Item(s) and/or Service(s) being procured
Campus Camera Addition

Vendor #1	Total Cost/time frame	Date Received
Coram	78,120.00, 3 years (renewal)	1/08/2024
Contact Name	Contact Number/Email	Website/other
Ivan Garin	650.436.9453 ivan.garin@coram.ai	https://www.coram.ai/

Specific Characteristics of Proposal

- Cameras come with analytics like facial recognition, license plate recognition,
  - Can alert if a specific person (or vehicle) is seen by any of the cameras
- Search and instantly find just about anything (ex: man in blue shirt walking a dog)
  - This will search all cameras and provide a compilation of all the results.
- Recordings are saved for 30 days.
- Can use existing cameras, and the additional cameras are provided at no cost.
- Cameras and NVRs (camera servers) have a lifetime warranty
- Hardware is ours to keep if OPA chooses to renew or not.
- Building bid breakdown
  - OPAJHS Cams : **10,200.00**
  - OPAElementary Cams: **24,840.00**
  - OPAECC Cams: **8,120.00**

Vendor #2	Total Cost	Date Received
801 Technology	61,410.00	1/09/2024
Contact Name	Contact Number/Email	Website/other
Alex Veater	385-208-0834 alex@801technology.com	https://www.801technology.com/

Specific Characteristics of Proposal		

- Uses existing setup OPA has.
  - Axis Camera system
- Has local support; the installer is the same for future support.
- Bids broken down by Building
  - OPAJHS Cams : **19,137.00**
  - OPAElementary Cams: **32,151.00**
  - OPAECC Cams: **10,122.00**

Vendor #3	Total Cost	Date Received
ETS	**403,344.00(10)/281,603.00 (5)**	1/10/2024

Contact Name	Contact Number/Email	Website/other
Jason Bilanzich	8017845664	www.etscorp.com

Specific Characteristics of Proposal		

- Full replacement of camera system for whole campus
- 10 Year Subscription , 5 Year Subscription
- Verkada is a closed system; this can limit what we can use with it. (other cameras, vape sensors, ect.)
- Very expensive!
- AI assistance for search,face , and license plate detection
- No servers are needed; recordings are saved locally for 30 days.
- The system integrates with our Vape Sensors
- If we chose this option, we would be able to recoup some costs by selling our current cameras and servers.

Vendor #4	Total Cost	Date Received
Bluum	**59,811.00**	2/1/2024

Contact Name	Contact Number/Email	Website/other
Adil Moledina	9059463722	www.bluum.com

Specific Characteristics of Proposal		

- Uses our existing camera system; we are just adding to the total
  - Axis Camera system
- The two camera servers come with licenses , so the number of extra licenses needed is lessened (20)

● The axis system is open, so we can add other devices and systems if we choose without having to replace the whole setup.	

Specific documents to support bids should be attached to this form.

☑ ~~Check if a second form is attached for additional vendor proposals. If completed digitally, additional vendor fields may be copied and pasted above in lieu of an additional form.~~

OPA Employee Contact Name	Date of Review
Michael Berube	1/8/2024
Considerations for Decision	
The option provided by 801 Technology appears to be the most suitable selection. Due to their local status, support would be provided quickly. The bid makes use of our current camera systems, so we would only be required to add to our camera count. We could make necessary additions to the system without undertaking a comprehensive revision. Moreover, server upgrades would be simplified and less expensive. Since this is the existing system, there is no necessity for end users to acquire proficiency in an unfamiliar system. Yes, the option provided by Bluum is cheaper; however, we have had issues with response times from Bluum. 801, on the other hand, is very responsive. Nevertheless, the AI assistants provided by the other two alternatives do accelerate queries in addition to face and license plate recognition. The Verdaka option is costly, but it is available for a subscription of 5 years or 10 years.	
Vendor Selected	Date of Approval

Document History
Approved: 05/11/2020

Legal References