

RFP 22-475: Physical Security Services – Access Control, Intrusion Detection and Video Surveillance

Executive Summary

Purpose

The purpose of solicitation, RFP 22-475 was to procure a qualified company to provide physical security services – access control, intrusion detection and video surveillance. DeKalb County School District’s Division of Information and Instructional Technology (DIIT) is seeking to assess and replace where necessary the Security Camera Infrastructure, Intrusion Detection Alarm System, and Access Control System throughout DCSD. The proposed solution must integrate all three (3) systems: security camera infrastructure, intrusion detection alarm system and access control system.

Background and Process

The team was made up of seven staff members across three divisions. The representing staff are as follows:

- | | |
|---|----------------------------|
| Division of Information and Instructional Technology (5) | Public Safety (1) |
| <ul style="list-style-type: none">• Infrastructure and Operations• Physical Security• Network Services• Project Management• Business Services | Division of Operations (1) |

The solicitation was developed by the Division of Information and Instructional Technology with guidance and input from the DCSD Division of Operations and Public Safety Department. Requirements were based on various user feedback, district-wide support data, and initial site assessments. Gartner reviewed final RFP requirements to ensure alignment with best practices and industry standards as it pertains to physical security infrastructure. The RFP was then published for two weeks in August and September 2021, evaluated in November 2021, and scheduled to present to the Board of Education for approval in December 2021.

Evaluation

The evaluation process consisted of two parts, evaluation of the solicitation (85%) and the presentation/interview (15%). After the solicitation was evaluated the top three contenders were invited for a presentation/interview. The criteria used to evaluate the options were (in order of importance):

- Compliance with Technical Specifications (35%)
- Ability to Execute (30%)
- Cost - Table F: DCSD Consolidated Spreadsheet (20%)
- Interview Presentation/Demonstration (15%)

See page 5 for a breakdown of each criterion mentioned above.

Part I: Evaluation Results before the Interview/Presentation Sessions

Based on a careful evaluation of how well each of the 8 possible choices could meet the 3 major criteria considered, AdapToSolve, Convergent and Integrated Security Technologies were the top-three choices. The eight (8) choices considered were (in order of highest to lowest scores):

- AdapToSolve
- Convergent
- Integrated Security Technologies
- Net Planner Systems
- ADT Commercial LLC
- scDataComm
- Honeywell
- Risk Response Team, Inc.

The question of "RFP 22-475: Physical Security Services" was evaluated by means of a decision table.

	Compliance with Technical Specifications (35)					
		Ability to Execute (30)		Cost - Table F: DCSD Consolidated Spreadsheet (20)		
					Interview Presentation/Demonstration (15)	
					Summary	
AdapToSolve	35.00	25.00	245915	0.00	9.38	
Convergent	35.00	30.00	6678275	0.00	9.07	
Integrated Security Technologies	35.00	28.00	8723855	0.00	8.54	
Net Planner Systems	33.00	27.00	8460862	0.00	8.23	
ADT Commercial LLC	35.00	22.00	6063889	0.00	8.21	
scDataComm	35.00	24.00	16826650	0.00	6.94	
Honeywell	35.00	19.00	16826650	0.00	6.35	
Risk Response Team, Inc	31.00	16.00	16826650	0.00	5.53	

Decision Table 1 for RFP 22-475: Physical Security Services

Legend
Excellent
Good
Fair
Poor
Information Not Provided**

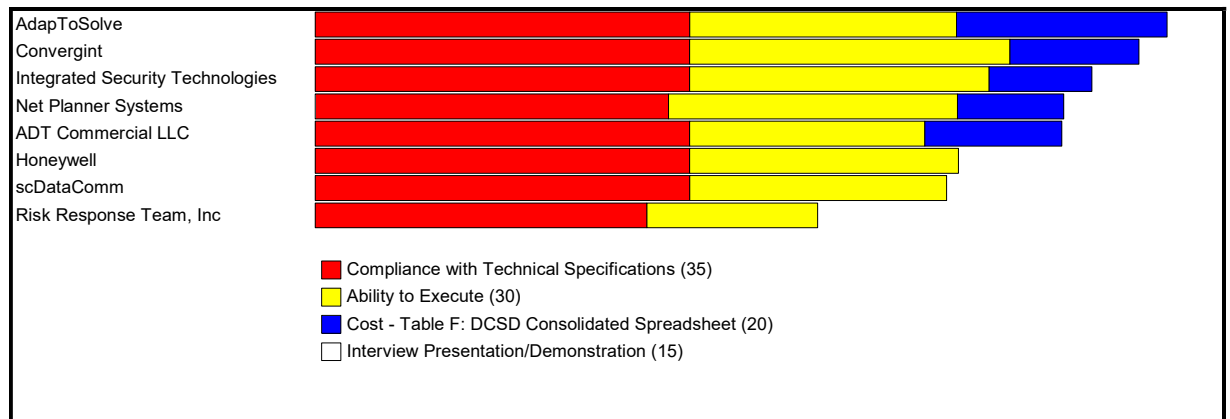
** DecideRight automatically places the cost of the company that has the lowest rating for a particular criterion in the missing cell for companies that did not provide information.

Comparison Table among Choices

Comparison	Explanation
<i>AdapToSolve versus Convergint</i>	AdapToSolve was considered to be a better choice than Convergint in 1 of the 4 criteria considered. However, the margin between them was narrow enough that each of the following criteria was considered to be critical in determining which choice has the advantage: <i>Cost - Table F: DCSD Consolidated Spreadsheet (20%)</i>
<i>Convergint versus Integrated Security Technologies</i>	Convergint was considered to be a better choice than Integrated Security Technologies in 2 of the 4 criteria considered. Of these, the critical factor was: <i>Cost - Table F: DCSD Consolidated Spreadsheet (20%)</i>
<i>Integrated Security Technologies versus Net Planner Systems</i>	Integrated Security Technologies was considered to be a better choice than Net Planner Systems in 2 of the 4 criteria considered. Of these, the critical factor was: <i>Compliance with Technical Specifications(35%)</i>
<i>Net Planner Systems versus ADT Commercial LLC</i>	Net Planner Systems was considered to be a better choice than ADT Commercial LLC in 1 of the 4 criteria considered. However, the margin between them was narrow enough that each of the following criteria was considered to be critical in determining which choice has the advantage: <i>Ability to Execute (30%)</i>

Comparisons among Choices (Visual)

Relative strengths of the various choices in each of the factors is illustrated in the following graph:



Relative Strengths

Top Three Choices

Through the decision-making process, the three top options were identified and invited to the presentation/Interview sessions schedule on November 12, 2021. They were:

AdapToSolve
 Convergent
 Integrated Security Technologies

Part II: Evaluation Results after the Interview/Presentation Sessions

Based on a careful evaluation of how well each of the 3 possible choices could meet the 4 major criteria considered, Convergent appears to be the best choice.

The 3 choices considered were:

Convergent
 AdapToSolve
 Integrated Security Technologies

The criteria used to evaluate the three choices were (in order of importance):

Compliance with Technical Specifications (35%)
 Ability to Execute (30%)
 Cost - Table F: DCSD Consolidated Spreadsheet (20%)
 Interview Presentation/Demonstration (15%)

The question of "RFP 22-475: Physical Security Services" was evaluated by means of a decision table.

	Compliance with Technical Specifications (35)				
		Ability to Execute (30)			
			Cost - Table F: DCSD Consolidated Spreadsheet (20)		
				Interview Presentation/Demonstration (15)	
				Summary	
Convergent	35.00	30.00	6678275	15.00	9.21
AdapToSolve	35.00	25.00	245915	11.00	9.07
Integrated Security Technologies	35.00	28.00	8723855	9.00	8.16

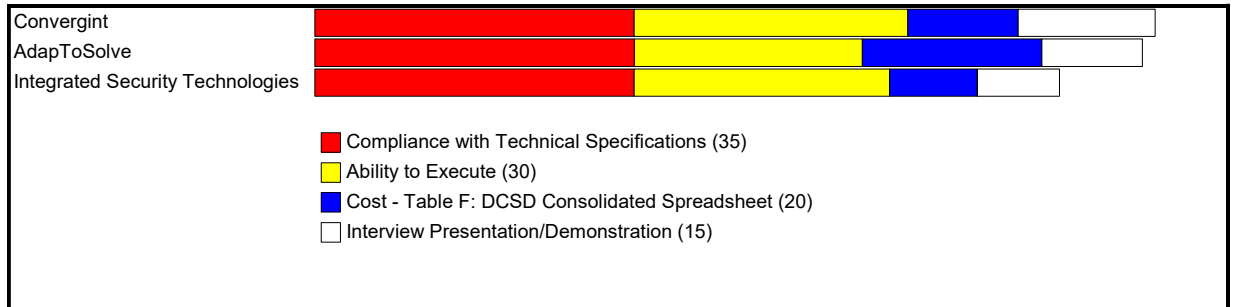
Decision Table for RFP 22-475: Physical Security Services

Comparison Table among Choices

Comparison	Explanation
<i>Convergent versus AdapToSolve</i>	Convergent was considered to be a better choice than AdapToSolve in 2 of the 4 criteria considered. However, the margin between them was narrow enough that each of the following criteria was considered to be critical in determining which choice has the advantage: <i>Ability to Execute (30%)</i> <i>Interview Presentation/Demonstration (15%)</i>
<i>AdapToSolve versus Integrated Security Technologies</i>	AdapToSolve was considered to be a better choice than Integrated Security Technologies in 2 of the 4 criteria considered. Of these, the critical factor was: <i>Cost - Table F: DCSD Consolidated Spreadsheet (20%)</i>

Comparisons among Choices (Visual)

Relative strengths of the various choices in each of the factors is illustrated in the following graph:



Relative Strengths

RFP 22-475: Physical Security Services - Access Control, Intrusion Detection and Video Surveillance

	Eval	AdapToSolve	ADT Commercial LLC	Convergent	Honeywell	Integrated Security Technologies	Net Planner Systems	Risk Response Team, Inc	scDataComm
Compliance with Technical Specifications 35									
Ability to integrate with AD	7	7	7	7	7	7	5	7	7
Ability to integrate with other security systems and devices across the district	7	7	7	7	7	7	7	7	7
Ability to support up to 25000 Cardholders	7	7	7	7	7	7	7	7	7
Ability to support 2500 readers across 142 buildings	7	7	7	7	7	7	7	7	7
Training: Technical staff and end-user	7	7	7	7	7	7	7	3	7
Subtotal:	35	35	35	35	35	35	33	31	35
Ability to Execute 30									
Clear project plan (i.e., scope, timeline, deliverables)	6	3	2	6	5	6	5	0	6
Credential of Personnel (Technical and Project management)	7	7	3	7	0	7	7	2	7
3 References	6	6	6	6	6	6	6	6	6
Services provided to a company or K12 institution comparable in size to DCSD	6	4	6	6	4	4	4	6	2
Response and repair time (Meet the SLAs: Response Time = 1 day and Resolution Time = 2 business days)	5	5	5	5	4	5	5	2	3
Subtotal:	30	25	22	30	19	28	27	16	24
Cost - Table F: DCSD Consolidated Spreadsheet (20%)									
	20	\$ 245,915.24	\$ 6,063,889.37	\$ 6,678,275.00	No	\$ 8,723,855.63	\$ 8,460,862.53	\$ 16,826,650.71	No
Subtotal:		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		\$ -
Interview Presentation/Demonstration 15									
Past experiences and successes (i.e, customer base, awards, skills of staff, etc.)	5	4		5		3			
Metric of the effectiveness of their services or product (i.e., dashboard(s), the way they deliver their services - how they are quantified)	4	1		4		1			
Addresses what we requested (i.e., DCSD's requirements)	4	4		4		4			
Clear plan and scope and methodology for implementation	2	2		2		1			
Subtotal:	15	11	0	15	0	9	0	0	0
TOTAL	80	71	57	80	54	72	60	47	59