Indian School Bahrain
Isa Town Campus

Request for Proposal

Video Surveillance System

25th September 2016

Contents

1. Introduction

1.1.   Introduction to the project

A project has been initiated by Indian School Bahrain to implement the Video Surveillance System in Isa Town Campus. The purpose of this Request for Proposal ("RFP") is to formally invite proposals for the supply and implementation of IP based CCTV solution, related support and appropriate setup as required.

1.2.   Overview

The scope of this RFP is to put in place an infrastructure which would facilitate the complete video surveillance of the Indian School Bahrain (ISB, hereinafter), Isa Town Campus. The infrastructure should provide real-time monitoring of the environment, people and assets and provides a recorded archive for investigative purposes.

The proposed solution should provide access to video at any time from any network location within the constraints of available bandwidth, allowing remote monitoring, investigation, and incident response through remote physical security staff or law enforcement personnel. It should employ an open, standards-based infrastructure that enables the deployment and control of new security applications from a variety of vendors.

1.3. Scope of RFP

The purpose of this Request for Proposal (RFP) is to comply with the Laws of the Kingdom of Bahrain to have Video surveillance system in institutions and establishments. The ISB intend to invite qualified bidders to submit proposals related to the design, supply of hardware and software, provisioning, implementation, project management, testing, and commissioning of the new IP based CCTV system. The bidders should focus on building their proposal based upon complete new backbone network, control room and installation of new IP based video surveillance cameras as needed to meet the required setup.

The proposals submitted will enable ISB to define a comprehensive contract with one selected bidder. Indian School will select the bidder who meet its targeted service requirements and provides competitive prices. To achieve this purpose, bidders are required to provide a description of their capabilities, detail their methodologies, and answer Indian School Bahrain requirements for the design and the implementation of the new CCTV System. In addition, the bidders will be asked to commit on mutually agreed specific Service Level Agreement(s).

The selected bidder will be responsible on all active and passive components needed to launch the new CCTV System, including cabling, patch panels, patch cords, racks, etc... ISB is urging all bidders to prepare and select their subcontractors for that, while ISB only will be interfering with the selected Bidder as a prime contractor.

1.4. Indian School Bahrain Commitment

ISB reserves the right to break off the RFP process at any time and is under no circumstances committed to signing a contract with any of the bidders.

ISB reserves the right to refuse any bid and waive any and all bidding irregularities and requirements as ISB see most beneficial to its constituent districts.

ISB reserves the right to disqualify the selected bidder (after it was selected) and go for the second best if the further detailed meetings with the selected bidder failed to reach the project targets technically or rather commercially

1.5. Selection Process

ISB will select the bidders that propose the most suitable offer. ISB selection will be based on the following process:

- Reception of bidder's response
- Analysis of bidders' response
- Short listing (if applicable)
- Bidder presentation for short listed bidders
- Negotiations with short listed bidders

- Vendor finalization

1.6.   Project Time Frame

The time-frame for the milestones of the RFP process is summarized in the following table:

Table 1: RFP Time Frame

RFP Time Frame Table	
Milestone	**Date**
RFP made available to bidders	25/09/2016
Last date for Questions and answers	30/09/2016
Site Inspection by all the bidders	01/10/2016
Deadline for receiving response to RFP	17/10/2016

The bid closing date or time may be changed at the sole discretion of ISB any proposals received after this date will not be taken into consideration.

1.7.   Submission of Tender

The bidder shall submit the following documents before the deadline of the tender submission date.

- Corporate profile and commercial registration
- Sub suppliers and vendor list for proposed equipment
- 24 x 7 support facility in Bahrain & resume of support staff
- Authorized reseller agreement for the proposed equipment
- Data Sheet of all Product
- Fully priced and stamped hard copy of this RFP and the priced soft copy

Hard copy of the proposal and an electronic format version (Microsoft Word, Microsoft Excel, and Microsoft PowerPoint) on CD must be hand-delivered in a sealed envelope to in the Tender Box Placed in the Executive Committee office , Isa Town Campus, Indian School Bahrain.

1.8.   Queries

During the evaluation and the vendor selection process, you are kindly requested to only contact Mr. Saji Antony for questions or requests for additional information. All requests with ISB must be done in writing (ie: email)

Name   : Saji Antony
Title   : Honorary Member- IT
Phone   : 39691959
Email   : antonysaji@gmail.com

The last date to receive queries is **30/09/16**

1.9.   Project Requirement

To ensure a successful proposal consideration, the bidders must ensure that ISB Requirements for the provision, commissioning and testing of the new CCTV system are met. Failure to do so will result in proposal disqualification. The objective of ISB is that the bidder approaches the projects according to their complexity. The chosen supplier will need to adapt its methodology, resources, and workloads to project requirements.

1.10.   Definition of solution specification

The chosen bidder will be responsible for providing a total solution including the supply of hardware and software, installation, implementation, project management, training, testing, acceptances and commissioning of the CCTV system for the ISB. The bidders must detail in their pricing and all associated costs for equipment, services, training, cabling, racks and spare parts of the entire CCTV system including the control room.

The bidder shall commit on the utilization of state-of-the-art technologies. All technologies proposed must be proven and tested in an environment similar to ISB. The bidder is responsible on submitting official documents or similar reference sites.

Bidders shall provide as part of their response, the roadmap for the proposed equipment at least for the next 5 years indicating new features, hardware/software enhancement, and any known limitations of features or functionality.

All software proposed should be provided with perpetual, irrevocable, and exclusive licenses. The Bidder shall provide guarantee that all Detailed Design documents, submitted in the technical proposal to ISB throughout this Project, are certified and approved by the manufacturer of the selected solution product.

1.11.   Bidder Added Value

The bidder shall propose his solution as per ISB requirements mentioned in the RFP. However, the bidder is encouraged to propose any creative configurations, add-in utilities and tools for the new CCTV system that may provide particular advantages to ISB such as improved efficiency, enhanced network availability, enhanced equipment reliability, enhanced security and more services delivery to ISB. These added values must be listed as options. Bidders must note that these added values will increase their weight in the evaluation criteria.

1.12.   Implementation of the Solution

The selected bidder shall be fully responsible for the implementation of the solution. ISB and the bidder will agree on the appropriate implementation plan taking into consideration all project activities. As an outcome of this RFP, bidders will provide a project implementation plan that shows the bidder's methodology.

The installation, commissioning and provisioning tests shall be performed by the bidder and the execution is supervised by the knowledgeable experts from ISB. The bidder shall include the full methodology for the delivery of all entities of the project.

The bidder will be required to proof and verify the completeness of the implementation delivery of the hardware/software and demonstrate the correct installation and integration of the systems, applications and services.

A provisional amount is included separately in the final summary table (table: 6) in order to execute all civil/ID works related to the CCTV implementation.

1.13.   Testing and Acceptance

The Bidder shall carry out a test and acceptance scheme according to the requirements specified below:

Factory test and inspection: shall be performed at the manufacturer facilities or the selected bidder site to verify that the equipment's meet the performance and service requirements of the specifications and project. Any failure discovered during this testing will be under the responsibility of the bidder to carry out the replacements.

Staging tests and acceptance: Following installation of the equipment at ISB all equipment installed shall be field tested to verify proper performance and

operation. Any failure discovered during this phase will be under the responsibility of the bidder and replacement at that time will be monitored by the project SLA managed by ISB

Commissioning tests: Following the successful field implementation of the CCTV system, Storage facility and Control Room commissioning tests will be performed to verify that all the systems are functioning properly end to end. The bidder will carry the responsibility to insure that services are functioning as per ISB requirements. Any delay from the bidder side in this phase will be monitored by the project SLA.

Final acceptance testing: The bidder is responsible to provide the acceptance documentation detailing all test cases and scenarios. ISB is to sign and accept the individual test cases to ensure the final project acceptance.

The bidder will also provide a detailed report after each successful testing stage including a sign-off acceptance sheet.

1.14.   Training And Documentation

The suppliers are bound to provide adequate technical training to the concerned ISB staff about the basic system setup and also to primarily operate the system as well as level 1 trouble shooting.

Documentation shall be supplied to cover the Installation, Commissioning, Operation and Maintenance practices for all elements supplied. The bidder shall provide complete and comprehensive documentation for the following project documentation and plans as an outcome of the project:

- Implementation Plan and Procedures
- Manufacturer Equipment manuals
- Administration and Maintenance Procedure manuals
- Low-level Network design and detailed layout
- Training Courses Manuals

All documents, plans, drawings and manuals shall be prepared in English language. Documentation developed by the bidder shall be supplied both in printed and a modifiable electronic format (CD) to allow for easier modification in the future (i.e., Documents shall have one hard copy and one electronic version of every document)

2. Video Surveillance solution Requirements

2.1.   Business requirement

The bidder is requested to answer the questions in detail, which are listed within the enclosed feature list Table-2. In addition ISB would like to draw the attention to the answer criteria's:

"Fully Compliant" means
> Solution is available for deployment
> It is part of the offer (not optional)

"Partially Compliant" means
> That the aspects in which the solution is compliant and in which is not should be carefully explained.

"Non Compliant" means
> This requirement is not supported at all.

Further, the supplier is asked to give a detailed explanation about the functionality of the offered video Surveillance system, which extends the scope described in Table-2.

2.2. Prices

The structure of the pricing templates attached (Table-3 and Table-4) shall be strictly followed by the supplier. The structure of the template shall not be modified.

If the supplier offers other types, the supplier shall copy the templates and provide for each one a price table. The bidder is allowed to change the specification of the cameras (such as 180 degree camera into 2*90 degree camera) due to the non-availability with their vendor. However price shall be submitted in a separate list with modified number of cameras.

The supplier shall create a price offer concerning

- Project management
- Integration
- Installation
- Implementation
- Commissioning
- Acceptance.
- Control Room Design

The HW pricing shall include all HW and its necessary components, which will be used for this project.

The SW pricing shall be split into Basic-SW, licenses and optional modules including required 3rd party SW (licenses).
The supplier should offer a support and maintenance pricing models based on 24x7 SLA.
The supplier should provide the above structure for a basic pre-configuration (Annex 2) and based on its own configuration based on a site survey (Annex 3).

3. Alternate System

This RFP invites the fee proposal from the bidders for a designed Video Surveillance system for ISB. However ISB encourage the bidder to propose an alternate design that may more suitable to ISB.

The bidders thoughts are not limited to the items listed in this section only but yet, bidders are encouraged to propose whatever they see fit and add benefits to ISB environment.

The bidders are requested to explain the services they want to propose in this section and provide commercial quotation for it, however, ISB will analysis the services and evaluate the benefits against the cost of these services, then ISB may take these solution and include it into the work, take some or partial of the service, or not to take it at all.

Any alternate proposals without the fee proposal for the designed Video Surveillance system included in this RFP will be rejected.

4. Particular requirements.

- The successful contractor will be appointed as a direct specialist contactor by ISB

- The contractor is to note that the working hours within the class room building of the ISB are restricted to the after working hours of the school

- In all the areas the specialist contractor is to provide and allow for all necessary containment for his own systems.

1. Table–2: Business Requirement

SI		Description	Fully Compliant	Partially Compliant	Non Compliant	Comments
		Table-1 Business Requirement				
			Compliance Yes/No			**Comments**
			Fully Compliant	**Partially Compliant**	**Non Compliant**	
1		**General camera requirements**				
	1.1	All surveillance cameras shall be IP Network type, capable of interfacing with Network Storage Media & Security Monitoring Equipment via a Local Area Network (LAN). The cameras shall be capable of being either individually or group configured for ease of installation and should also be capable of being upgraded as a group should new software features become available that will benefit this project.				
	1.2	Activation of recording via integrated alarm (user defined video motion windows, sound, PIR etc)				
	1.3	Camera should directly store image to a NAS device				
	1.4	Be capable of storing up to images to the cameras own storage buffer in case of network or network storage failure & re-synchronize the images back to the storage after such a failure has occurred (Quotation value to achieve this feature has to be mentioned separately)				
	1.5	All cameras must be capable of being viewed & configured in a standard web-browser such as Internet Explorer, Firefox, Mozilla,Chrome (or similar)				

			Compliance Yes/No			Comments
SI		**Description**	**Fully Compliant**	**Partially Compliant**	**Non Compliant**	
2		**Performance requirements**				
	2.1	The cameras are to be capable of being connected to the network using a standard UTP CAT5e and above cable terminated in a standard RJ45 connector				
	2.2	Cameras shall be capable of being powered over Ethernet cables (PoE 802.3af) in temperatures from -30 to +60°C (-22 to + 140°F) without the need for additional enclosure, heaters or cooling fans				
	2.3	Color sensors shall be used to produce images in QXGA resolution (2048 x 1536 lines), which shall be capable of being software scaled to appropriate resolution required by the Surveillance Monitoring System and the Image Storage System				
	2.4	Cameras will be capable of outputting image resolutions at the following frame rates				
	2.4.1	QXGA (2048x1536 lines) up to 8 frames per second				
	2.4.2	MEGA (1280x960 lines) up to 12 frames per second				

Table-1 Business Requirement

SI		Description	Fully Compliant	Partially Compliant	Non Compliant	Comments
		Table-2 Business Requirement (4/7)				
			Compliance Yes/No			**Comments**
			Fully Compliant	**Partially Compliant**	**Non Compliant**	
	2.4.3	VGA (640x480 lines) up to 30 frames per second				
	2.4.4	CIF (320x240 lines) up to 30 frames per second				
	2.5	It should be possible for the customer to define alternate images formats if required				
	2.6	Cameras integrated software shall be capable of managing the external IP addressable image storage system using a ring buffer system which creates its own file index for ease of data review at a later date				
	2.7	Cameras compression codec must allow image transfer over the network at low throughput and be event driven to reduce the storage requirements of Surveillance System. This codec must allow printing & storing of evidence data in a JPEG format & have the facility to export data to other formats to allow review via a standard Windows media player				
	2.8	Cameras will have no internal mechanical moving parts such as auto-iris or arm to implement cut filter for night images. This will ensure low maintenance and long product life span				
	2.9	Camera software shall be license free & future software upgrades shall also be free of charge				
	2.10	Cameras will have built in microphone & speakers				

	SI	Description	Compliance Yes/No			Comments
			Fully Compliant	**Partially Compliant**	**Non Compliant**	
		Table-1 Business Requirement (5/7)				
	2.11	Day (color) sensors will be 3.0 megapixel & capable of producing images in lighting levels down to 0.05 Lux (exposure time 1 sec)				
	2.12	Night (black & white) sensors will be 1.3 megapixel & capable of producing images in lighting levels down to 0.005 Lux (exposure time 1 sec)				
	2.13	Mono Lens Fixed IP Cameras will be weatherproof to IP 65 without the addition of any additional enclosures. These cameras will include a wall/ceiling fixing bracket, which will hide any cabling and cover the outlet for the network cable.				
	2.14	Day/Night Fixed IP Cameras will be weatherproof to IP 65 without the addition of any additional enclosures. Be dual lens type, color for day, black & white for night and switch automatically at a pre-defined light level without the use of moving components. These cameras will include a wall/ceiling fixing bracket, which will hide any cabling and cover the outlet for the network cable				
	2.15	Dual Lens Fixed IP Cameras will be weatherproof to IP 65 without the addition of any additional enclosures. The dual lens facility will allow one lens to be used for general surveillance while the other lens may be a telephoto lens to enable identification of a specific subject & allow switching of lenses without any mechanical moving components. These cameras will include a wall/ceiling fixing bracket, which will hide any cabling and cover the outlet for the network cable				

SI		Description	Compliance Yes/No			YES
			Fully Compliant	Partially Compliant	Non Compliant	
	2.16	Mono Lens Fixed Dome Camera will be minimum IP 54 rated for indoor use or IP 65 rated for external use. The lens can be angled manually on installation to allow most effective surveillance coverage				
	2.17	Dual Lens Fixed Dome IP Cameras will be minimum IP 54 rated for indoor use or IP 65 rated for external use. The lenses can be angled manually on installation to allow most effective surveillance coverage.				
3		**PC and Storage Requirements**				
	3.1	Monitor PC Should have 3.6GHz P4 processor, 4 GB RAM, 1GB Video Ram Display Card with HDMI output, 1 Gbps Ethernet, Windows XP Pro or above				
	3.2	Storage should be connected to the network - Network Attached Storage (NAS) and must have 2 * 1 Gbps Ethernet Ports				
	3.3	NAS Storage should have 8 GB raw Capacity				
	3.4	NAS Storage should support RAID 5 redundancy				
4		**Network – Distribution Layer**				
	4.1	Modular /stackable (More than 4 slots) with the support of dual Power Supply				

The table above has the title row: **Table-1 Business Requirement**

		Table-1 Business Requirement				
			Compliance Yes/No			Comments
SI		Description	Fully Compliant	Partially Compliant	Non Compliant	
	4.2	Switching fabric of at least 10 GB throughput or more				
	4.3	Support 48 *1000-Mbps POE Ethernet ports in modular line cards				
	4.4	Support 24 * 1000 Fiber optic GE ports in modular line cards				
	4.5	Support Per VLAN STP, RSTP, LACP, 802.1Q				
	4.6	Support min 4 queues/port (Qos)				
	4.7	Should support multicast, OSPF routing				
5		**Network Switch– Access Layer**				
	5.1	Should have 24 port POE (802.3af) Ethernet ports				
	5.2	Should support 2 * I Gbps Fiber uplink				
	5.3	Support Per VLAN STP, RSTP, LACP, 802.1Q				
	5.4	Support min 4 queues/port (Qos)				
	5.5	Should support multicast				
6		**Warranty**				
	6.1	Warranty on Cameras should be a minimum of 1 years				
	6.2	Warranty on Network equipment should be a minimum of 1 years				
	6.3	Warranty on Storage equipment should be a minimum of 1 years				
	6.4	Warranty on overall system should be a minimum of 1 years				

2. Table-2: Camera Location and BoQ

Table -2 Camera Locations and BoQ (Assesed by tenderer & agreed by ISB IT team)			
LOCATION	Camera	Angle	QUANTITY

3. Table–3: Fee Proposals (CAPEX)

Table-4 – Fee Proposals (CAPEX)					
Sl.No	Description	Item Code	Item Price	Qty	Total (BD)
IP Camera, Lenses and Licenses					
1					
2					
3					
4					

5				
6				
7	License for the Cameras			
Network Equipment				
8				
9				
Management Software, Client Software and Licenses				
10	Management Software			
11	Client software			
12	License for Users			
Storage				
13				
Monitoring Stations				
15				
16				
Cabling Requirements				
17				
18				
19				
20				
21				
22				
Others/ Extras				
23				
	TOTAL			

4. Table-5: Operation Expense for 5 Years (OPEX)

		Table -5 – Operation Expense for 5 Years (OPEX)		
SI	Year	Hardware Annual Maintenance + 24*7 Support	Software Annual Maintenance+ 24*7 support + License	Total (BD)
	2018			
	2019			
	2020			
	2021			
	2022			
Grand Total				

5. Table–6: Final Fee Summary

	Table-6 : Final Fee Summary	
Sl.No	**Description**	**Price (BD)**
1	**Total Capex (Table-4)**	
2.	**Total Opex for 5 Year (Table-5)**	
3.	**Provisional Sum (For All Civil/ID Works)**	
	Total (1+2+3)	

6. Table–7: Additional Information

Table 7.1	
Additional Software/License cost requirements for supporting 50 more cameras for future expansions	
Description	
Software Price	
License Price	
Additional cost	
Total Cost	

Table 7.2	
List of Vendors/Cameras supported by the proposed Software	
TRAINING	

Table 7.3	
List of similar IP-CCTV projects completed by the Contractor in Bahrain and GCC	
Description	**Price (BD)**