

Condensed Title:

Request For Approval To Award A Contract, Pursuant To Invitation To Bid No. 15-10/11, For The Purchase And Installation Of Video Monitoring Equipment For The Miami Beach Convention Center; Authorizing The Mayor And City Clerk To Execute An Agreement With ASE Telecom & Data, Ins., At The Not-To-Exceed Amount Of \$600,000 From Convention Center Fund 440; Further Authorizing The Administration To Engage In Value Engineering To Further Reduce The Cost And Time For Completion Of Said Project.

Key Intended Outcome Supported:

Ensure well-maintained infrastructure

Supporting Data (Surveys, Environmental Scan, etc.):

The 2007 Community Satisfaction Survey noted 89% of residents Citywide rated recent capital projects completed as "excellent" or "good."

Issue:

Shall the City Commission approve the award of the contract?

Item Summary/Recommendation:

The current security camera system at the Miami Beach Convention Center (MBCC) was installed in 1994. It is antiquated and operating at 50% capacity with only fifty (50) analog cameras currently in operation and is inadequate to monitor the MBCC properly. The new camera system, with over 200 cameras installed, would utilize the latest technology available and significantly increase the ability to properly monitor all activities within and around the facility.

Invitation to Bid (ITB) No. 15-10/11 was issued on January 27, 2011, with an opening date of February 17, 2011. The pre-bid conference was held on February 4, 2011, in addition to a walkthrough of the entire facility on February 9, 2011. During both meetings, prospective bidders were instructed on the procurement process and the information their respective proposals should contain. Bidsync issued bid notices to 3,534 prospective bidders which resulted in the receipt of the following five (5) bids:

- Advanced Control Corp.
- ASE Telecom & Data, Inc.
- Gisnet Telecom, Inc.
- Protect Video, Inc.
- Waveguide Communications, Inc.

On March 1, 2011, Gisnet Telecom, Inc., the lowest bidder, notified the Procurement Division that there were significant errors in their estimating and withdrew its proposal. As a result, the following table provides the proposed lump sum bid prices of the four (4) responsive bids:

On March 21, 2011, the TRP convened to evaluate, score, and rank the bidders and discussed their individual observations of each prospective bidder's qualifications, experience, and competence to score and rank the firms accordingly. ASE Telecom & Data, Inc. received all three first-place votes for contract award as noted below:

ASE Telecom & Data, Inc. was established in 1984 and specializes in design, turnkey installation, certification and documentation of Premise and Outside Plant Cabling Systems in both copper and optical fiber media for Local Area Network (LAN) and Wide Area Network (WAN) markets, in addition to, the sales, design, and implementation of CCTV and access control systems. ASE is licensed as a State of Florida low voltage electrical contractor and certified as a Pelco system designer. Previous notable clients include Bacardi USA, Carnival Cruise Lines, FP&L Turkey Point Nuclear Power Plant, Jackson Memorial Hospital, and Mount Sinai Medical Center.

After considering the review and recommendation of City staff, the City Manager exercised his due diligence and carefully considered the specifics of this ITB process. As a result, the City Manager recommends to the Mayor and City Commission to award the contract to ASE Telecom & Data, Inc.

Advisory Board Recommendation:

Financial Information:

Source of Funds:	Amount	Account	Approved
1	\$600,000.00	Convention Center Fund 440	
OBPI			
Total \$600,000.00			

City Clerk's Office Legislative Tracking:

Max Sklar, ext. 6116

Sign-Offs:

Department Director GL MS	Assistant City Manager/Chief Financial Officer <i>[Signature]</i> PDW	City Manager JMG <i>[Signature]</i>
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MIAMI BEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, www.miamibeachfl.gov

COMMISSION MEMORANDUM

TO: Mayor Matti Herrera Bower and Members of the City Commission

FROM: Jorge M. Gonzalez, City Manager

DATE: April 13, 2011

SUBJECT: **REQUEST FOR APPROVAL TO AWARD A CONTRACT, PURSUANT TO INVITATION TO BID NO. 15-10/11, FOR THE PURCHASE AND INSTALLATION OF VIDEO MONITORING EQUIPMENT FOR THE MIAMI BEACH CONVENTION CENTER; AUTHORIZING THE MAYOR AND CITY CLERK TO EXECUTE AN AGREEMENT WITH ASE TELECOM & DATA, INC., AT THE NOT-TO-EXCEED AMOUNT OF \$600,000 FROM CONVENTION CENTER FUND 440; FURTHER AUTHORIZING THE ADMINISTRATION TO ENGAGE IN VALUE ENGINEERING TO FURTHER REDUCE THE COST AND TIME FOR COMPLETION OF SAID PROJECT.**

ADMINISTRATION RECOMMENDATION

Approve the award of contract.

KEY INTENDED OUTCOMES SUPPORTED

Ensure well-maintained facilities.

FUNDING

\$600,000 Funding is available from the Convention Center Fund 440, previously appropriated in the FY 2010/11 Capital Budget.

ANALYSIS

The current security camera system at the Miami Beach Convention Center (MBCC) was installed in 1994. It is antiquated and operating at 50% capacity with only fifty (50) analog cameras currently in operation and is inadequate to monitor the MBCC properly. The new camera system, with over 200 cameras installed, would utilize the latest technology available and significantly increase the ability to properly monitor all activities within and around the facility.

Attachment A provides conceptual drawings of the Miami Beach Convention Center and camera locations. These conceptual drawings for this work are diagrammatic, intended to convey the extent, general arrangement and locations of the cameras. Bidders are to include all items where required by code, other sections, and for proper installation of the work.

SCOPE OF SERVICES

The work specified in this bid consists of furnishing all labor, machinery, tools, means of transportation, supplies, equipment, materials, and services necessary, to include permits, to furnish and install video monitoring equipment in the Miami Beach Convention Center.

BID PROCESS

Invitation to Bid (ITB) No. 15-10/11 was issued on January 27, 2011, with an opening date of February 17, 2011. The pre-bid conference was held on February 4, 2011, in addition to a walkthrough of the entire facility on February 9, 2011. During both meetings, prospective bidders were instructed on the procurement process and the information their respective proposals should contain.

Bidsync issued bid notices to 3,534 prospective bidders which resulted in the receipt of the following five (5) bids:

- Advanced Control Corp.
- ASE Telecom & Data, Inc.
- Gisnet Telecom, Inc.
- Protect Video, Inc.
- Waveguide Communications, Inc.

On March 1, 2011, Gisnet Telecom, Inc., the lowest bidder, notified the Procurement Division that there were significant errors in their estimating and withdrew its proposal. As a result, the following table provides the proposed lump sum bid prices of the four (4) responsive bids. While the project's estimated budget is \$600,000, the ITB noted that the City reserves the right to modify item quantities and/or the project's scope of work to not exceed the budgeted amount.

Company	Grand Total Base Bid Price
ASE Telecom & Data, Inc.	\$618,671.70
Protect Video, Inc.	\$658,000.00
Advanced Control Corp.	\$750,000.00
Waveguide Communications, Inc.	\$998,743.11

The Technical Review Panel (TRP) consisted of the following individuals:

- Gerald Cunningham, Senior Network Administrator, IT Department
- Angelo Grande, Director of Operations, Miami Beach Convention Center
- Det. Vincent Tuzeo, Technology Coordinator, Police Department

On March 21, 2011, the TRP convened to evaluate, score, and rank the bidders based on the following criteria:

- **60 Points** - Grand Total Base Bid Amount
- **15 Points** - Qualifications of Bidder
- **15 Points** - Project Methodology
- **10 Points** - Past Performance Evaluation Surveys

The TRP discussed their individual perceptions of each prospective bidder's qualifications, experience, and competence to score and rank the firms accordingly. ASE Telecom & Data, Inc. received all three first-place votes for contract award as noted below:

Company	Cunningham	Grande	Tuzeo	Total
ASE Telecom & Data, Inc.	1 (94)	1 (88)	1 (80)	3 (262)
Protect Video, Inc.	2 (91)	2 (85)	2 (75)	6 (251)
Advanced Control Corp.	3 (74)	3 (55)	3 (60)	9 (189)
Waveguide Communications, Inc.	4 (38)	4 (42)	4 (35)	12 (115)

ASE Telecom & Data, Inc.

ASE Telecom & Data, Inc. was established in 1984 and specializes in design, turnkey installation, certification and documentation of Premise and Outside Plant Cabling Systems in both copper and optical fiber media for Local Area Network (LAN) and Wide Area Network (WAN) markets, in addition to, the sales, design, and implementation of CCTV and access control systems. ASE is licensed as a State of Florida low voltage electrical contractor and certified as a Pelco system designer. Previous notable clients include Bacardi USA, Carnival Cruise Lines, FP&L Turkey Point Nuclear Power Plant, Jackson Memorial Hospital, and Mount Sinai Medical Center.

CITY MANAGER'S REVIEW

After considering the review and recommendation of City staff, the City Manager exercised his due diligence and carefully considered the specifics of this ITB process. As a result, the City Manager recommends to the Mayor and City Commission to award the contract to ASE Telecom & Data, Inc.

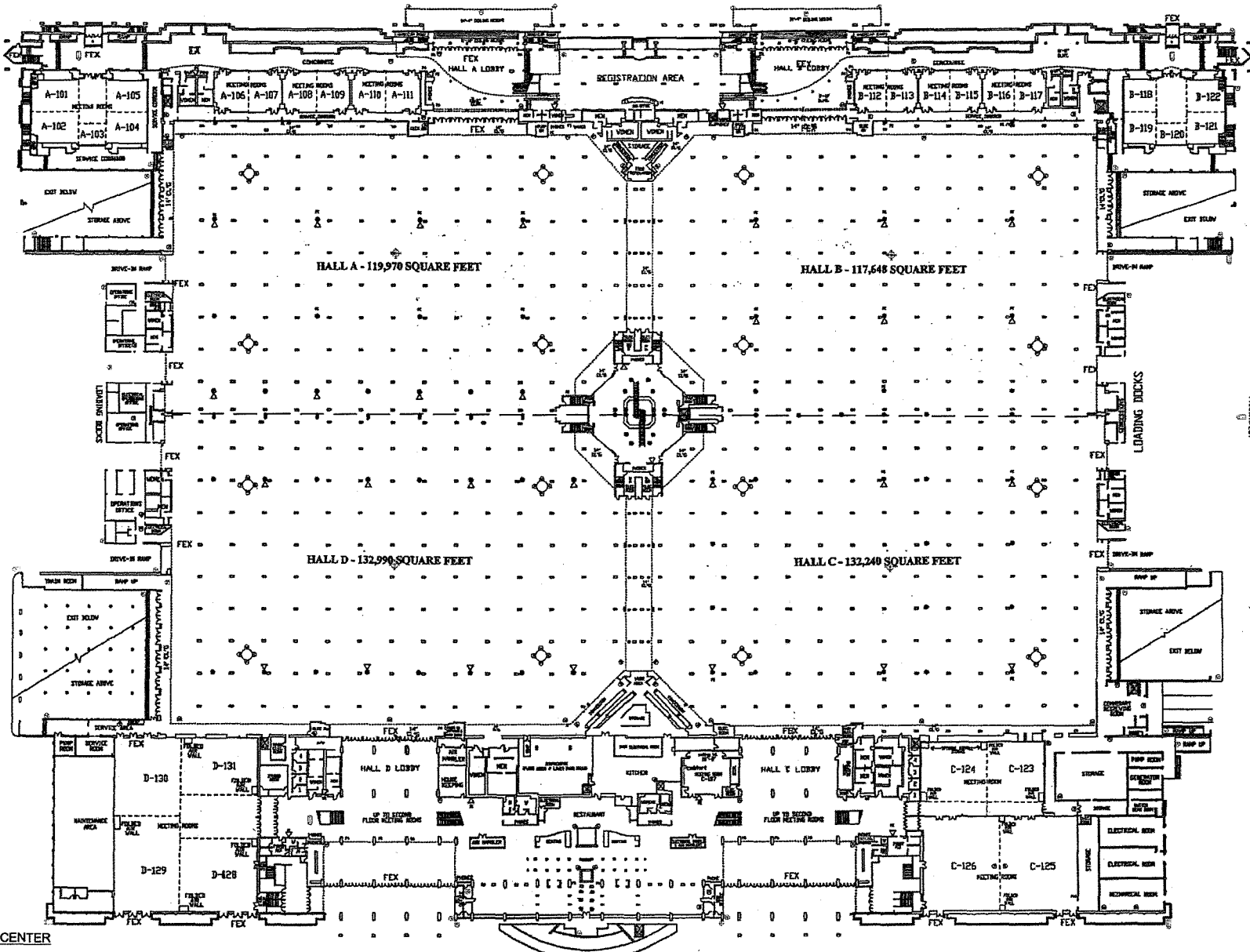
CONCLUSION

The Administration recommends the award of the contract to ASE Telecom & Data, Inc. as the lowest and best responsive bidder, pursuant to Invitation to Bid 15-10/11, for the purchase and installation of video monitoring equipment for the Miami Beach Convention Center, based on a total not-to-exceed lump sum of \$600,000 from Convention Center Fund 440, further authorizing the Administration to engage in value engineering to further reduce the cost and time for completion of said project.

ATTACHMENT A – CONCEPTUAL DRAWINGS

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WASHINGTON AVENUE



PARKING LOT

PARKING LOT

- LEGEND
- TELEPHONE AVAILABLE THROUGHOUT ENTIRE FLOOR
 - COUNCIL ROOMS OF THE BOARD
 - OFFICE OF THE CHIEF OF POLICE
 - OFFICE OF THE CHIEF OF DEPARTMENT
 - OFFICE OF THE CHIEF OF BUREAU
 - OFFICE OF THE CHIEF OF SECTION
 - OFFICE OF THE CHIEF OF DIVISION
 - OFFICE OF THE CHIEF OF BRANCH
 - OFFICE OF THE CHIEF OF UNIT
 - OFFICE OF THE CHIEF OF STATION
 - OFFICE OF THE CHIEF OF DISTRICT
 - OFFICE OF THE CHIEF OF TOWN
 - OFFICE OF THE CHIEF OF COUNTY
 - OFFICE OF THE CHIEF OF STATE
 - OFFICE OF THE CHIEF OF NATION
 - OFFICE OF THE CHIEF OF WORLD

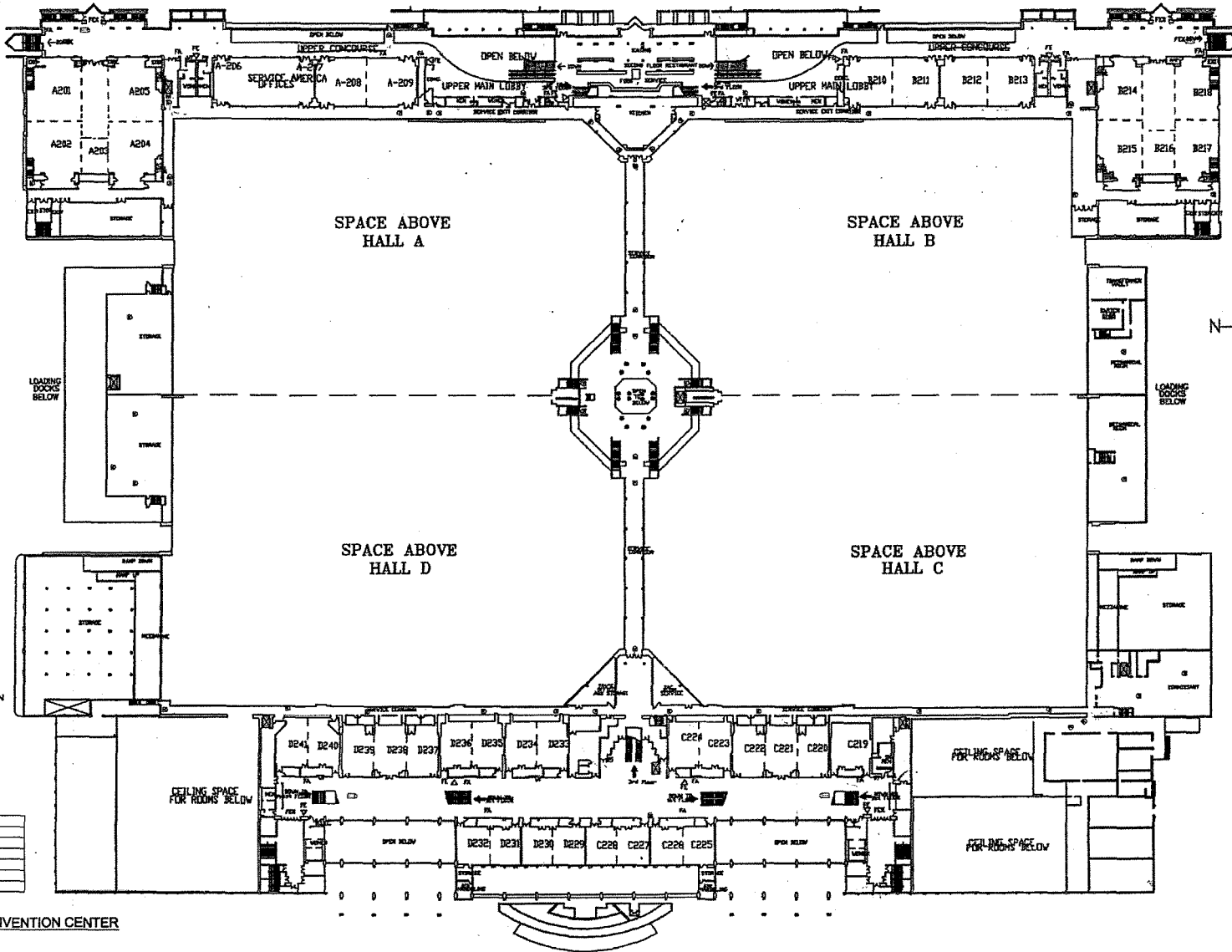
LEGEND	
[Symbol]	VIDEO CAMERA (INTERIOR)
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[Symbol]	VIDEO CAMERA (EXTERIOR)
[Symbol]	VIDEO CAMERA (EXTERIOR)
[Symbol]	VIDEO CAMERA (EXTERIOR)
[Symbol]	ELEVATOR CAMERA

MIAMI BEACH CONVENTION CENTER
FIRST FLOOR

CONVENTION CENTER DRIVE

MIAMI BEACH CONVENTION CENTER
1901 Convention Center Drive
Miami Beach, FL 33139-1820

DATE
11/23/2010
REVISION:
SHEET:
LV-1



LEGEND
 WF = WATER FOUNTAIN
 ST = STAIRS
 EL = ELEVATOR

LEGEND	
Ⓜ	HD PTZ CAMERA (INTERIOR)
Ⓜ	HD PTZ CAMERA (EXTERIOR)
Ⓜ	HD PTZ CAMERA (EXTENSION)
Ⓜ	HD PTZ CAMERA (BOTANICAL)
Ⓜ	EMERGENCY EXIT CAMERA
Ⓜ	ELEVATOR CAMERA

MIAMI BEACH CONVENTION CENTER
 SECOND FLOOR

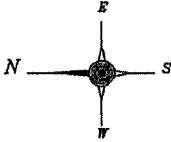
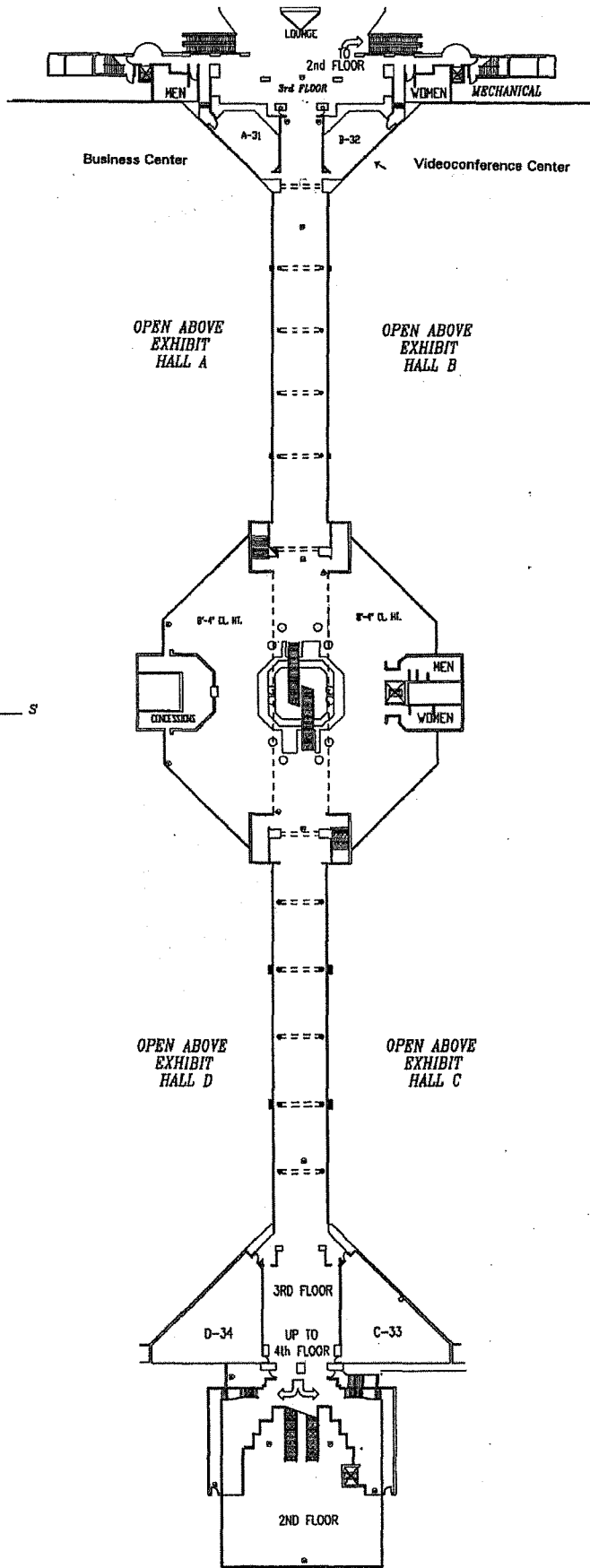
MIAMI BEACH CONVENTION CENTER
 1901 Convention Center Drive
 Miami Beach, FL 33139-1820

DATE
 11/23/2010
 REVISION:
 SHEET:

LV-2

MIAMI BEACH CONVENTION CENTER
THIRD FLOOR

1	MEETING ROOMS
2	MEETING ROOMS
3	MEETING ROOMS
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50	MEETING ROOMS



EXECUTIVE OFFICES ON 4TH FLOOR

LV-3	DATE
	11/23/2010
	REVISION:
	SHEET:

MIAMI BEACH CONVENTION CENTER
1901 Convention Center Drive
Miami Beach, FL 33139-1820

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