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## MEMORANDUM

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P.O. Box 4100 ♦ FRISCO, COLORADO 80443

**TO: MAYOR AND TOWN COUNCIL**  
**FROM: DIANE McBRIDE, RECREATION DIRECTOR/ASSISTANT TOWN MANAGER**  
**RE: TOWN-WIDE VIDEO SURVEILLANCE SYSTEM**  
**DATE: JANUARY 25, 2022**

**Summary and Background:** The Town of Frisco is committed to providing essential public safety services, supporting our assets and retaining high-performing personnel. As such, included in the 2022 budget is \$75,000 to purchase one cohesive security camera system for Town facilities to protect our staff, our community and our assets. The cameras will be strategically installed on building interiors and exteriors, including parking lots. The footage can be accessed by the Police Department, IT and facility managers and is available for a 30-day period. The product will be online and maintained by a third party.

On December 15, 2021, staff released a Request for Proposals (RFP) for a Town-wide Video Surveillance System. A total of eleven (11) proposals were received on or before the submittal deadline of January 5, 2022. Staff reviewed all proposals and recommends moving forward at this time with the recommended firm.

**Analysis:** The Town of Frisco does not currently have one cohesive video surveillance system for all Town facilities. Four of the facilities have an independent video surveillance system that is outdated and no longer maintained. None of these systems have the ability to review footage offsite.

The RFP specifically sought a five-year licensing and support agreement, and the purchase of fifty (50) cameras, which includes twenty (20) indoor dome cameras and thirty (30) outdoor dome cameras, to service the Day Lodge, Nordic Center, Town Hall, Information Center, Museum and Park, and the Marina.

A total of eleven (11) proposals were received on or before the submittal deadline of January 5, 2022. Firms who submitted included:

Name of Firm	Bid Amount
Advanced Network Management (ANM)	\$68,104.60
camnet inc.	\$74,536.69^

CODERED Audits	\$66,473.20
ConvergeOne	\$82,731.54~
Counter Trade Products, Inc.	\$25,125.90
DHE Computer Systems LLC	\$68,356.75
LVW Electronics	\$61,512.00
New Frontier Communications	\$61,672.60
Pine Cove Consulting	\$65,080.30
Presidio	\$5,624.49`
Xcelitek, LLC	\$108,400*

^ bid includes tax; TOF is tax exempt, less \$5,760.04

~ bid includes equipment and installation; equipment only is \$70,150.29

` pricing is for quantity of one (1); need further review

\* based on lowest pricing option per camera

Staff thoroughly reviewed all proposals and interviewed two firms on January 11 & 12, 2022. Staff conducting the interviews included Diane McBride and Adam Neustaedter, and Joe Gajewski with HBL Consulting. Evaluation criteria for the project included price, experience, references, and other materials presented by the firms. Staff also reviewed support services provided, training, and camera product details. The low bid by Counter Trade Products, Inc., is not a cloud-based product and therefore does not meet the requirements of the Town for this project.

The two firms interviewed were Advanced Network Management (ANM) and DHE Computer Systems LLC. Both firms provided competitive bids.

1. ANM. ANM is based out of Englewood, CO, and met all the requirements of the RFP. Their proposal included the Verkada Dome Series that are easy to install and easy to use. Training and a site visit with an engineer is included in the bid. There are no limits to the number of users on the system. Remote support is available. They are a relationship focused firm with one direct point of contact for our team. They have had good success with the Verkada cameras and came highly recommended from the City of Wheatridge. The Town of Frisco is working with ANM at this time on other projects and Mr. Gajewski speaks very highly of their level of service and immediate response time.

2. DHE Computer Systems LLC. DHE is based out of Centennial, CO, and met all the requirements of the RFP. Their proposal also included the Verkada Dome Series that are easy to install and easy to use. Training would be provided by Verkada. A site survey would be completed by DHE. There are no limits to the number of users on the system. They too have had good success with the Verkada cameras and came highly recommended from the Town of Silverthorne.

Both firms interviewed for the project have applicable experience. One team rose to the top and staff is recommending moving forward at this time with ANM.

**Financial Impact:** As approved in the 2022 budget, \$75,000 is available for the Town-wide video surveillance system in account 20-2000-5099.

The contract with ANM for a cohesive video surveillance system for Town facilities, utilizing Verkada cameras, is in an amount not to exceed \$68,104.60.

**Alignment with Strategic Plan:** One of the strategic priorities for the Frisco Town Council is Quality Core Services, which includes maintaining critical infrastructure and general services, providing essential public safety services, supporting and improving the Town's recreational and historical assets, and attracting and retaining high-performing personnel to deliver exceptional service to the public. Moving this project forward will protect our staff, our community and our assets.

**Environmental Sustainability:** n/a

**Staff Recommendation:** Staff is recommending moving forward at this time with ANM for the following reasons:

- ANM is "an innovative IT consulting company that specializes in network automation, data center, cloud, collaboration, security, A/V and Salesforce apps."
- ANM has experience in Colorado and specifically the mountain communities.
- They have a positive working relationship with Verkada.
- Their proposal included staff training, site mapping, unlimited number of users, and future opportunities to work with our current systems.
- They have enthusiasm and the ability to complete the project on time and within budget.
- Shawn Quinn, Account Manager for ANM, brought a new perspective to the interview process that illustrated his dedication and commitment to the project.
- Staff from the Town of Wheatridge were called as references for ANM and gave positive references for the team, their work, and their responsiveness.
- Town of Frisco has a positive and proven working relationship with ANM.

**Approved By:**

Leslie Edwards, Finance Director

**Attachments:**

Attachment 1–Contract for Goods and or Services-Frisco\_ANM

Attachment 2-Video Surveillance System RFP\_Advanced Network Management