



Northwood Technical College

REQUEST FOR PROPOSAL

25-96805-CW-SECURITYUPGRADES FOR

Surveillance Camera, Electronic Access, and Intrusion Detection Systems Services

*In the event Northwood Technical College finds it necessary to change any of these dates it will do so by issuing an addendum to this RFP.

Date	Event
Wednesday, July 17, 2024	Date of RFP issue.
Tuesday August 6, 2024 Wednesday, August 7, 2024	Voluntary Walk Through of Campuses Tuesday, August 6, 2024 – 9:00 am – Ashland Tuesday, August 6, 2024 – 1:00 pm – Superior Wednesday, August 7, 2024 – 8:00 am – Rice Lake Wednesday, August 7, 2024 – 10:30 am – Shell Lake Wednesday, August 7, 2024 – 1:30 pm – New Richmond
Wednesday, August 14, 2024	RFP inquiry/question deadline @ 4:00 PM CST.
Monday, August 19, 2024	Estimated date for Northwood Tech to answer Vendor’s questions.
Thursday, August 22, 2024	Proposals due from Vendor prior to 2:00 PM CST via email to proposals@northwoodtech.edu
August 27 and 28, 2024	Northwood Tech Evaluation Process Top Vendors will be invited for Presentations/Demos
Friday, September 6, 2024	Presentations/Demos via Microsoft Teams – time TBD
Wednesday, September 18, 2024	Northwood Tech Board Meeting (action on recommended proposal)
Thursday, September 19, 2024	Earliest date Northwood Tech will issue award notice.

SECTION I – GENERAL INFORMATION

Northwood Technical College (Northwood Tech) is guided by its Mission, Vision and Values. Northwood Tech has a long, rich history that demonstrates our dedication to the community and its members. Learning is our passion and it shows. Nearly 1 in 9 residents of our district (including a population of 236,200; 286 towns, villages, and cities; and 47 school districts) have taken some sort of class through a Northwood Tech campus or outreach center. Each year, Northwood Tech surveys graduates to find out how well their degree or diploma prepared them for their career. The results reveal an impressive record of academic excellence and valuable career perspective.

Northwood Technical College (Northwood Tech) District is one of sixteen 2-year technical college districts in Wisconsin. The district includes most of northwestern Wisconsin, encompassing more than 10,000 square miles and parts or all of 11 counties.

Northwood Tech offers career-focused associate degree programs, technical diplomas, and short-term certificates in addition to customized training, and a wide array of courses for personal or career enhancement. Northwood Tech employs a staff of more than 1,400 full-time & part-time employees and provides education to 7,715 credit students in more than 53 full-time programs, plus technical certificates, and apprenticeship programs and nearly 17,000 residents in continuing education courses.

Northwood Tech is the owner of buildings at four campuses in Ashland, New Richmond, Rice Lake and Superior. In addition, the college owns a Health Education Center in Shell Lake and leases and operates learning centers in Hayward, Ladysmith, and Balsam Lake. Northwood Tech offers associate degrees, technical diplomas, and certificates in over 50 programs. For more information about Northwood Tech, please visit www.northwoodtech.edu.

MISSION

Students First.

We strengthen communities by empowering each student to realize their own success story.

VISION

Transforming Communities.

We strengthen communities by empowering each student to realize their own success story.

VALUES

Collaboration

We value relationships that enhance learning and promote economic development.

Innovation

We embrace the latest theories and technologies to support student and community success.

Excellence

We prioritize high quality education, services, and continuous improvement in a dynamic learning environment.

Community

We value our deep connections to our communities, working together to provide solutions through student success.

Support

We empower individuals by supporting their success with quality experiences and services designed to meet their needs.

Integrity

We uphold honesty and accountability in a diverse, open and ethical learning and working environment.

Respect

We value each individual and approach all interactions mindfully, with civility, empathy, and openness to new and differing ideas.

SECTION II – INSTRUCTIONS TO VENDORS

1. DUE DATE

Sealed proposals must be received by the Northwood Technical College Purchasing Department by or prior to **2:00 PM CST, on Thursday, August 22, 2024**. The Vendor shall be responsible for delivery of the proposal to the designated place on or before the date and time specified. Proposals received after time of closing will be rejected and returned to the Vendor. Failure to examine any and all documents will in no way relieve the successful Vendor from the necessity of supplying the required products in accordance with the proposal.

2. PUBLIC OPENING

Proposals will be publicly opened on **Thursday, August 22 at 2:00 PM CST**. The public bid opening will be available via a [Microsoft Teams Meeting](#). Ctrl + Click the link:

- A webpage will open, where you will see two choices: Download the Windows app and Join on the web instead. If you join on the web, you can use either Microsoft Edge or Google Chrome. Your browser may ask if it is OK for Team to use your mic and camera. You may allow it so you will be seen or heard in the meeting.
- Enter your name. Choose your audio and video settings, if applicable. When you are ready, Click Join now.
- This will bring you into the lobby and will notify the Northwood Technical College staff that you are there. You will be admitted to the meeting.

3. REQUIRED FORMS TO SUBMIT PROPOSAL

No proposal will be accepted on any other form(s) than those herewith specified and/or provided with the RFP. Addenda issued during the time of bidding shall become part of the proposal documents. Vendor shall acknowledge receipt of such addendum in the appropriate space provided on the Signature Page. Any conditional proposal, amendment to the proposal or attachment thereto, or the inclusion of any correspondence, written or printed matter, or details of any nature other than that specifically called for may disqualify the proposal. Telecommunication alterations to the proposal will not be accepted.

4. KEY PROPOSAL DATES

*In the event Northwood Technical College finds it necessary to change any of these dates it will do so by issuing an addendum to this RFP.

Date	Event
Wednesday, July 17, 2024	Date of RFP issue.
Tuesday August 6, 2024 Wednesday, August 7, 2024	Voluntary Walk Through of Campuses Tuesday, August 6, 2024 – 9:00 am – Ashland Tuesday, August 6, 2024 – 1:00 pm – Superior Wednesday, August 7, 2024 – 8:00 am – Rice Lake Wednesday, August 7, 2024 – 10:30 am – Shell Lake Wednesday, August 7, 2024 – 1:30 pm – New Richmond
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5. KEY PROPOSAL QUESTIONS & SUBMITTAL INFORMATION

No verbal explanation or instruction will be given in regard to this RFP during the proposal period. Northwood Technical College will not be responsible for verbal instructions. Vendors shall bring questions, inadequacies, omissions, or conflicts to Northwood Technical College's attention. **All Vendor requests for clarification or interpretation must be received via email to proposals@northwoodtech.edu on or before Wednesday, August 14, 2024 at 4:00 PM CST.** Prompt clarification will be supplied to all Vendors of record via addendum.

Failure to request clarification or interpretation of this RFP will not relieve the Vendor of responsibility. Signing the Qualified Vendor Certification Form will be considered as implicitly denoting that the Vendor has a thorough understanding of the scope of work and comprehension of the Statement of Work.

All attachments, additional pages, addenda, or explanations supplied by the Vendor with this proposal will be considered as part of the proposal response.

6. PROPOSAL DELIVERY OPTIONS

Proposals and all associated documentation shall be emailed to proposals@northwoodtech.edu. Bids must be received by Purchasing Department, proposals@northwoodtech.edu, by or prior to 2:00 PM CST on Thursday, August 22, 2024. Any bid received after 2:00 PM CST will be disqualified. Please include the following in the subject line of the email: **25-96805-CW-SECURITYUPGRADES**. Any bid received without the subject line of the email not properly and clearly marked may result in the bid being rejected.

a) Email

Proposals shall be emailed to proposals@northwoodtech.edu. The subject line of the email must read **25-96805-CW-SECURITYUPGRADES**. Any proposal received without the subject line of the email not properly and clearly marked with the RFP number may result in the proposal being rejected.

The file size shall not exceed 25MB. Files larger than 25MB may be rejected by the Northwood Tech server. Document must be in an unlocked and un-password protected Microsoft Word, Microsoft Excel, or Adobe Acrobat 9.0 or greater format. The file must be labeled "[Vendor Name] RFP Response [RFP #]". Northwood Tech prefers that proposals be submitted in PDF format and all required documents are contained in **one (1) file**, if possible.

It is the responsibility of the Vendor emailing their proposal to ensure the proposal was received on time to the proposals@northwoodtech.edu inbox. Northwood Tech will respond via email confirming the receipt of your company's proposal. If you do not receive confirmation that your proposal has been received, it is the responsibility of the bidder emailing their bid to follow up with Shawna Benish at shawna.benish@northwoodtech.edu.

7. ALTERNATE PROPOSALS

Specifications contained in this RFP are intended to define the level of quality and performance and not to restrict competition. Vendors offering alternates shall submit, with their proposal, an itemized comparison to the RFP specification, documenting equivalence for dimensions, quality performance, etc. **Unless indicated otherwise**, Vendors may offer more than one alternate with required supporting documentation. Where certain brands or part numbers are specified, it is for illustration or to establish a standard for features and construction. **Unless indicated otherwise**, "or equivalents" are acceptable and allowed, and Vendors are encouraged to offer varying brands of "equivalent" items and supplies for Northwood Technical College's consideration.

8. DEVIATIONS FROM PROPOSAL SPECIFICATIONS

Any deviations from proposal item specifications must be clearly documented on the Qualified Vendor Certification Form. Northwood Technical College reserves the right to determine if any noted deviations or qualifying statements indicated in a Proposal are in the best interest of the college, and reserves the option to reject any proposal(s), all proposals, or a portion of a proposal(s), on that basis.

9. RIGHT TO AWARD ALL OR A PORTION

While Vendors are encouraged to quote as many or all of the items listed in this RFP, it is understood that not all items may be available from one Vendor source. Northwood Technical College will have the option to make “split awards” of the items to multiple Vendors or to award to multiple Vendors if it is determined in the best interest of the College. Vendors need to quote prices on a line item basis with the understanding that Northwood Technical College may only order partial items of what the Vendor quoted. If the Vendor can offer additionally discounted prices on the premise that it will receive the entire award, or an award of a select “family” of items, the Vendor should enumerate such additional pricing discount options for Northwood Technical College’s consideration on a separate page attached to their proposal response.

10. WITHDRAWAL OF PROPOSALS

Proposals may be withdrawn by written request received from the Vendor or an authorized representative thereof prior to the time fixed for opening of proposals, without prejudice to the right of the Vendor to file a new proposal. Withdrawn proposals will be returned unopened. Negligence on the part of the Vendor in preparing their proposal confers no right for withdrawal of the proposal after it has been opened.

Proposals may be held by Northwood Technical College for a period not to exceed ninety (90) days from the date of the opening of proposals for the purpose of reviewing the proposals and investigating the qualifications of the Vendors, prior to the awarding of the contract.

11. ACCEPTANCE/REJECTION

Northwood Technical College reserves the right to accept or reject any or all proposals, to waive any technicality or informality in any proposal submitted, and to accept any part of a proposal deemed to best serve the interests and needs of Northwood Technical College and said determination shall be final.

Northwood Technical College reserves the right to reject all proposals received and reissue the RFP if it is determined an adequate level of competition was not obtained, or if the specifications/terms did not allow for a sufficient level of competing proposals to be received, or if desired specifications, features, or standards were not, in the opinion of Northwood Technical College, acceptable.

Northwood Technical College reserves the right to reject a proposal if the evidence submitted by, or investigation of, the Vendor fails to satisfy Northwood Technical College that the Vendor is responsible and qualified to carry out the obligations of the contract or to complete the Statement of Work.

12. FIRM PROPOSALS

All proposals are to be firm for acceptance for a minimum of (90) days from opening and for the specified contract period. Any exception shall be fully noted. The purchase of the item(s) in this RFP is contingent on budget availability. The college may elect to not proceed with this project, or delay the project, or modify the conditions for this project, if so considered to be in the best interest of the college.

13. LIABILITY

Northwood Technical College shall not incur any liability for any cost the vendor may have incurred in preparing and submitting a proposal in response to this RFP.

14. PAYMENT AND DELIVERY TERMS

Net 30 days after product delivery and receipt of invoice. In most cases, advance payments will not be made, and no payments will be made without invoices. Northwood Technical College prefers to pay by Visa, if accepted. All proposed items or services are to be delivered tax exempt, FOB Destination – delivered and installed with freight cost included in the price or otherwise quoted on the Northwood Technical College Qualified Vendor Certification Form (if applicable). For this RFP, we understand a down payment will be necessary as well as other payments based on percent of completion of this project.

15. TAXES

Northwood Technical College is a governmental entity exempt from sales taxes pursuant to Wisconsin Statutes, Section 77.54(9a). Taxes should be excluded in proposals to Northwood Technical College.

16. EVALUATION PROCEDURE, SCORING, AND EVALUATION POINTS

Northwood Technical College evaluates proposals submitted in response to RFP’s based on “best value” to the college using a formal process involving an evaluation committee led by Northwood Technical College employees. The Purchasing Department oversees the evaluation process to ensure it is objective and scoring is based on the requirements communicated to the Vendors in the RFP. Northwood Technical College shall be the sole judge in the subjective matters of a Vendor’s capability, experience, references, etc. as to what best meets the unique needs of Northwood Technical College. Unless a Vendor can cite a specific statute or administrative code being violated, the subjective judgement or scoring by the Northwood Technical College evaluators is not appealable.

17. EVALUATION CRITERIA

The Northwood Staff Member Evaluation Team will evaluate and rank the written RFP responses that best meet Northwood’s needs based on the following criteria and point allocation factors. The award will be based on a point system and awarded to the proposer with the highest points. The maximum possible points will be two hundred (200) points. The criteria to review and score proposals, may at Northwood’s option, include two scoring phases:

Phase 1 will consist of scoring the proposals based on the criteria as stated below. The top 2 scoring Suppliers from Phase I, may be invited to participate in Phase 2 if further detailed information regarding the technical and functional features of the proposed solution(s) is deemed necessary by the Northwood Technical College Evaluation Committee.

Phase I – Written response to RFP

Scoring of the written responses will be done using the scoring matrix below:

Phase I Scoring	Points
Technical Fit: How well does the proposed solution meet Northwood’s technical requirements	20
Installation and Integration: Ease of installation, network setup, and integration with between VMS, door access and intrusion.	20
Scalability: Ease and ability of the solution to scale as needed.	20
Support and Warranty: post-installation support and warranty terms.	10
Vendor Experience: track record, expertise, and references.	10
Cost Analysis <ul style="list-style-type: none"> ▪ Cost points will be awarded based on the “Ratio Method”. With this method, the proposal with the lowest cost receives the maximum points allowed. All other proposals receive a percentage of allotted points based on their relationship to the lowest cost proposal. The following example demonstrates how price points are calculated under the “Ratio Method”. Example: The cost for the lowest proposal grand total is \$100,000. The next lowest proposal has a cost of \$125,000. The total points available for cost = 20 points. The proposal with the cost of \$125,000 will receive 16 points. $(100,000/\$125,000) \times 50 = 16$ points.	20
Maximum points	100

Based on the above evaluation, the vendor(s) with the highest scores will move onto Phase II of the evaluation process.

Phase II – Interview/Demonstration Process

Scoring of Phase II will be done using the scoring matrix below:

Phase II Scoring	
Product Demonstrations of Technical Requirements	50
Product Demonstrations of Functional Requirements	50
Maximum points	100

For those companies that were invited to Phase II of the process, the points awarded for Phase I and Phase II will be added together to determine an overall score.

Northwood Technical College reserves the right not to select any vendor based on the qualifications and responses to this bid.

18. VENDOR PRESENTATIONS/MEETINGS

Upon receipt of all proposals meeting the conditions outlined in this RFP and arriving by the specified due date and time, Northwood Technical College reserves the option to meet with a select group (not all) of Vendors that it considers to be in the best interest of Northwood Technical College, to do presentations or clarify details of their proposals to Northwood Technical College staff. If an oral presentation/interview is required of selected finalists, it shall be at the Vendors’ expense. However, an award may be made without discussion with the Vendors. Therefore, Vendors are cautioned that proposals should be submitted initially on the most favorable terms, from both a technical and cost standpoint. Unnecessarily elaborate brochures or other presentations beyond that required to present a complete and effective proposal are not desired.

19. BEST AND FINAL OFFER

At its sole discretion, Northwood Technical College may request Vendors to submit a Best and Final Offer (BAFO) for further clarification. BAFOs will be evaluated against criteria identified in #17 “Evaluation Criteria”. There is no obligation on the part of Northwood Technical College to request a BAFO. Therefore, Vendors should always submit their best proposal with their original submission.

20. WARRANTY

Northwood Technical College requires the Vendor, not the manufacturer, to coordinate and resolve all issues with regard to the warranty of items. Northwood Technical College will not contact the manufacturer.

21. REFERENCES

Northwood Technical College may assign evaluation points based on comments and reviews of the Vendor’s product and/or services as provided by references.

22. RIGHT TO ADDENDUMS

Northwood Technical College reserves the right to amend the terms and specifications of this RFP. In the event of any changes to the terms and/or specifications of this RFP, a formal addendum to the RFP will be issued.

23. QUALIFIED VENDORS

Only proposals from qualified Vendors shall be considered. The “Qualified Vendor Certification Statement” must be completed in full and submitted with the proposal. Factors that may be considered in determining if a Vendor is qualified include (but are not limited to): Vendor competency, financial capacity, ability to render satisfactory product/work and past performance. Northwood Technical College reserves the right to request additional information to make this determination. Northwood Technical College may make a written request for Vendor’s P&L, Balance Sheet, Certified Auditor Statements or other financial documents for purposes of evaluation of the financial ability of Vendors to provide the materials, service and/or support specified by this RFP. Northwood Technical College reserves the right to request a site visit to Vendor prior to award.

24. DEBARMENT & SUSPENSION CERTIFICATION

The Vendor certifies by signing the Qualified Vendor Certification Form that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any federal or state department or Vendor.

25. INDEMNIFICATION, ASSIGNMENT, AND SUBCONTRACT

The Vendor agrees to indemnify, defend and hold Northwood Technical College (including their respective officers, directors, employees, subcontractors and agents) harmless from and against any and all liabilities, damages, fines, expenses, penalties, costs, claims, demands and expenses (including costs of defense, settlement, and reasonable attorneys' fees) of whatever type or nature, including damage or destruction of any property, or injury (including death) to any person, arising out of or related to: (a) any act or omission by the Vendor, its agents, employees or subcontractors, (b) any claims or actions by the Vendors' employees, agents or subcontractors, or (c) the failure of the Vendor its employees, agents, or subcontractors to comply with this Contract or any applicable provincial, federal, state or local law, rule or regulation that affects the obligations of the Vendor under this Contract.

Neither party shall assign a right or interest, not delegate, or subcontract any obligation owed without the written consent of the other.

26. PUBLIC INSPECTIONS AND RECORD OF PROPOSALS

In order to maintain the integrity of the competitive proposal process, if a request is made under open records laws to view proposals received for this RFP, proposals received will not be made available until an official award decision by Northwood Technical College has been made.

Northwood Technical College cannot ensure that information will not be subject to release if a request is made under applicable public records law. The redacted copy will be open to public inspection under the Freedom of Information Act (FOIA) without further notice to the Vendor.

If you do not send a redacted copy, your entire proposal will be open to public inspection with the exception of financial data (other than pricing). Redacted versions must be submitted adhering to the following:

- a) One (1) electronic file or document EXCLUDING all confidential and proprietary information/documents in Adobe Acrobat 9.0 or greater format. This file must be labeled "[Vendor Name] REDACTED RFP RESPONSE [RFP #]." This is the file that will be submitted to requestors for open records requests. The Vendor should be aware that Northwood Technical College may need to electronically send the redacted materials to members of the public or Vendors when responding appropriately to records requests. Northwood Technical College is not responsible for checking that redactions, when viewed on-screen via electronic file, cannot be thwarted. Northwood Technical College is not responsible for responding to records requests via printed hard copy, even if redactions are only effective on printed hard copy. Northwood Technical College is not responsible if the redacted file the Vendor provides does not adequately protect the information when the redacted file is copied and pasted, uploaded, emailed, and/or transferred via any electronics means.

Proprietary information submitted will be handled in accordance with appropriate procurement regulations and Wisconsin Public Records law. Note: The Wisconsin Public Records law classifies most correspondence with a governmental entity such as Northwood Technical College and member Colleges, as open and available for public inspection. Proprietary restrictions normally are not accepted; however, when accepted it is the Vendor's responsibility to defend the determination in the event of an appeal or litigation.

27. RIGHT TO NEGOTIATE CONTRACT TERMS & CANCELLATION CLAUSE

Northwood Technical College reserves the right to negotiate the terms of the contract, including the award amount, with the selected Vendor prior to entering into a contract. If contract negotiations cannot be concluded successfully with the lowest proposal Vendor, Northwood Technical College may negotiate a contract with the next lowest proposal Vendor. This choice is solely at the discretion of the College.

Northwood Technical College may, without cause, terminate the Contract by giving written notice of such termination to the awarded Vendor. In the event of such termination, Northwood Technical College shall reimburse the services performed and reasonable expenses actually incurred by the Vendor in relation to the work prior to the Vendor's receipt of such notice of termination.

28. PAYMENT FOR CONTRACT PERFORMANCE

Upon complete performance of the contract, Northwood Technical College will pay the Vendor for any balance payment due and payable under the terms of the contract within a reasonable and customary time after receipt of a properly prepared and submitted invoice to Northwood Technical College.

29. CONTRACT DOCUMENT

This written document constitutes the entire agreement of the parties to the contract and will supersede any representations, commitments, conditions or agreements made orally or in writing prior to the execution of this contract. The contract shall be between Northwood Technical College and the successful Vendor known herein as the "Vendor" per Sec 16.76(1) Wisconsin Statutes, for the provision of services outlined in the Scope of Work section of this document. Vendors are to include in their proposal submission an advance copy of their standard form or agreement that they would expect Northwood Technical College to sign if they are awarded.

30. CONTRACT TERM

It is the intent of Northwood Technical College to award a contract for installation of the system along with a contract for a five (5) year license agreement, with the option to renew the license agreement for up to two (2) additional, concurrent one (1) year terms. The license agreement will begin when the system is fully installed and functional.

31. INSURANCE

If the Vendor is required to perform work or services onsite at Northwood Technical College the Vendor agrees to maintain commercial liability, bodily injury and property damage insurance against any claim(s) which might occur. Please refer to the "Compliance/Insurance Considerations" in the Scope of Work section of this document for insurance minimum information. Northwood Technical College reserves the right to require higher or lower limits where warranted. Certificate of insurance shall name Northwood Technical College as additional insured and will be submitted by the Vendor to the Northwood Technical College Purchasing Department prior to any work beginning. Vendor also agrees to maintain worker's compensation insurance as required by the state of Wisconsin for all employees engaged in work.

32. DISTRIBUTION OF PROCUREMENT SOLICITATIONS – DOING BUSINESS WITH NORTHWOOD TECHNICAL COLLEGE

Northwood Technical College uses <https://www.northwoodtech.edu/about/purchasing> as their primary procurement document distribution system. Vendors interested in accessing bidding opportunities from Northwood Technical College can visit this site for more information. Vendors are responsible for checking this site for any addendums prior to submitting a proposal.

Suppliers wishing to be notified of all bidding and quoting opportunities with Northwood Technical College can subscribe to <https://www.demandstar.com/app/wapp/registration> for free. Northwood Technical College, is a member of Wisconsin Association of Public Purchasers (WAPP). Varying levels of subscription rates apply for additional services.

Northwood Technical College is not responsible for the content of any bid package received through a 3rd party bid service. It is the sole responsibility of the vendor to ensure the completeness of the documents received from any 3rd party source.

33. UNIFORM COMMERCIAL CODE

Northwood Technical College contract terms will be to the provisions of the Uniform Commercial Code for the State of Wisconsin and Northwood Technical College will be entitled to all rights and remedies of contract as afforded under the provisions the UCC for the State of Wisconsin, not barring any and all state and federal contract provisions that would also apply and pertain to a Northwood Technical College contract of this dollar magnitude and nature.

34. SAFETY REQUIREMENTS

All material, equipment, and supplies provided to Northwood Technical College must comply with all safety requirements as set forth by the Wisconsin Administration Code, Rules of the Industrial Commission on Safety and all applicable OSHA standards. The initial shipment of any items requiring a SDS must include a SDS for each respective shipping location receiving the items. All items must also meet any applicable OSHA and Wisconsin Department of Commerce specifications for shipping, recording and identification.

35. EQUAL EMPLOYMENT OPPORTUNITY PROVISIONS

The Vendor is to comply with Executive Order 11246 entitled "Equal Employment Opportunity" as amended by Executive Order 11375 and as supplemented in Department of Labor regulations (41 CFR Part 60). Northwood Technical College is an Equal Opportunity Employer and Educator operating under the Affirmative Action Plan.

36. AMERICANS WITH DISABILITIES ACT (ADA) COMPLIANCE

Vendor acknowledges and warrants that their Programs and services are currently in compliance and during the Term of this Agreement shall remain in compliance with all applicable Federal disabilities laws and regulations, including without limitation the accessibility requirements of Section 508 of the Rehabilitation Act of 1973, as amended (29 U.S.C. 794d), and its implementing regulations set forth at Title 36, Code of Federal Regulations, Part 1194.

Vendor agrees to promptly respond to, resolve and remediate any complaint regarding accessibility of its products or services in a timely manner and provide an updated version to Customer at no cost. Customer reserves the right to request, from Vendor, a timeline by which accessibility standards will be incorporated into the Programs and Vendor shall provide such a timeline within a commercially reasonable duration of time. Vendor further agrees to indemnify and hold harmless Customer from any claims arising out of its failure to comply with the requirements of this section. Failure to comply with these requirements shall constitute a material breach of this Agreement and shall be grounds for termination of this Agreement by Customer as set forth in this RFP.

37. COOPERATIVE PURCHASING

Wisconsin statutes establish authority to allow Wisconsin municipalities to participate in cooperative purchasing when Vendors agree to extend their terms to them. If the Vendor is willing to provide opportunities for other public agencies to piggyback a Northwood Technical College awarded contract, please complete the "Cooperative Purchasing Agreement" included with this RFP. If you wish to offer discounts in rates based on additional volume of business being added if other public agencies piggyback to a Northwood Technical College awarded contract, please include an additional fee table with your proposal reflecting these discounts.

Any volume/quantity price breaks offered by your company should other public agencies which to piggyback this contract will NOT be factored into Northwood Technical College's award decision for this project (since it cannot be assured if any other public agencies would actually join/piggyback this contract, adding increased business volume to meet any lower discount rates offered).

SECTION III – SCOPE OF WORK

SCOPE OF WORK

Northwood Technical College is seeking proposals for the implementation of a scalable integrated surveillance (VMS), access control and intrusion system at the Ashland, New Richmond, Rice Lake, Shell Lake and Superior campuses. The system should be on premise and easily expanded by adding additional cameras, electrified doors and intrusion detection devices in the future as needed. Vendors may elect to bid on the surveillance equipment/installation, access control/intrusion system, or both.

Voluntary walk throughs will be conducted at all 5 campuses:

<u>Location</u>	<u>Date</u>	<u>Time</u>	<u>Entrance</u>	<u>Contact</u>
2100 Beaser Avenue, Ashland	Thursday, July 18, 2024	9:00 am	W1	Mike Hanson 715-209-7857
600 N. 21 st Street, Superior	Thursday, July 18, 2024	1:00 pm	1	Nick Watters 715-246-1817
1900 College Dr., Rice Lake	Friday, July 19, 2024	8:00 am	4	Scott Kupferschmidt 715-205-7846
500 Pine Ridge Dr., Shell Lake	Friday, July 19, 2024	10:30 am	Lower level	Scott Kupferschmidt 715-205-7846
1019 S. Knowles, Ave., New Richmond *821 W. 8 th Street (will go here after main campus)	Friday, July 19, 2024	1:30 pm	Main entrance	Nick Watters 715-246-1817

Maps of all locations:

[Ashland North Exterior](#)

[Ashland South Exterior](#)

[Ashland Interior Floor Plan](#)

[Superior Main Exterior](#)

[Superior South Exterior](#)

[Superior Interior First Floor Plan](#)

[Superior Interior Second Floor Plan](#)

[Superior Interior Third Floor Plan](#)

[Rice Lake Exterior 1](#)

[Rice Lake Exterior 2](#)

[Rice Lake Interior First Floor Plan](#)

[Rice Lake Interior Second Floor Plan](#)

[Shell Lake Interior First Floor Plan](#)

[Shell Lake Interior Second Floor Plan](#)

[New Richmond Exterior 1](#)

[New Richmond Exterior 2](#)

[New Richmond Interior Floor Plan](#)

New Richmond Medical Laboratory Education Center (see attached Appendix A)

SYSTEM REQUIREMENTS

Any proposed system must meet the following required specifications/features:

1. Must be capable of using commercial off the shelf (non-proprietary) servers and related hardware. (i.e., Northwood will purchase the servers used in the system via educational discounts offered by server manufacturers.)
2. Proposed system would ideally be a single end-to-end solution that offers full integration VMS, access control and has components that can be integrated into an intrusion/burglary alarm system.

3. System alarm and disarm requires the use of a card reader.
4. VMS must allow monitoring, video investigation, audio, alarms, access control, license plate recognition (preferred but not required) and system health events.
5. VMS must have a health dashboard that proactively monitors and alerts the health of cameras, servers, storage, and potential cybersecurity threats. The dashboard must have the ability to update the applications, cameras, hardware, and other monitored components.
6. VMS system must be able to utilize multiple brands of cameras that are ONVIF and NDAA compliant.
7. Proposal should include a recommendation of a new access control software. The College currently utilizes CCure 9000 for their access control system. Please explain if the recommended solution could reuse any of the existing hardware/infrastructure.
8. Ideally the proposed system should integrate with Rave/Alertus mass notification systems.
9. System must be accessible remotely either through an app or web service.
10. System must have individualized access permissions/controls for each component, (cameras, access control, intrusion system) as well as multiple access levels in each component.

SERVICES TO BE PURCHASED

Northwood is looking to collaborate with a surveillance camera, electronic access control and intrusion detection systems consulting and installation company(s) to provide services as listed in this RFP. It is the intention of the college to have installation occur as soon as possible.

ITEMS TO BE ADDRESSED IN THE PROPOSAL

Proposals shall provide a straightforward, concise description of the proposed delivery of service and the Vendor's ability to achieve the same in the format provided. Emphasis should be on completeness and clarity. Unnecessarily elaborate brochures, artwork, or other presentations beyond that sufficient to present a complete and effective proposal are not desired.

The following items need to be addressed in your proposal. Please provide complete responses to the items requested. Phase I of the selection process will be scored using the written response only. Failure to provide sufficient information will impact the Vendor's score.

Overview of services

1. Northwood is requesting qualified contractors to:
 - a. Audit the current intrusion system and integrate where possible into the camera and access control systems to provide a user-friendly, simple and efficient interface.
 - b. Provide equipment and storage system consultation for new and existing systems.
 - c. Audit services for the existing system.
 - d. Recommend camera locations and appropriate monitoring systems.
 - e. Supply cameras, keypad/swipe readers, intrusion sensors and storage devices and other software and hardware necessary to optimize Northwood's security infrastructure and increase the safety posture of the campuses – Northwood reserves the right to purchase equipment and associated software and hardware outside the selected company for installation under this contract.
 - f. Install cameras, door access equipment, intrusion sensors, storage devices and other software and hardware necessary to optimize Northwood's security infrastructure and increase the safety posture of the campuses. Vendor will perform necessary maintenance/troubleshooting on any of the computers/servers and update the application and operating systems in the integrated system.
 - g. Commission systems and train Northwood staff on operational and maintenance requirements.
 - h. Program inputs/outputs for intrusion detection and communicating with the College's mass notification system.
 - i. Ability to integrate with Active Directory is not required, but preferred.
 - j. All installations will be per Industry standards and aesthetically consistent with existing architecture.
 - k. All exterior components of this system must be water and weather resistant that meet or exceed all current building code requirements.
 - l. All door devices designated and installed shall be a fail-secure device, unless otherwise requested.

- m. Vendor should be competent in configuring cameras and access to accommodate unique needs of the College, (i.e. analytics, tripwires, intrusion events, LPR, holiday schedules and hours of operation schedules, etc.)
 - n. Vendor should have a minimum of two years enterprise level experience, be an Authorized Dealer in good standing and maintain at least two certified installation technicians with experience on the proposed system.
2. Northwood will be transitioning its systems at the following locations, or for any new facilities that are acquired during this agreement:
 - a. 2100 Beaser Avenue, Ashland, WI
 - b. 1019 S Knowles Avenue, New Richmond, WI
 - c. 821 W. 8th Street, New Richmond, WI
 - d. 1900 College Drive, Rice Lake, WI
 - e. 600 N. 21st Street, Superior, WI
 - f. 500 Pine Ridge Drive, Shell Lake, WI
 3. How long has your company been in existence? Include background information on how many field technicians are employed with your company and specialized training or certifications they have with security systems. Include the background of key staff who will be assigned to this project. Northwood prefers a single “point of contact” with a quick response time.
 4. Identify other information that could set your company apart or enhance this security work.

EXAMPLE PLANS

Create an example transition plan for the Rice Lake campus. Using the drawings linked above for Rice Lake create a written transition plan with costs to convert the building from its existing systems to the proposed system with an integrated intrusion system. Costs should include both equipment, licenses, installation, and labor costs. The plan should reuse as much of the existing equipment as possible. The Vendor should assume the following information about the current campus equipment and its locations.

1. There are eight total electrified doors, two exterior doors and six interior doors.
2. The following campuses have intrusion systems in place: New Richmond, Rice Lake, and Shell Lake
3. Current card readers are all HID:
 - a. Ashland currently has 5 card readers
 - b. Rice Lake currently has 5 card readers
 - c. New Richmond currently has 10 card readers
 - d. Shell Lake currently has 29 card readers
 - e. Superior currently has 4 card readers.
4. None of the campuses currently have security cameras in place.
5. There are data closets on campuses that house the control panels for door access.
6. There are data closets on the New Richmond, Rice Lake, and Shell Lake campuses that house their existing intrusion systems.

COST PROPOSALS

The following cost information needs to be submitted as part of this RFP response packet. The cost proposal will be completed and submitted on Section IV – Vendor Pricing Form.

1. Costs to be provided and used for evaluation of the RFP response:
 - a. Hourly rate for consultation and audit services.
 - b. Firm Fixed price for system design and implementation plan.
 - i. Include hours and rates to conduct a campus wide survey of our security profile in order to provide the following:
 1. Recommended upgrades.
 2. Maps of the security infrastructure (cameras, access points with controllers, intrusion sensors, etc.) that shall be loaded into the VMS system for reference and revised as the system is integrated and upgraded.

3. Implementation to be completed as soon as possible, but no later than April 1, 2025.
- c. Provide prices on the following pieces of equipment (or current equivalent). These will be used to evaluate equipment costs. All equipment must be NDAA compliant and ONVIF rated (List make/model/manufacture part# and cost)
 - i. Multi-Sensor 20MP-32MP Multi Lens, Wide Dynamic Range Camera (H.265)
 - ii. Micro Dome 5MP-8MP Single Lens Wide Dynamic Range Camera (H.265)
 - iii. Dome 5MP-8MP Single Lens Wide Dynamic Range Camera (H.265)
 - iv. HID reader with Bluetooth compatibility
 - v. Door access controller (head end) one or two doors.
 - vi. Door access controller (head end) for a minimum of 8 doors.
 - vii. I/O controller/control panel minimum 12 contact points.
 - d. Hourly rate to install cameras, access control equipment, intrusion equipment and storage devices, labor rate only. Include a rate for electrical or data wiring costs if the rate is different than equipment install rate.
 - e. Hourly rate to commission system and train Northwood Tech staff.
 - f. License cost for cameras, card readers, controllers and other hardware.
 - i. Include any fees for initiating a license.
 - ii. Include any available volume or long-term (multi-year) discount pricing.
 1. If available, 5 year or perpetual one-time unlimited license fee.
 - g. License cost for an access portal.
 - i. Include any fees for initiating a license.
 - ii. Include any fees for initiating a license for existing third-party access portals.
 - iii. Include any available volume or long-term (multi-year) discount.
 1. If available, 5 year or perpetual one-time unlimited license fee.
2. Other Considerations / Deliverables
 - a. Vendor shall complete a walk-throughs with a representative from Northwood Tech prior to handing over a completed installation to Northwood Tech.
 - b. Vendor will at a minimum bi-annually meet with Northwood Tech to report on the status of the systems.
 - c. Vendor will be responsible for taking care of all warranty related issues pertaining to all hardware installed under this award.
 - d. Vendor shall warranty their work (labor and parts) for at least one year from the date of completion.
 - e. Any wiring/cablings installed by the Vendor will be installed to Northwood Tech standards which may include testing and certifying network cabling. Specific requirements shall be provided by Northwood Tech Facilities or IT staff.
 - f. Vendor will work in conjunction with Northwood Tech IT staff to ensure all software, operating systems and firmware are updated and kept current.
 - g. The Vendor shall provide the configurations of each camera in a document (Excel Spreadsheet) that shall be updated regularly to include:
 - i. IP Address and Credentials
 - ii. Username and Password
 - iii. Location & Camera Name
 - iv. Streaming & other major settings
 - v. Analytics Settings (if appropriate)
 - vi. Replacement Date
 - h. Vendor will build maps/diagrams with all cameras, access points and intrusion sensors shown on appropriate maps. Maps will be uploaded into the software package.
 - i. The selected Vendor shall provide a Service Level Agreement (SLA) which identifies levels of service and appropriate response times for resolution.
 - i. SLA will include a tiered format (from low to mission critical)
 - ii. Each tier shall have a response and estimated resolution time agreeable to all parties.

- iii. Non-compliance with the terms of the agreed upon SLA shall be grounds for award termination.
- iv. Include a proposed SLA for evaluation.

SECTION IV – VENDOR PRICING FORM

<u>Item</u>	<u>Qty</u>	<u>U/M</u>	<u>Item Description</u>	<u>Total Price</u>
1	1	EA	Surveillance Equipment and Installation (include separate breakdown of the price of each piece of equipment and attach to this proposal)	
2	1	EA	Access Control Intrusion System – Equipment and Installation ((include separate breakdown of the price of each piece of equipment and attach to this proposal)	
3	1	EA	Volume Discount (if applicable)	
			GRAND TOTAL	

SECTION V – SIGNATURE PAGE

Compliance

Vendor agrees that their proposal complies with all the requirements outlined in the RFP: YES _____ NO _____
(If there are any deviations or exceptions from specifications, conditions or statement of work, vendor is required to note those on a separate page and submit them with this proposal.)

Addendum(s)

List Addendum Numbers you have received (if applicable) _____, _____, _____, _____

Contracts

Is your company on any state or public agency cooperative purchasing contracts for the products and/or services indicated in this RFP? YES _____ NO _____

If yes, list name of contract(s) and contract number(s): _____

Required Documents

All information requested by Northwood Technical College should be attached to the proposal upon submission. Additional information or illustrative literature, if necessary, may also be included. If any of the documents identified as required below are not submitted by the due date and time, your proposal will be rejected. Completed RFP documents to be submitted to Northwood Technical College as outlined in Section II, #6 and #26:

1. Required: Vendor Qualifications
2. Required: Section IV – Vendor Pricing Form
3. Required: Section V – Signature Page
4. Required: Section VI – Qualified Vendor Certification
5. Required: Section VII – References
6. Optional: Section VIII – Cooperative Purchasing Agreement

Vendor Signature

The undersigned, on behalf of the Vendor, certifies: (1) this offer is made without previous understanding, conflict of interest, agreement or connection with any person, firm or corporation making a quotation on the same project; (2) is in all respects fair and without collusion or fraud; (3) the person whose signature appears below is legally empowered to bind the firm in whose name the quotation is entered; (4) they have read the complete Request for Proposal and understand all provisions to perform the work required by the proposed purchase contract documents referred to therein (as altered, amended or modified by addenda); if accepted by Northwood Technical College, this proposal is guaranteed as written and will be implemented as stated; and (6) mistakes in writing of the submitted quotation will be their responsibility.

Vendor Contact Information (please type or print clearly)

Company Name:

Name and Title of contact person:

Name and Title of proposer (if different from above):

Address: _____ Street _____ City _____ State _____ Zip _____

Telephone: _____ Email Address: _____

Signature: _____ Date: _____

SECTION VI – QUALIFIED VENDOR CERTIFICATION FORM

The following questions shall be completed and submitted as part of your proposal response. Failure to provide required forms with your proposal will disqualify your proposal. Please see "Public Inspection of Proposals" in the Instructions to Vendors of this RFP document for information regarding Wisconsin open records laws.

Company Name: _____

Address: _____

Type of Firm Corporation Individual Partnership Other

(If "Other", explain _____)

If you are a corporation, what state are you incorporated in? _____

What year did your business begin? _____

Total Number of Employees: _____ (office and labor staff)

Average number of employees in your organization in the last 12 months: _____

By submitting this proposal, I certify that I am qualified to provide the items and/or services outlined in this Request for Proposal. By placing my initials next to each statement, I attest to the following:

- a. _____ Our company has been in business for at least 3 years.
- b. _____ Our company is an authorized dealer and service agency for any and all products or items provided.
- c. _____ Our company maintains a permanent place of business and is licensed to do business in Wisconsin.
- d. _____ Our company is not presently on any lists maintained by the Wisconsin Department of Administration, or by any other State or the Federal Government, for debarment, suspension, or noncompliance for any violation of any kind, or related to any equal opportunity and/or affirmative action requirement.
- e. _____ Our company is authorized to sell the products being proposed in the RFP, with no claim or suspicion of any kind as to any patent or copyright infringements, or claims of actions pertaining thereto, that would be of a legal concern or issue to your company or to this public agency as it relates to laws regarding patents, copyrights, royalties, infringements, etc.
- f. _____ In connection with the performance of any work covered by this RFP, we agree not to discriminate against any employee or applicant for employment because of age, race, religion, color, handicap, sex, physical condition, developmental disability, sexual preference, or national origin.
- g. _____ The Vendor agrees it is an independent contractor with respect to the services provided pursuant to this agreement. Nothing in this agreement shall be considered to create the relationship of the employer and employee between the parties.

SECTION VII – REFERENCES

REFERENCES – Please provide the names of at least three (3) company references below (customers of similar size and support requirements to include Higher Education, Foundation):

Company #1

Name and Title of contact person: Click or tap here to enter text.

Address: Click or tap here to enter text.
Click or tap here to enter text.
Click or tap here to enter text.

Telephone: Click or tap here to enter text.

Email Address: Click or tap here to enter text.

Company #2

Name and Title of contact person: Click or tap here to enter text.

Address: Click or tap here to enter text.
Click or tap here to enter text.
Click or tap here to enter text.

Telephone: Click or tap here to enter text.

Email Address: Click or tap here to enter text.

Company #3

Name and Title of contact person: Click or tap here to enter text.

Address: Click or tap here to enter text.
Click or tap here to enter text.
Click or tap here to enter text.

Telephone: Click or tap here to enter text.

Email Address: Click or tap here to enter text.

Company #4

Name and Title of contact person: Click or tap here to enter text.

Address: Click or tap here to enter text.
Click or tap here to enter text.
Click or tap here to enter text.

Telephone: Click or tap here to enter text.

Email Address: Click or tap here to enter text.

SECTION VIII – COOPERATIVE PURCHASING AGREEMENT – Optional

Wisconsin statutes establish authority to allow Wisconsin municipalities to participate in cooperative purchasing when the contractors agree to extend their terms to them. Participating in the service gives vendors opportunities for additional sales without additional bidding. Please be aware that your participation is voluntary. Municipalities use the service to expedite purchases. A “municipality” is defined as any county, city, village, town, school district, board of school directors, sewer district, drainage district, vocational, technical and adult education district, or any other public body having the authority to award public contracts (s. 16.70(8), Wis. Stats.).

Interested municipalities will contact the contractor directly to place orders and are responsible for receipt, acceptance and inspection of goods directly from the contractor, and making payment directly to the contractor. Northwood Technical College in serving as the lead agency initiating this cooperative purchasing program on behalf of other Municipalities, is not party to any disputes arising from purchases made by other municipalities, and is not liable for delivery or payment purchases made by other municipalities.

I Agree to make the products or services of this bid/proposal, as priced, for the period from _____ to _____ available to:

Wisconsin Municipalities (check all that apply):

- Wisconsin Technical Colleges
- University of Wisconsin System
- Wisconsin K – 12 Schools
- Wisconsin Municipalities (Non Educational) – please specify _____
- Within a certain region/section of the state – please specify _____

Indicate here if you would be willing to offer a discount to other public agencies that would “piggyback” and purchase additional items from your firm if a contract is awarded by Northwood Technical College to your firm (ie: other public agencies “piggybacking” a competitively awarded contract rather than needing to issue their own RFP):

- ___ % Discount if a second item/system is purchased or a second public agency purchases from the awarded contract.
- ___ % Discount if a third item/system is purchased or a third public agency purchases from the awarded contract.
- ___ % Discount if a fourth item/system is purchased or a fourth public agency purchases from the awarded contract.

By what date would other public agencies need to make a purchase from your firm before the price break policy expires:

Note in your proposal any special conditions or provisions.

Indicate here if you agree that should a system-wide agreement be executed between the awarded Vendor and the Wisconsin Technical College System (WTCS), or any public cooperative contract agreement that the WTCS is authorized to utilize such as MICTA, NJPA, Federal GSA, etc., Northwood Technical College shall have the option, when such lower price is available for use by the WTCS, to

I Do Not Agree to make the products/services of this bid/proposal available to Wisconsin Municipalities

Signature		Date (mm/dd/yyyy)	
Name (Type or Print)		Title	
		Email:	
Company		Tel: ()	
		Fax: ()	
Address (Street)	City	State	ZIP + 4
Commodity/Service		Request for Bid/Proposal Number 25-96805-CW-SECURITYUPGRADES	

APPENDIX A

821 W. 8th Street, New Richmond, WI

Future Medical Lab Education Center

Room 112, 114, and 118 are not College Property

