

# Maple Valley Schools

11090 Nashville Highway  
Vermontville, MI 49096

## Request for Proposals

### Security Camera Modernization

Request For Proposal Year: 2022

Questions and Answers

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1. Will the district only make its choice based on the final cost/lowest bidder?

Award will not be based solely on the final cost/lowest bidder.

2. Currently what does your existing Exacq architecture look like? Number of recording server and the specs of those servers? Number of licenses currently on the system? What you pay yearly for the system including maintenance contract fees?

Currently single server with 40TB storage, migrating to new server with these specs:

- Dell PowerEdge R730xd chassis 2.5"x 24
- (2) Intel® Xeon® E5-2669v4 3.6Ghz 55M
- (16) PC4 16 Gb DIMMs - 256 Gb total
- (1) Perc H730P RAID controller
- (6) SAMSUNG 870 EVO 4TB (12TB usable)
- (2) 1100 watt EPP power supplies
- (1) iDRAC Remote Management
- (13) 5TB Seagate Hard Drives (Camera Storage), \* w/ Dell Caddy, \* RAID 6 (Double Parity), \* 50TB Usable (1 Spare)
- (1) NETGEAR READYNAS (Backup Storage), \* RACKMOUNT 1U 4-BAY 24TB (18TB Usable), \* DUAL GBE STORAGE RR2304G6

80 Licenses currently on server

\$0 annual fees currently being paid. Licenses were a one time fee

3. Are you under contract with Exacq for any set number of years for your licensing? If so, when does that time expire?

Not currently under a contract with Exacq or affiliate.

4. Does the district have a scissor lift available for interior cable pulling in gyms? Does the district have a boom lift for exterior cable mounting? If so, a discount can be applied to the quote.

The district has a scissor lift available but does not have a boom lift.

5. It was mentioned that the door access control system was running on SMS. Could you please provide more detail including system manufacturer, version, and number of doors on campus?

SMS Enterprise 6.2.0 - System Launcher (Build 99) - Vanderbilt Industries

There are currently 27 access areas that have card readers. With this project, there are 4 doors that will need audio/video integration. Per the walkthrough, the question arose as to the provider for current VOIP services. Attendees were told that the current phone system is Mitel and is managed by MOSS.

6. How many days of video retention are you looking to store? Also do you have a minimum frame rate requirement? (I would recommend no less than 8 frames/second unless storage is an issue)

Looking to store no less than 14 days worth of feed, but have had up to 31 days stored based on sensory based cameras. At this time we are recording mostly at 10 fps but would definitely entertain higher if storage does not become an issue.

7. At the walkthrough it was mentioned that Maple Valley Schools was going to award a Data Network Contract. What is the timeline for that award, and the name of the winning contractor?  
The company that was awarded the contract is MOSS and the timeline has started with a completion TBD (with a finalization due by 6/30/2023 per the RFP) due to reception of hardware. This timeline is fluid as there are multiple interior and exterior jobs being completed. They are hopeful that it will be done during this summer break with a slight delay on exterior fiber runs.
8. Will Maple Valley entertain a different camera software?  
Maple Valley is not opposed to a different software system, but this cost would need to be looked at especially when compared to someone bidding to keep what we currently have in place. There would need to be a large advantage or it would have to be cost efficient to swap should this come into play.
9. Is it necessary to replace all current cameras if less cameras, but that have better coverage, would suffice?  
It is not necessary to replace every camera if better equipment can take the place of what is currently there. This is similar to the walkthrough question of replacing the two cameras in the High School cafeteria with a single camera that would cover the entire area. Maple Valley is all about cost savings without cutting corners and without losing coverage/quality. This would also lead to a higher potential of new cabling needing to be run which would also impact overall cost.
10. Are aerial schematics/diagrams necessary to place a bid?  
No, however they will play an important role when it comes to verification of coverage being suggested. During the walkthrough there were quite a few areas that felt uncovered and a handful of suggestions as to how this would be rectified. As different companies had different solutions, these diagrams would help tremendously to make sure we are getting the coverage we need.