONS:**

Recommend city council to adopt the proposed resolution..

cc: Infrastructure & Technology Committee

CITY OF AURORA, ILLINOIS

RESOLUTION NO. \_\_\_\_\_  
DATE OF PASSAGE \_\_\_\_\_

A Resolution to award a three-year contract with a three-year option to Scientel Solutions LLC., 2021 N Eola Rd, Aurora, IL 60502, for Preventive Maintenance & Support of City-wide security/CCTV cameras for a total amount not to exceed \$1,395,828.95.

WHEREAS, the City of Aurora has a population of more than 25,000 persons and is, therefore, a home rule unit under subsection (a) of Section 6 of Article VII of the Illinois Constitution of 1970; and

WHEREAS, subject to said Section, a home rule unit may exercise any power and perform any function pertaining to its government and affairs for the protection of the public health, safety, morals, and welfare; and

WHEREAS, The City has over 560 security / CCTV cameras located at various locations throughout the city; and

WHEREAS, these cameras need to be maintained and functioning to reduce risks to the City and its residents; and

WHEREAS, funds are budgeted for video surveillance and camera preventative maintenance in account 101-1383-419.38-07 (2021 budgeted amount is \$435,300)..

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Aurora, Illinois, as follows: Resolution to award a three-year contract with a three-year option to Scientel Solutions LLC., 2021 N Eola Rd, Aurora, IL 60502, for Preventive Maintenance & Support of City-wide security/CCTV cameras for a total amount not to exceed \$1,395,828.95.