



**CITY OF PACIFIC GROVE**  
300 Forest Avenue, Pacific Grove, California 93950

**AGENDA REPORT**

**TO:** Honorable Mayor and Members of City Council  
**FROM:** Jocelyn Francis, Police Administrative Services Manager  
**MEETING DATE:** March 7, 2018  
**SUBJECT:** Agreement with Johnson Control, Inc. for the Police Department Surveillance System Project  
**CEQA STATUS:** Does Not Constitute a “Project” under the California Environmental Quality Act (CEQA) 15378.

**RECOMMENDATION**

Authorize the City Manager to enter into an Agreement with Johnson Control, Inc. for the Purchase and Installation of a Police Department Surveillance System in an amount not-to-exceed \$73,000.

**DISCUSSION**

The City of Pacific Grove Police Department currently utilizes two different security surveillance systems that have older cameras, poor recording quality, and often have errors and failures. The current system is outdated and the system is starting to fail. The Police Department recognizes the importance of facility security and the need to upgrade the outdated system. City Council approved funding for this capital improvement project for the 2017-18 Fiscal Year.

On February 1, 2018 the Police Department published a Request for Proposal for the Police Department Surveillance System Project. On February 12, 2018 the Police Department conducted a walk-through of the station; on February 14, 2018 the Police Department received three qualified proposals; and on February 15, 2018 the Police Department received vendor presentations.

A panel of three City representatives rated each of the proposals based on experience, qualifications, project understanding, proposed surveillance system (including cameras and video management software), implementation and timeline, preventative maintenance, training and support, and cost.

The recommended agreement awardee, Johnson Controls, Inc., proposed a surveillance system that meets both current and future needs of the City. The exterior cameras will capture the back parking lot, entry points into the facility, surrounding sidewalks and roads, as well as the busy traffic intersection of Pine and Forest (which will assist with future traffic collision investigations). The interior cameras will be utilized in a variety of instances, including entry points, interview rooms, booking, public areas, and secured property and evidence storage rooms. The quality of the both live feeds and recorded video are a major improvement.

Johnson Controls, Inc.’s proposal also includes Genetec video management software. This software program has several functions, including tagging and archiving video for evidentiary purposes, searching video, mapping cameras, zooming in on video to capture further detail, setting up live feeds

for multiple cameras (for general staff viewing), setting up different user profiles, setting up alarms, and viewing from office and in-car computers, tablets, and phones. In addition, there are several other attractive features that could be used in the future, such as the ability to manage the existing access control system at the Police Station, additional City facilities, wireless cameras in other parts of the City (such as major intersections and parks), license plate recognition, integration with specific body worn cameras, and a variety of analytic capabilities.

**OPTIONS**

1. Take no action
2. Provide alternate direction
3. Award an Agreement with an Alternative Vendor
4. Reject all proposals and re-issue a request for proposal

**FISCAL IMPACT**

There is no fiscal impact. Funds have been included in the current year FY17/18 fund budget.

**GOAL ALIGNMENT**

Operational Excellence.

**ATTACHMENTS**

1. Exhibit A – Johnson Controls, Inc. Proposal

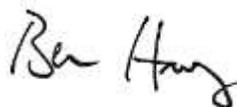
RESPECTFULLY SUBMITTED:



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Jocelyn Francis  
Police Administrative Services Manager

REVIEWED BY:



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Ben Harvey  
City Manager

# Video Management System Upgrade



City of Pacific Grove  
Pacific Grove, California

Date: February 14, 2018

Prepared for: City of Pacific Grove Police Department

Prepared by: Johnson Controls, 843 Auburn Ct. Fremont, CA. 94538





February 14, 2018

**City of Pacific Grove Police Department**

580 Pine Avenue

Pacific Grove, CA. 93950

**Attn: Jocelyn Francis**

**RE: Genetec VMS Surveillance System Upgrade**

**Johnson Controls, Inc.** (JCI) is pleased to submit this proposal to City of Pacific Grove for the Video Surveillance Design Build and engineering services to respond to the Police Departments Video Surveillance System Project request. JCI is ideally suited for this project and we look forward to the opportunity of working with the City of Pacific Grove and it's key stakeholders in performing this Video Surveillance project.

**An Experienced Partner.** For more than 50 years, JCI has been meeting some of the most challenging security needs in various industries including large Public Venues, Arenas, Stadiums, airports, transportation infrastructures, government facilities, detention, financial, healthcare, education, commercial real estate, industrial and more. As longtime experts in the security industry, we have the people, processes and experience to take care of your security needs, no matter how challenging or extensive. The JCI Global Security Center of Excellence is a full-service security consulting and engineering group specializing in providing security solutions, which span the spectrum of today's security challenges, to both government and commercial clientele. Today's security management, video surveillance, alarm and access control systems involve complex computer technology and sophisticated information, software and hardware systems, which require specialized expertise in design, installation and operation. The JCI team is expertly qualified to assist our customers with these challenges.

As your account executive, I can assure we will be available to you, proactive to your needs, and committed to serving as your partner and advocate. We look forward to the opportunity of working with the City of Pacific Grove, on this high-profile project.

Sincerely,

**Steve Sandoval**

Steve Sandoval

Account Executive

Building Efficiency

Johnson Controls, Inc.

Tel: (510) 828-7103

Email: [steve.p.sandoval@jci.com](mailto:steve.p.sandoval@jci.com)

URL: <http://www.johnsoncontrols.com>

**Executive Summary**



## Company Overview

Johnson Controls, Inc. (NYSE:, JCI) has a corporate commitment to leadership in building technologies, security and network systems development, proven experience in systems installation & integration, and the financial strength to ensure the success of our projects.

Our company is a \$43 billion corporation, headquartered in Milwaukee, WI with over 150,000 employees worldwide across all businesses. Johnson Controls has been in continuous operation since 1885, and through 2008 recorded 62 consecutive years of sales increases and 18 consecutive years of earnings increases. Johnson Controls is ranked 53 on the Fortune 500 and has 140,000 employees serving customers in over 125 countries.

As longtime experts in construction and facility management, we have the most experienced people, refined project management processes, financial stability, and the local commitment necessary to assess, design, build and service the most effective solution for the Police Departments' Video Surveillance Systems—an offering that will include enhanced system designs for innovative and Future Technology Solutions.

We will submit Proposal responses for the City of Pacific Grove's Design Proposal Package for the Police Departments' upgrade request of their existing Video System to Genetec Security Center. To that end, we have assembled a committed Design / Build Team to successfully deliver the scope of work outlined in the RFP.

## Large Public Venue Projects

Johnson Controls is a premier design-build security integrator for large public venues and facilities. Johnson Controls has extensive experience designing and installing complex integrated security management systems for some of the world's largest and most critical transportation and intermodal facilities. These systems typically include access control, visitor management, video management systems, video intrusion detection analytics, ground and radar, license plate recognition systems, perimeter intrusion detection systems, crisis incident management systems, physical security information management (PSIM) systems and security control and operations centers.

## Our Consulting Team

The team Johnson Controls has assembled for this Integration project has extensive experience in large complex IT & Security Transportation Projects. Leading the Assessment and Analysis is **The Johnson Controls – Global Security Center of Excellence (GSCoE)**, a full-service consulting, engineering and professional services group, specializing in providing security solutions, which span the spectrum of today's security challenges. As a product independent group, we are dedicated to helping our customers identify and implement the best integrated security solutions, using products and services that represent the best performance, operability and value for our clients. We have highly specialized expertise with the following types of security challenges and projects:



- Ending the practice of “rip-and-replace” and leveraging investments in existing security technology, while updating and modernizing security systems.
- Integrating disparate security systems in an enterprise environment into a single, common operating system.
- Achieving ROI savings through the consolidation of security control centers.
- Establishing an enterprise-wide identity management application for on-boarding/off-boarding of employees and assigning, approving and programming access privileges, without installing a new enterprise access control system.

Our security professionals offer *decades of experience* in corporate security management, asset protection, design and product engineering and security system integration. Our team includes *Certified Protection Professionals, Professional Engineers, IT and Software Engineering Specialists, Security Consultants* and *Physical Security Professionals*, who are active leaders within their industries. We believe that there are many compelling reasons to choose Johnson Controls as your security solutions partner.

- We are true security engineers and consultants that provide outstanding systems integration and design/build services. The focus of our work is security for major government and commercial infrastructure.
- By applying our unique, comprehensive and innovative design methodology and approach, we are able to produce “understandable” security construction documents that minimize or eliminate construction phase modification and change order costs that can exceed project budgets.

### Our Commitment to Your Success

Johnson Controls believes that our assembled Design-Build team, under the direct supervision, project management, and scheduling operatives of Johnson Controls, will deliver the best design and execution for this project. Our proposed team’s performance will enhance City of Pacific Grove’s Bay Area reputation record by providing a full-service, scalable, security and Special Systems solution that delivers Initiative advantages, future integration simplicity, and extended maintenance options.

***Johnson Controls has the capability to provide single-source accountability for the design, installation, commissioning, optimization and even long-term operation of all security systems within a facility or campus environment.*** We work with our customers to "build with the end in mind," helping them to design facilities and equipment that provide for maximum productivity and efficiency – during the construction phase and throughout the lifecycle of the facility





## Project Qualifications

The **Johnson Controls’ team** consists of security project management, design, consulting, and engineering professionals who offer decades of experience in corporate security management, security system design, installation and asset protection. Team members have held executive-level security management positions with leading corporations, major defense contractors and government agencies.

Our **Johnson Controls’ team** members have experience managing, designing and implementing security management systems involving virtually all major systems, equipment and products within the security industry. These team members maintain their knowledge, experience and certifications in the state-of-the-art within the security industry and can offer the best possible integrated security “solutions” to our customers.

The Johnson Controls’ security team poses a wide array of certifications, including:

### Industry and Professional Certifications

- CPP – Certified Protection Professional
- PSP – Physical Security Professional
- RCDD – Registered Communications Distribution Designer
- NICET – Certified Engineering Technician
- NICET – Certified Video System Designer
- DHS – Authorized CVI User (U.S. Dept. of Homeland Security)
- U.S. Government Security Clearance
- FIPS- Federal Information Processing Standards



### Technical Certifications

- MCITP – Microsoft Certified IT Professional
- MCP – Microsoft Certified Professional
- MSE- Microsoft Certified Systems Engineer
- CCNA – Cisco Certified Network Associate
- Cisco ATP – Cisco Authorized Technology Partner
- CISSP – Certified Information Systems Security Professional
- COMP TIA – Network+
- GENETEC – Security Center & Omnicast Platinum Integrator
- GENETEC – Genetec Platinum & Gold Certification
- AXIS – Axis Communications IP Configure Certification
- PELCO – Preferred Partner and Highest level lead integrator





## Genetec Security Project Experience

Johnson Controls is the world leader as a Security Integrator and Genetec Security Partner and Integrator providing security and technology solutions for some of the most iconic buildings in the world (like Burj Kalifia tallest building in the world). Johnson Controls has been chosen as the Genetec Security Integrator for some of the most prestigious buildings and projects throughout the World.

The JCI San Francisco Bay Area Security Team lead by **Steve Sandoval**, have been the Security Integrator on some of the most recent large Genetec security system projects in the San Francisco Bay Area.



## Critical Infrastructure Security Experience

Johnson Controls is a premier design-build security integrator & Service provider for private and public critical infrastructure facilities. Johnson Controls has extensive experience designing and installing complex integrated security management systems for some of the world's largest and most critical venues and intermodal facilities. These systems typically include access control, visitor management, video management systems, video intrusion detection analytics, visitor management, RFID asset tracking, license plate recognition systems, perimeter intrusion detection systems, crisis incident management systems, physical security information management (PSIM) systems and security control and operations centers.

*“Johnson Controls came in with a good design and competitive pricing, more importantly they said they could deliver in the timeframe we needed”.* **Carlos Villarreal, Director of Security, Sears Tower, Chicago, Illinois.** The large scale Security Integration project earned Johnson Controls the Integrator Security Sales & Integrations' Sales and Marketing (SAMMYs) Awards grand prize for Security Installation of the year.





## Scope of Work

### Project Scope of work

#### Upgrade VMS Installation

- a) Will utilize the existing video camera cabling solution for the existing cameras
- b) JCI will provide new Genetec Security Center Software and Video Server and Storage platform and professional services to add 32 existing IP cameras from the current VMS over to Genetec.
- c) All Network Racks are to be provided and installed by others at Head-end
- d) All Network Switches and network gear is being provided and installed by others.
- e) All 120vac power for our equipment is by others.

#### Engineering & Design

- f) Will provide Design Submittal Documents while working with Police Department's Team
- g) Will provide O & M Manuals
- h) Will provide Loading Schedules
- i) Will provide engineered drawing package
- j) Will provide Shop Drawings
- k) Will provide Submittals
- l) Will provide Test & Inspection Documentation
- m) Will provide one full day Operator end use training for the Police Department team

#### Camera System

- a) Will provide and IP configure (4) Hanwha PNM-9080VQ Multi-directional cameras
- b) Will provide and IP configure (13) Hanwha PNM-9020V Multi-sensor 8MP camera
- c) Will provide and IP configure (1) Hanwha XNV-6080R IR Dome camera
- d) Will provide and install (4) Hanwha Camera mount adapters
- e) Will provide and install (5) Hanwha SBP-300WM1 mounting hardware
- f) Will provide and install (4) Hanwha SBP-300WM gooseneck mounts
- g) Will provide and install (4) Hanwha SBP-329HM outdoor cap mount
- h) Will provide and install (1) SBP-300HM6 Mounting Cap adapter
- i) Will provide and IP Configure (13) Hanwha XND-6080RV Dome Camera
- j) Will provide and install PoE Injector for each camera location
- k) Will provide and install (1) Genetec BCD/Video SV-2000-R4-32T-8-120 Streamvault Server with 32TB RAW and 21.8TB Useable RAID5 Storage – 100% Growth
- l) Will provide and install (1) Genetec SCS-Base Security Center SaaS Base Package which includes 16 camera license, five security desk client connections, five Web Clients and Plan Manager up 25
- m) Will provide (16) Subscription camera connections



## RFP Pricing

### Genetec VMS Upgrade

**Genetec Security Center Camera Upgrade Project:** \_\_\_\_\_ **\$72,898.00**

**Genetec Security Center Saas Subscription:** \_\_\_\_\_ **\$3,128.00**

This is the Genetec Security Center Saas Video Management Upgrade which includes nine (9) new cameras and the replacement of (23) existing cameras with new Hanwha H.265 IP Cameras with Video Analytics and the Storage requirements per the City of Pacific Grove Police Department’s RFP. This includes the annual **Subscription** fee for the video storage and camera license system solution too.

**Genetec Advantage SMA Year 1 for 32 Cameras:** \_\_\_\_\_ **Included in Subscription**

This is annual Services Maintenance agreement with Genetec for the first year for 32 Cameras.

### CLARIFICATIONS:

1. JCI will use existing IP Video cameras and existing video cabling for Phase I Video System upgrade
2. JCI will use existing security cabling for the existing 23 camera replacements
3. JCI will use existing customer Racks for the new Genetec Video Servers and Storage
4. All work is based on normal business hours
5. No conduit or raceways are included
6. Maps will be provided by the owner
7. Integration to other systems like Access Control and Intercoms is additional subscription cost

### EXCLUSIONS:

1. Existing backbone for network communications
2. All electrical work including conduits and raceways for the security systems is being provided and installed by others
3. All power for the security systems is by others
4. All network gear including PoE Switches are by others
5. Rack space with UPS is by SCSC
6. No upgrades to the workstations and video wall displays is included
7. Mobile Access would be additional option
8. Any permits if required would be additional cost
9. Any Low Voltage wiring pertaining to systems not identified in this proposal



(IMPORTANT: This proposal incorporates by reference the terms and conditions on the attached sheets)

This proposal is hereby accepted and Johnson Controls is authorized to proceed with the work;

This proposal is valid for 60 days

\_\_\_\_\_  
Purchaser - Company Name

JOHNSON CONTROLS, INC.

\_\_\_\_\_  
Signature

\_\_\_\_\_**Steve P. Sandoval**  
Signature

Name: \_\_\_\_\_

Name: Steve Sandoval

Title: \_\_\_\_\_

Date: \_\_\_\_\_



## TERMS AND CONDITIONS

By accepting this proposal, Purchaser agrees to be bound by the following terms and conditions:

- 1. Scope of Work.** This proposal is based upon the use of straight time labor only. Plastering, patching and painting are excluded. "In-line" duct and piping devices, including, but not limited to, valves, dampers, humidifiers, wells, taps, flow meters, orifices, etc., if required hereunder to be furnished by Johnson, shall be distributed and installed by others under Johnson's supervision but at no additional cost to Johnson. Purchaser agrees to provide Johnson with required field utilities (electricity, toilets, drinking water, project hoist, elevator service, etc.) without charge. Johnson agrees to keep the job site clean of debris arising out of its own operations. Purchaser shall not back charge Johnson for any costs or expenses without Johnson's written consent.
- 2.** Unless specifically noted in the statement of the scope of work or services undertaken by Johnson under this agreement, Johnson's obligations under this agreement expressly exclude any work or service of any nature associated or connected with the identification, abatement, clean up, control, removal, or disposal of environment Hazards or dangerous substances, to include but not limited to asbestos or PCBs, discovered in or on the premises. Any language or provision of the agreement elsewhere contained which may authorize or empower the Purchaser to change, modify, or alter the scope of work or services to be performed by Johnson shall not operate to compel Johnson to perform any work relating to Hazards without Johnson's express written consent.
- 3. Invoicing & Payments.** Johnson may invoice Purchaser monthly for all materials delivered to the job site or to an off-site storage facility and for all work performed on-site and off-site. Purchaser shall pay Johnson at the time purchaser signs this agreement **an advance payment equal to 30% of the contract price**, which advance payment shall be credited against the final payment (but not any progress payment) due hereunder and Purchaser agrees to pay Johnson additional amounts invoiced upon receipt of the invoice. Waivers of lien will be furnished upon request, as the work progresses, to the extent payments are received. If Johnson's invoice is not paid within thirty (30) days of its issuance, it is delinquent. JCI will bill 30% Mobilization upon acceptance.
- 4. Materials.** If the materials or equipment included in this proposal become temporarily or permanently unavailable for reason beyond the control and without the fault of Johnson, then in the case of such temporary unavailability, the time for performance of the work shall be extended to the extent thereof, and in the case of permanent unavailability, Johnson shall (a) be excused from furnishing said materials or equipment, and (b) be reimbursed for the difference between the cost of the materials or equipment permanently unavailable and the cost of a reasonably available substitute therefor.
- 5. Warranty.** Johnson warrants that the equipment manufactured by it shall be free from defects in material and workmanship arising from normal usage for a period of one (1) year from delivery of said equipment, or if installed by Johnson, for a period of one (1) year from installation. Johnson warrants that for equipment furnished and/or installed but not manufactured by Johnson, Johnson will extend the same warranty terms and conditions which Johnson receives from the manufacturer of said equipment. For equipment installed by Johnson, if Purchaser provides written notice to Johnson of any such defect within thirty (30) days after the appearance or discovery of such defect, Johnson shall, at its option, repair or replace the defective equipment. For equipment not installed by Johnson, if Purchaser returns the defective equipment to Johnson within thirty (30) days after appearance or discovery of such defect, Johnson shall, at its option, repair or replace the defective equipment and return said equipment to Purchaser. All transportation charges incurred in connection with the warranty for equipment not installed by Johnson shall be borne by Purchaser. The warranties do not extend to any equipment which has been repaired by others, abused, altered or misused, or which has not been properly and reasonably maintained. **THESE WARRANTIES ARE IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, THOSE OF MERCHANTABILITY AND FITNESS FOR A SPECIFIC PURPOSE.**
- 6. Liability.** Johnson shall not be liable for any special, indirect or consequential damages arising in any manner from the equipment or material furnished or the work performed pursuant to this agreement.
- 7. Taxes.** The price of this proposal does not include duties, sales, use, excise, or other similar taxes, unless required by federal, state or local law. Purchaser shall pay, in addition to the stated price, all taxes not legally required to be paid by Johnson or, alternatively, shall provide Johnson with acceptable tax exemption certificates. Johnson shall provide Purchaser with any tax payment certificate upon request and after completion and acceptance of work.
- 8. Delays.** Johnson shall not be liable for any delay in the performance of the work resulting from or attributed to acts or circumstances beyond Johnson's control, including, but not limited to, acts of God, fire, riots, labor disputes, condition of the premises, acts or omissions of the Purchaser, Owner, or other Contractors or delays caused by suppliers or subcontractors of Johnson, etc.
- 9. Compliance with Laws.** Johnson shall comply with all applicable federal, state and local laws and regulations and shall obtain all temporary licenses and permits required for the prosecution of the work. Licenses and permits of a permanent nature shall be procured and paid for by the Purchaser.
- 10. Disputes.** All disputes involving more than \$15,000 shall be resolved by arbitration in accordance with the rules of the American Arbitration Association. The prevailing party shall recover all legal costs and attorney's fees incurred as a result. Nothing here shall limit any rights under construction lien laws.
- 11. Insurance.** Insurance coverage in excess of Johnson's standard limits will be furnished when requested and required. No credit will be given or premium paid by Johnson for insurance afforded by others.
- 12. Indemnity.** The Parties hereto agree to indemnify each other from any and all liabilities, claims, expenses, losses or damages, including attorneys' fees, which may arise in connection with the execution of the work herein specified and which are caused, in whole or in part, by the negligent act or omission of the Indemnifying Party.
- 13. Occupational Safety and Health.** The Parties hereto agree to notify each other immediately upon becoming aware of an inspection under, or any alleged violation of, the Occupational Safety and Health Act relating in any way to the project site.
- 14. Entire Agreement.** This proposal, upon acceptance, shall constitute the entire agreement between the parties and supersedes any prior representations or understandings.
- 15. Changes.** No change or modification of any of the terms and conditions stated herein shall be binding upon Johnson unless accepted by Johnson in writing.



## Golden 1 Center

*Genetec Omnicast 2016*

Sacramento, CA

Kevin Curran, Sacramento Kings Director of Security  
(916) 928-3658

Genetec Omnicast 5.4, Media Router/Gateway, Enterprise, P2000  
ACMS Integration, Mobile App Module, Federation Module



## Sacramento Downtown Plaza

*Genetec Omnicast 2017*

Sacramento, CA

Dorian Bordenave, Sunvalley Mall GM & Are Director  
(925) 825-0400

Genetec Omnicast 5.4, Media Router/Gateway, Mobile Server  
Module, Failover Module



## Levi's Stadium

*Genetec Security Center & Omnicast 2014*

Santa Clara, CA

Dan Cory, SF49ers VP of Security  
(408) 562-4938

Genetec Security Center, Synergis & Omnicast 5.4, Media  
Router/Gateway, Failover & Directory Server. Mobile App Module,  
Federation



## San Francisco Jewish Home

*Genetec Security Center & Omnicast 2016*

San Francisco, CA

Rhener Solis JSLH Business Systems Analyst  
(415) 562-2685

Genetec Security Center, Synergis & Omnicast 5.5, Media  
Router/Gateway, SIP Integration





## Broadway Plaza

*Genetec Security Center & Omnicast 2014 & ongoing*

Walnut Creek, CA

John Beardsley, Macerich Sr. Security Analyst, IT  
(602) 953-6726

Genetec Security Center, Synergis & Omnicast 5.2, Media Router/Gateway, Enterprise, SIP Integration



## Sunvalley Mall

*Genetec Omnicast 2016*

Concord, CA

Dorian Bordenave, Sunvalley Mall GM & Are Director  
(925) 825-0400

Genetec Omnicast 5.4, Media Router/Gateway, Mobile Server Module, Failover Module



## Santa Cruz Seaside Beach Boardwalk

*Genetec Omnicast 2016*

Beach Boardwalk Santa Cruz, CA

Holly Miller, SCSC Technical Services Director  
(831) 460-3384

Genetec Omnicast 5.5, Media Router/Gateway, Failover & Directory Server



## Baidu

*Genetec Security Center & Omnicast 2015*

Sunnyvale, CA

Micheal Moreci JCI Security Integration Engineer  
(510) 780-7690

Genetec Security Center, Synergis & Omnicast 5.4, Media Router/Gateway, Mobile App Module

