



To: Craig City Council and Administration
From: John Meinhart, System Administrator
Date: February 5, 2025
Subject: Hybrid Cloud Security System Upgrade Bid Recommendation

Dear Members of the City Council,

On January 8th, 2025, we opened bids for the Hybrid Cloud Security System Upgrade project. Unfortunately, we only received one bid, submitted by **Colorado Doorways**, in the amount of **\$58,142**. This bid exceeds our original budget allocation for the project, which was set at **\$55,000**.

Despite the bid exceeding the budget by \$3,142, Colorado Doorways is a reputable vendor and their bid may reflect the necessary cost to meet our project requirements.

The system quoted in this bid is the same system that is installed at Water and Wastewater plants. There is potential for integration. The security camera portion has features that would benefit the city such as cloud access and AI smart search.



Notice of Request for Proposal Hybrid Cloud System Upgrade

Release Date – January 8th, 2025

Deadline for Proposals: February 4th, 2025; at 3:00 PM (MST)

I. GENERAL INFORMATION

City of Craig will consider all qualified responses to this RFP and score each response based on the evaluation criteria established in this RFP document.

Sealed proposals are being solicited to replace City of Craig's Video Surveillance and Access Control System Upgrade. In order to be considered, proposals must be received in the Clerk's Office by **3:00 PM on February 4th, 2025**. See below for the full RFP timeline.

Phase I: Attachment A Included Yes

Phase II: Cost \$58,142.00



Cover Letter:

Doorways Security Integration (a division of Colorado Doorways, Inc.) is pleased to present the City of Craig with a response to the Hybrid Cloud System Upgrade RFP.

Whether new construction projects, retrofit opportunities, or service work, Doorways Security Integration has over 25 years of experience in the security integration industry working with both software and hardware. This, coupled with our experience with electrified door hardware from a wide range of manufacturers, makes Doorways Security Integration a premier integrator for the Colorado/Wyoming marketplace.

Our technical expertise on both system design and field installation has culminated in decades-long relationships with customers across all vertical markets.

Throughout our 25-year history of Security Integration, Doorways Security Integration has continued to grow and improve our expertise. With ten access control and electronic security focused technicians Doorways Security Integration has never been better equipped to oversee your Access Control and Video Surveillance needs.

Thank you,

Kevin McAnulla
Director

Doorways Security Integration
O: 303-312-0303 | M: 720-297-2391 | E: kevin@doorwaysinc.com
5151 Bannock St #17 Denver, CO 80216 | www.doorwaysinc.com
Note that Doorways closes at noon on Fridays





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Project Scope:

Furnish and install new unified Verkada Access Control and Video Surveillance System. System to include:

Access Control: 9 Door Verkada Access Control System.

1 Each	Verkada 1 Door Controller
1 Each	Verkada 4 Door Controller
3 Each	Verkada Card Readers
6 Each	Assa Abloy Aperio IN100 Wireless Cylindrical Locks
2 Each	Assa Abloy Aperio Hubs with Antennas
3 Each	Adams Rite Exit Devices
3 Each	HES Electric Strikes
1 Lot	Plenum Cable
1 Lot	Power supplies
1 Lot	Installation
1 st Year	Software License/Hosting

Access Control Total: \$36,882.00 (Excludes Sales Tax)

Video Surveillance: Furnish and Install 13 Verkada Cameras (re-use existing cabling).

1 Each	16 Port PoE Switch
4 Each	Verkada Outdoor Bullet Cameras
9 Each	Verkada Indoor Dome Cameras
1 Lot	Mounting Hardware
1 Lot	Installation
1 st Year	Software License/Hosting

Video Surveillance Total: \$21,260.00 (Excludes Sales Tax)

Bid Total: \$58,142.00 (Excludes Sales Tax)

Software Licensing/Hosting Fees: (9 Access Control Doors/13 Cameras)

1 Year – \$4,828.00 (1st year included)
3 Year – \$10,978.00 (\$3,659.33 Annualized)
5 Year - \$17,318.00 (3,463.60 Annualized)
10 Year - \$33,428.00 (\$3,342.80 Annualized)



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Project Timeline:

Detailed site survey within 2 weeks of executed contract.

Full submittal package for owner approval 3-4 weeks after site survey.

Material ordered withing 1 week of approved submittals.

4-6 Lead time from date of material.

Scheduled installation within 1 week of delivery of all materials to Doorways Security Integration.

Installation completed with 2-3 of start date.

Final programing, training and system turnover within 12-18 weeks after fully executed contract.

Clarifications/Exclusions:

1. This quotation has been based on all work being performed during Doorways Security Integration normal working hours of 8:00 AM to 4:00 PM, Monday through Friday. Should overtime be necessary to accommodate the customer's needs, a change order to cover overtime hours shall be required.
2. Additional trips due to lack of coordination of other trades may require a change order.
3. Excludes network connection and any required network infrastructure.
4. Excludes patch panels and any required punch downs.
5. Excludes Fire alarm hook up.
6. Excludes 120VAC hook up.
7. Includes up to a two-hour training of personnel for software/programming/operation of this system upon completion of job.
8. Includes basic programming of up to (50) users, creation of user/access groups, bulk enrollment of credentials, auto unlock/lock schedules, and event notifications. Any programming above and beyond will require a change order and/or factory services.
9. Excludes through-structure wire pathways (pre-cast, drywall, concrete, brick, floors/subfloors, and underground).
10. Excludes scissor lifts and boom lifts. Should a lift be required, a change order shall be submitted.
11. Re-use existing cores/cylinder(s).
12. Any material required but not listed in this bid will require a change order.
13. Liability Cap - Without limiting the foregoing sections, in no event shall Colorado Doorways Inc. / Doorway Solutions, hereinafter referred to as Doorways, be liability or the damages recoverable by customer from Doorways and/or Doorways' employees, agents, or affiliates, exceed the total amount paid by customer for products and services at the premises where the event for which Doorways liable occurred, over the twelve (12) months preceding the event for which Doorways is liable.
14. Indemnification by Doorways - Doorways shall indemnify and hold customer and its owners, employees, and officers harmless from any and all third-party claims, demands, liabilities, losses, causes of action, fines, penalties, costs, and expenses, including reasonable attorneys' fees (collectively, "losses) arising from or related to; (i) the negligence or intentional misconduct of CDI, its agents, or employee, (ii) any allegation that a product infringes any third party intellectual property right, to the same extent that CDI is indemnified by the manufacturer or distributor of the applicable product for the losses.
15. Indemnification by customer - Customer shall indemnify and hold CDI and its affiliates, parents, directors, employees, agents, and officers harmless from any and all losses arising from or related to (i) negligence or intentional misconduct by customer, its agents, employees, contractors, and subcontracts; (ii) any breach of any representation or warranty made by customer in the agreement; and (iii) any defect, hazardous condition, or hazardous materials present at the premises.
16. This proposal excludes all BABAA requirements.
17. Excludes bid and/or performance bond



Company Profile:

In 2023, Colorado Doorways rebranded our Security Integration division as Doorways Security Integration to focus and grow a 25-year-old division of the company. Doorways Security Integration provides a comprehensive array of access control and video surveillance services including system design and engineering, installation, service, and support. Our complete access control solution provides you with a sole source of responsibility for all controlled openings. In essence, your access control system becomes an integral part of the entire door opening solution.

Doorway Security Integration approaches all access control projects with a consultative approach. Whether new construction or retrofit, meeting with the end user to understand the customer's wants, needs, budgetary constraints, and overall project goals. This often consists of site visits/surveys to confirm existing conditions as well as to identify potential installation/compatibility issues.

Naturally, Doorway Security Integration is also affiliated with many of the nation's top access control and video surveillance hardware providers to provide you with a wide range of hardware suitable for securing any type of facility.

Access Control:

Verkada Access Control
ACRE Security (Vanderbilt SMS and RS2)
Genetec Synergis
Brivo
Salto

Video Surveillance:

Verkada Video Solutions
Milestone
Genetec Omnicast
Eagle Eye
Hanwha Techwin

Our experienced field techs have completed the successful installation of hundreds of access control projects ranging from single-door systems to massive multiple-location facilities integrating access control, video surveillance, intrusion detection, and video intercoms.



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Key Personnel:

Kevin McAnulla

Director

Doorways Security Integration

Manager

Managing Director over this account and all account projects.

Josh Blacker

Account Management

Doorways Security Integration

End User Sales

Danny Dupuis

Account Management

Doorways Security Integration

New Construction Sales

Darrell Heiser

Project Management

Doorways Security Integration

Project Manager

Contact for ongoing projects both new construction, retrofit, and service

Amanda Prakhine

Field Operations Supervisor

Doorways Security Integration

Scheduling

Coordination for scheduling of onsite installation services and service work.

Steve Heylmann

Access Control Manager

Doorways Security Integration

Field Installation/System Programmer

Installation, system programming and training

John Apjoke

Systems Integration Technician

Doorways Security Integration

Field Installation/System Programmer

Installation, system programming and training



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Project References:

1. City and County of Broomfield
Jill Johnson Amalfitano
Facility Services Superintendent
3001 W. 124th Avenue
Broomfield CO 80020
Office: 303-464-5805
www.broomfield.org

2. Moffat County School District RE-1
Elena Curtis
Facilities Department
998 Rose St.
Craig, CO 81625
Office: 970-826-6647
<https://www.moffatsd.org/>

3. City of Dacono – Police Department
Brent Finch
Commander
512 Cherry Avenue Building B
Dacono, CO 80514
Office: 303-833-3095 X401
www.cityofdacono.com



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Attachment A:

Category	Requirement	Yes / No	Comments
Cloud	Cloud: Preference will be given to a hybrid cloud security platform, where products are managed through a single pane of glass	Yes	
Cloud	Cloud: Preference will be given to a solution that does not necessitate the use of NVRs / DVRs	Yes	
Platform	Platform: Interface is easy to navigate and can be managed under a centralized platform through a single pane of glass	Yes	
Support	Support: 24/7 technical support included (call, email, chat), at no additional cost, including weekends and holidays	Yes	
Updates	Updates: Automatic firmware and software updates, at no additional cost	Yes	
Updates	Enhancements: New features and enhancements are added at no additional cost	Yes	
Integration	Integration: Native integration with vendor's own products (including but not limited to access control, alarms, etc.) to allow for a comprehensive response to security threats, at no additional cost	Yes	
Scalability	Scalability: System should be easy to scale across sites	Yes	
Costs	Predictable Costs: No additional / unpredictable costs associated with solution e.g., ongoing maintenance costs, server replacement costs	Yes	
Security	Security: Data is fully encrypted in transit and at rest	Yes	
Security	Security: Traffic is transmitted over the network using TLS v1.2 and encrypted with AES	Yes	
Security	Security: Ability to integrate with Single-Sign-On (SSO) providers; offer Multi Factor Authentication options	Yes	
Compliance	Compliance: System is SOC 2 Type 2 and NDAA compliant	Yes	
Warranty	Warranty: All cameras (except PTZs, minis and older dome models) must come with a 10-year warranty	Yes	
Platform	Camera Portfolio: Full range of camera types offered: domes, mini-domes, bullets, fisheyes, multisensors and PTZs	Yes	
Feature	Resolution: Minimum of 2MP (1920 x 1080), and up to 8MP (3840 x 2160) resolution; up to 12MP (4056 x 3040) for fisheye cameras	Yes	
Feature	Physical Impact: IK08 vandal resistant rating or above, to protect against external mechanical impacts	Yes	
Feature	Environmental Impact: At least IP66 rating to protect against dust and environmental elements for outdoor cameras	Yes	
Feature	Onboard Storage: Minimum of 128GB and up to 2TB for mini / standard domes, up to 8TB for multisensor, and up to 3TB for PTZ	Yes	
Feature	Retention: Built in solid state storage drive, with a minimum of 30 (guaranteed), and up to 365 days of retention	Yes	
Feature	Backup: 30 days cloud backup included with each camera	Yes	
Feature	Archiving: True unlimited archiving - any footage archived goes to the cloud and is kept indefinitely across all cameras	Yes	
Feature	Recording: Recording 24/7	Yes	
Feature	Recording: Capability to record audio	Yes	
Feature	Face Blur: Ability to blur faces in live streams	Yes	
Feature	Infrared (IR): IR illumination for night visibility, minimum of 10m (33ft.) and up to 30m (98ft.) range; up to 100m (328ft.) for PTZ	Yes	
Feature	Frame Rate: 24 FPS by default (U.S.)	Yes	
Feature	Bandwidth: Solution should have a small bandwidth footprint (20-50 kbps). No extra server/bandwidth/network upgrades required	Yes	
Feature	Bandwidth: System needs to have the ability to multiplex one stream from the cloud to 100+ remote users to conserve bandwidth when streaming live events	Yes	
Feature	Bandwidth: Ability to monitor, view and stop streams to optimize bandwidth allocation, and enforce bandwidth caps using TCP congestion control	Yes	
Feature	Recording Quality: Adaptive quality recording with higher quality in motion-rich scenes, and reduced bandwidth usage on static scenes	Yes	
Integration	Camera Audio API: Ability to integrate cameras with external audio systems	Yes	
Video Monitoring	Video Monitoring: 24/7 video monitoring and verification by a monitoring agent who is five diamond certified by TMA included at no extra cost	Yes	
Analytics	Analytics: Capability to perform computer vision analytics at the edge - people analytics, vehicle analytics, license plate recognition, tamper alerts, included with purchase	Yes	
Analytics	People Analytics: Ability to filter video based on date and time range, and the physical description of a person (clothing color on top, clothing color on bottom, wearing a backpack, etc.)	Yes	
Analytics	People Analytics: Facial recognition capability available	Yes	
Analytics	Vehicle Analytics: Ability to filter video based on make, body and color of vehicles (cars, buses, trucks and motorcycles)	Yes	
Analytics	License Plate Recognition: Ability to recognize and monitor license plates	Yes	
Analytics	License Plate Recognition: Ability to create "License Plates of Interest", i.e., create a list of license plates	Yes	
Footage Management	AI Search: Ability to search for people and vehicles using freeform text directly into the search bar to conduct investigations	Yes	
Footage Management	AI Search: Ability to upload a photo of a person, vehicle or object to Command to obtain relevant search results	Yes	
Footage Management	Motion Search: Ability to select region in feed and return instances of that motion	Yes	
Footage Management	Trajectories: Ability to trace trajectories for people and vehicles	Yes	
Footage Management	Loitering: Ability to set an area and determine if a person or vehicle has been loitering in that area for a given period of time	Yes	
Footage Management	Line Crossing: Ability to be alerted if a person or vehicle has crossed a given line	Yes	
Footage Management	Hot Spots: Ability to identify and search "hot spots" in a camera's field of view for motion	Yes	
Footage Management	Export: Have the ability to export industry-standard video formats of selected video footage that can be viewed on standard platforms without a proprietary viewer	Yes	
Footage Management	Heatmaps: Ability to show heatmaps of live and historical views of where activity is taking place	Yes	
Footage Management	Search: Have the ability to search for a unique face captured by the camera across multiple cameras and multiple sites	Yes	
Footage Management	Access: Ability to securely access and view footage from anywhere in the world, onsite or remote	Yes	
Footage Management	APIs: Streaming APIs to ingest live stream or historical footage into any web app	Yes	
Footage Management	Mobile Access: Ability to view footage and conduct analytics on mobile (iOS / Android)	Yes	
Footage Management	Floor Plans: Have the ability to upload floor plans into the camera system and place cameras on that floor plan, and show motion in those floor plans	Yes	
Footage Management	Incident Management: Ability to consolidate, review and annotate footage and collaborate securely to streamline investigations and simplify reporting	Yes	
Footage Management	Enhanced Session Controls: Ability to set granular policies such as max session duration, idle timeout, max concurrent sessions and max login attempts	Yes	
Footage Management	Shortcuts: Shortcuts for easy navigation / quick camera access	Yes	
Footage Management	Occupancy Trends: ability to keep track of parking lot occupancy and vehicle activity, and ability to track in vs. out trends of people through door(s) on a daily, weekly, monthly or annual basis	Yes	
Footage Management	Sentry Mode: Ability to effectively monitor vast indoor and outdoor spaces even when a live operator is not available, by having camera zoom in to capture high resolution images of an individual after they are detected	Yes	
Alerts	Alert Inbox: Ability to consolidate all alerts across vendor's native products in one central location, and easily search through alerts	Yes	
Alerts	Alerts: Ability to create quick alerts with pre-populated search queries directly from the search bar in the Alert Inbox	Yes	
Alerts	Live Alerts: Live alerts and notifications for when uploaded faces/people are detected by any camera	Yes	
Alerts	Crowd Detection: Crowd detection alerts for when people are congregating	Yes	
Alerts	Email & SMS: Provide either email or SMS notification of critical system events (camera failure, tampering, etc.)	Yes	
Alerts	Real-Time POI Alerts: receive instant alerts for POI detection in real-time	Yes	
Sharing	Sharing: Ability to share live link of historical footage of a single camera or group of cameras with a set of external contacts (e.g., first responders)	Yes	
Users	Users: Allows an unlimited number of Administrative Users. No additional software licenses are necessary for additional users	Yes	
Users	Users: Configurable role-based user permissions and site-based product access	Yes	
Users	Temporary Users: Ability to create temporary user accounts for a predetermined time period	Yes	
Users	Multi-Email Login Support: Ability to remain logged into central platform across different email accounts	Yes	
Setup	Setup: Fast setup with plug-n-play cameras, without needing to open port forwards or set up VPNs	Yes	
Setup	Connection: Managed through a secure web portal. Does not require any local area connection	Yes	
Setup	Connection: Standard RJ45 connectivity including Power Over Ethernet (PoE) capability to receive power	Yes	
Setup	Cellular Gateway: Ability to purchase an additional device to provide power and cell signal to cameras	Yes	
Security	Encryption: HTTPs encrypted by default	Yes	
Compliance	Certifications: UL / CUL 62368-1 certification for audio/video, information and communication technology equipment	Yes	
Compliance	Certifications: System has ISO 27001, ISO 27017 and ISO 27018 certifications	Yes	
Support	Advanced RMA: Advanced RMA at no additional cost	Yes	



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Attachment A:

Category	Requirement	Yes / No	Comments
Cloud	Cloud: Preference will be given to a hybrid cloud security platform, where products are managed through a single pane of glass	Yes	
Cloud	Cloud: Preference will be given to a solution that does not necessitate the use of NVRs / DVRs	Yes	
Platform	Platform: Interface is easy to navigate and can be managed under a centralized platform through a single pane of glass	Yes	
Support	24/7 Support: 24/7 technical support included (call, email, chat), at no additional cost, including weekends and holidays	Yes	
Updates	Automatic Updates: Automatic firmware and software updates, at no additional cost	Yes	
Updates	Enhancements: New features and enhancements are added at no additional cost	Yes	
Integration	Integration: Native integration with cameras, to allow for a comprehensive response to security threats	Yes	
Scalability	Scalability: System should be easy to scale across sites	Yes	
Costs	Predictable Costs: No additional / unpredictable costs associated with solution e.g., ongoing maintenance costs, server replacement costs	Yes	
Security	Encryption: Data is fully encrypted in transit and at rest	Yes	
Security	Transmission: Traffic is transmitted over the network using TLS v1.2 and encrypted with AES	Yes	
Security	Single-Sign-On and Multi-Factor: Ability to integrate with Single-Sign-On (SSO) providers; offer Multi Factor Authentication options	Yes	
Compliance	Compliance: System is SOC 2 and NDAA compliant	Yes	
Warranty	Warranty: All access control hardware must come with a 10-year warranty	Yes	
Platform	Platform: Ability to connect all doors in one central platform	Yes	
Scalability	Adding Doors: Access Control hardware does not have limitations around door counts	Yes	
Feature	Wireless Lock Support: Ability to support wireless locks	Yes	
Feature	Privacy Mode: Ability to toggle a button to restrict access to a door from the outside	Yes	
Integration	Apple Wallet Badge Integration: Ability to integrate with Apple Wallet, enabling users to unlock doors using their iPhone or Apple Watch	Yes	
User Management	Users: Supports up to 1M users who can access doors at no additional cost for each user	Yes	
User Management	Users: No additional software licenses are necessary for additional users	Yes	
User Management	Users: Unlimited schedule permissions on a door-by-door basis	Yes	
User Management	Users: Offers Role Based Access Control (across System, User and Site-based roles). Unlimited roles can be created	Yes	
User Management	Bulk Credential Import & Export: Ability to create and export user credentials via a CSV upload	Yes	
Door Management	Retention: Minimum retention of one year for access control logs	Yes	
Door Management	Unlock: Ability to define unlock schedule	Yes	
Door Management	Unlock: Cloud and bluetooth unlock (remote unlock) capabilities exist	Yes	
Door Management	Unlock: Mobile friendly system, with unlimited bluetooth mobile passes	Yes	
Door Management	Unlock: Mobile geofencing ensures users are within a set distance of access points before being able to remotely unlock a door	Yes	
Door Management	Lockdown: System should support a lockdown mode where all readers are disabled until an approved user disables lockdown mode	Yes	
Door Management	Lockdown: Ability to provide configurable groups to trigger and release lockdowns	Yes	
Door Management	Lockdown: Ability to kick-off a lockdown from a panic button or from the management console	Yes	
Door Management	Lockdown: Ability to lockdown a single door	Yes	
Door Management	Lockdown: Ability to provide mobile app that can given to cardholders to unlock or lockdown doors	Yes	
Door Management	Door Event Response: Ability to configure programmable outputs (e.g., strobe light, alarm) that can respond to any access event	Yes	
Door Management	Geofencing: Ability to define location restrictions (geofencing) for mobile-based door unlocks	Yes	
Door Management	Floor Plans: Ability to map out access control onto floor plans with live updates	Yes	
Door Management	Search: Global search capabilities to find any users and doors	Yes	
Door Management	Anti-Passback: Ability to enforce badge-in / badge-out policies and stop employees from sharing their badges	Yes	
Door Management	Double Badge: Ability to keep a door unlocked by tapping card credential at the reader	Yes	
Door Management	Cross-Device Aux Outputs: Ability to configure programmable AUX outputs to respond to events from other access controllers	Yes	
User Management	Add / Delete / Modify: Programmatically add, delete, or modify a user or the access of a user	Yes	
User Management	APIs: Ability to programmatically update users and credentials and access any event for free	Yes	
User Management	Upload: Ability to upload Users and Credentials via CSV, at no additional cost	Yes	
User Management	Credentials: Leverage existing user profiles, active directory integrations and access control configurations to design and print badges	Yes	
User Management	Credentials: Secure encrypted credentials, both physical and bluetooth	Yes	
Door Management	Credentials: Ability to automatically disable physical credentials after a set period of activity, and get notified when deactivated credentials are used	Yes	
Door Management	Cross-site lockdowns: Ability to add multiple sites to a lockdown scenario, allowing organizations to quickly protect all nearby buildings in the event of an emergency	Yes	
Alerts	Email: Fully customizable Email notification alerts	Yes	
Alerts	SMS: Fully customizable SMS notification alerts	Yes	
Alerts	Push: Fully customizable push notification alerts	Yes	
Analytics	Footage Management: Review access events or schedule delivery of time-, user-, site-, door- and event-based reports	Yes	
Reporting	Door Access Report: Ability to review who has access to all doors across sites from a single view	Yes	
Door Management	Floor Plans: Ability to open the door from floor plans, and see the status of the door	Yes	
Reporting	Reporting: Setup ad hoc reports on access events based on door, user, time or event type	Yes	
Integration	Data Sync: User/card management software must support syncing data with Azure Active Directory or Okta	Yes	
Integration	Data Sync: Ability to automate the syncing of user profile photos from a user system of record, as well as download photos so they can be synced to another platform	Yes	
Security	Security: No inbound connections allowed to devices	Yes	
Compatibility	Prox Cards: Solution supports legacy HID prox access cards and NFC access cards including MiFare	Yes	
Setup	Connection: Access Control software does not have any dependencies on additional software other than a functional browser and web connection	Yes	
Setup	Connection: Does not require any local server, appliance or desktop to operate	Yes	
Setup	Port-Forwarding: No port-forwarding needed to enable web access	Yes	
Fees	Fees: Vendor should not charge for badge printing and design capabilities	Yes	
Analytics	Analytics: Analytics capabilities comes included with purchase	Yes	



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Attachment A:

Category	Requirement	Yes / No	Comments
Installation	Turnkey: Vendor will be responsible for all camera hardware, licensing, mounting, and configuration of equipment	Yes	
Installation	Existing Networks: Vendor will be responsible for coordinating with us to configure the networking equipment to work with the existing networks	Yes	
Installation	VLAN: Cameras will be placed in an appropriate VLAN at each site and will use DHCP for addressing	Yes	
Installation	Tech Specs: Vendor shall supply camera specifications including: manufacturer, model, description, any special maintenance requirements and warranty	Yes	
Installation	Mounting: Vendor is responsible for all mounting hardware, brackets, conduit, and accessories as required by manufacturer and/or site conditions to successfully place the cameras per proposal	Yes	
Configuration	Frame Rate: Vendor to configure the camera frame rate and compression rates to balance quality, storage, and bandwidth utilization	Yes	
Configuration	Motion Detection: Vendor to configure the motion detection sensitivity (where appropriate)	Yes	
Configuration	Identification: Vendor to configure each camera's identification and description (using a naming scheme that incorporates building and location, scheme to be approved by staff before setup begins)	Yes	
Configuration	Field of View: The field of view on all cameras is to be coordinated and confirmed with staff	Yes	
Reseller	Authorized Reseller: Vendor shall be an authorized seller or partner of their proposed solution	Yes	