



RESOLUTION 2026-41

A RESOLUTION ACCEPTING THE PROPOSALS OF PROLINE TECHNOLOGY INC. AND AUTHORIZING THE CITY MANAGER TO ENTER INTO AN AGREEMENT FOR THE REPLACEMENT AND EXPANSION OF THE CITY'S SECURITY CAMERA SYSTEM.

WHEREAS, the City issued a Request for Proposals for a comprehensive security camera and electronic door access system to improve the safety and security of City employees, residents, facilities, parks, and other municipal assets; and

WHEREAS, the proposals received were reviewed through the evaluation and selection process established in the Request for Proposals, and Proline Technology Inc. was determined to be the preferred service provider for the video security camera system portion of the project; and

WHEREAS, the Request for Proposals reserved the City's right to award the work in whole or in part, and the City has determined to proceed with the video security camera system portion of the project at this time; and

WHEREAS, Proline Technology Inc. submitted proposals for cameras, licensing, equipment, replacement, installation, configuration, and training at the Municipal Building, Adventure Park, Village Green Park, Seldom Seen Park, Arbor Ridge Park, and the Lechler Building in the total amount of \$97,754.88; and

WHEREAS, Council finds that acceptance of the proposals and completion of the project are in the best interest of the City.

NOW THEREFORE BE IT RESOLVED BY THE CITY OF POWELL, COUNTY OF DELAWARE, STATE OF OHIO, AS FOLLOWS:

Section 1: City Council finds and determines that it is in the best interest of the City to accept the proposals submitted by Proline Technology Inc. and to proceed with replacement of existing security camera equipment and the addition of camera coverage at the City facilities and parks identified in the proposals.

Section 2: The City Manager is hereby authorized and directed to execute and deliver an agreement with Proline Technology Inc. The agreement shall be substantially in the form presented to Council, subject to such changes, insertions, and omissions which are consistent with this Resolution and are not substantially adverse to the City and as may be approved by the City Manager, which approval shall be conclusively evidenced by the execution of the agreement.

Section 3: The total amount authorized under this Resolution shall not exceed Ninety-Seven Thousand Seven Hundred Fifty-Four Dollars and Eighty-Eight Cents (\$97,754.88) without further authorization by Council.

Section 4: It is found and determined that all formal actions of this Council concerning and relating to the adoption of this Resolution were adopted in an open meeting of this Council, and that all deliberations of this Council and any of its committees that resulted in such formal action occurred in meetings open to the public in compliance with all applicable legal requirements.

City Council
Heather Karr, Mayor

Kurt Ramsey

Leif Carlson

David Lester

Tom Counts

Tyler Herrmann

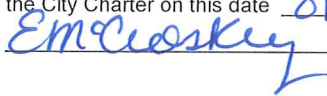
Carlos Crawford

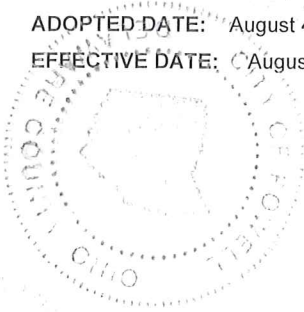
Section 5: That this Resolution shall take effect on the earliest period allowed by law.

 8/4/26
Heather Karr Date
Mayor

 8/4/26
Elaine McCloskey Date
City Clerk

ADOPTED DATE: August 4, 2026
EFFECTIVE DATE: August 4, 2026

This legislation has been posted in accordance with
the City Charter on this date 8/5/2026
 City Clerk





OFFICE OF THE CITY MANAGER

47 Hall Street | Powell, OH 43065 | 614.885.5380 | cityofpowell.us

MEMO

From: Andrew D. White, City Manager

To: Members of the City Council

Initiated By: Ron Sallows, Chief of Police

Re: Resolution 2026-41 – A RESOLUTION ACCEPTING THE PROPOSALS OF PROLINE TECHNOLOGY INC. AND AUTHORIZING THE CITY MANAGER TO ENTER INTO AN AGREEMENT FOR THE REPLACEMENT AND EXPANSION OF THE CITY'S SECURITY CAMERA SYSTEM

Date: August 4, 2026

Summary:

The attached Resolution accepts the proposals submitted by Proline Technology Inc. and authorizes the City Manager to execute an agreement for the replacement and expansion of the City's existing security camera system at identified City facilities and parks. The total project cost is \$97,754.88.

This project will eventually replace all existing cameras serving City operations, Parks and Recreation facilities, and the Police Department. It will also expand coverage by adding cameras at the pickleball courts in Adventure Park and by installing updated camera systems at Seldom Seen Park, Arbor Ridge Park next to Bennett Farm Park, and the Lechler Building.

Background:

The City's existing camera systems were installed over time and consist of a mix of technologies that do not provide a consistent, centralized platform. To improve security, system reliability, and access to recorded video, the City issued a Request for Proposals on February 2, 2026, for a comprehensive security camera and electronic door access system. Proposals were due March 13, 2026.

The City received 13 proposals. A review team consisting of City Administration, Police, and Public Service evaluated the responses. The evaluation considered system integration, usability and functionality, vendor experience and qualifications, and the five-year total cost of ownership. Following the initial evaluation, the City narrowed the field to four companies, which provided presentations and live demonstrations to the team on May 15, 2026.

After the presentations, additional review, site discussions, and adjustment of the project scope, staff selected Proline Technology Inc. as the preferred provider for the camera portion of the project. The RFP reserved the City's right to award the work in whole or in part. The proposed award is limited to the camera system and does not include electronic door access work.

Proline will furnish and install a Verkada security camera system for the specific City facilities and parks identified below. The project includes camera hardware, five-year camera licenses, mounting and network equipment, exterior cabling where required, configuration, system setup, and training. The system provides

up to 30 days of onboard video retention and role-based access for authorized City personnel. Unlimited training for five years is included for the Municipal Building system.

The project includes 43 cameras across six City locations. The work will replace the City's existing camera inventory and expand coverage in areas where cameras are not currently available or where additional coverage is needed:

- Municipal Building and Police Department: replacement of existing interior and exterior cameras, including fixed and pan-tilt-zoom cameras.
- Adventure Park: coverage for the pickleball courts, basketball courts, skate park, playground, and parking areas. Cameras at the pickleball courts represent new coverage.
- Village Green Park: replacement and modernization of existing park camera coverage.
- Seldom Seen Park: installation of a new camera system.
- Arbor Ridge Park, next to Bennett Farm Park: installation of a new camera system.
- Lechler Building: installation of a new exterior camera and the supporting network equipment.

Project Cost:

Location	Scope	Cost
Municipal Building	21 cameras; equipment, licensing, installation, and training	\$36,643.58
Adventure Park	6 cameras covering recreation and parking areas	\$17,758.30
Village Green Park	6 park cameras	\$15,836.68
Seldom Seen Park	5 new park cameras	\$14,338.90
Arbor Ridge Park	4 new park cameras and wireless connectivity	\$11,550.72
Fall installation discount	Discount included in the main proposal	(\$1,996.00)
Lechler Building	1 new exterior camera and supporting equipment	\$3,622.70
Total	Combined project authorization	\$97,754.88

The \$97,754.88 total includes the equipment, five-year camera licensing, installation, configuration, cabling and connectivity components identified in the proposals, shipping, and the fall installation discount. Any work outside the approved scope or any increase above the authorized amount would require additional approval in accordance with City requirements.

Legal Review:

The Law Director has reviewed and approved as to form.

Financial Review:

The Finance Director has reviewed the Resolution and supports the recommendation. The proposed purchase remains within the budget of the 2026 Capital Improvement Plan.

Recommendation:

Staff recommends approval of Resolution 2026-41



From: Andrew D. White, City Manager

To: Members of the City Council

Initiated By: Ron Sallows, Chief of Police

Re: Letter of Support for Resolution 2026-41 – AN RESOLUTION AUTHORIZING THE CITY ACCEPT THE PROPOSALS OF PROLINE TECHNOLOGY INC. AND AUTHORIZING THE CITY MANAGER TO ENTER INTO AN AGREEMENT FOR THE PURCHASE AND INSTALLATION OF A VIDEO CAMERA SYSTEM

Date: July 30, 2026

Mayor and Members of Council,

I am writing to express my support for the proposed resolution authorizing the City Manager to enter into an agreement with Proline Technology Inc. for the purchase of a new citywide video camera system. This investment represents a significant enhancement to the City's public safety infrastructure and will provide long-term benefits to our residents, visitors, employees, and first responders.

The City's existing camera system has been installed over many years and now consists of multiple generations of equipment from different manufacturers. As a result, the current system lacks consistency, reliability, and centralized management capabilities. Aging equipment has become increasingly difficult to maintain, provides varying levels of image quality, and limits our ability to efficiently access and retrieve critical video evidence during investigations. Replacing these systems with a modern, unified platform is necessary to meet the City's current and future operational needs.

The selection of Proline Technology Inc. followed a thorough and competitive procurement process. Thirteen proposals were submitted in response to the City's Request for Proposal (RFP), and an evaluation team representing City Administration, the Police Department, and Public Service reviewed each submission. After evaluation, live demonstrations, and discussions regarding system functionality, vendor qualifications, integration capabilities, and long-term value, Proline Technology Inc. was determined to provide the best overall solution for the City's video system needs.

The proposed camera system will replace all existing cameras serving City operations, the Police Department, and Parks and Recreation while expanding camera coverage throughout the community. The project includes forty-three cameras across six city locations, including Municipal Building, Adventure Park, Village Green Park, Seldom Seen Park, Arbor Ridge Park, and the Lechler Building.

This project will substantially improve our ability to protect public spaces, investigate criminal activity, and respond more effectively to incidents. High-quality video evidence is often one of the most valuable investigative tools available to law enforcement. Modern technology assists officers in identifying suspects, locating witnesses, documenting criminal activity, resolving complaints, and corroborating investigative findings. Additionally, visible security cameras frequently deter criminal behavior before it occurs, helping create safer parks, municipal facilities, and community gathering spaces.



Powell Police Department
47 Hall Street | Powell OH 43065-8357 | www.cityofpowell.us
Administration 614-885-5005 | Non-Emergency 614-885-3374



The camera platform also provides operational advantages through centralized cloud-based management, role-based user access, improved system reliability, simplified evidence retrieval, and secure storage with up to 30 days of video retention.

More importantly, this investment extends beyond law enforcement. The system will enhance the safety of City employees, protect public assets, assist Public Service and Parks and Recreation staff with facility management, and provide valuable documentation following accidents, vandalism, property damage, or other incidents occurring on City property. Expanding camera coverage into parks that currently lack cameras will improve situational awareness and increase the City's ability to respond to safety concerns in these heavily used community spaces.

Considering the comprehensive scope of this project, the competitive procurement process, and the five-year total cost of ownership evaluated during the selection process, this represents an excellent value for the City.

For these reasons, I respectfully recommend that Council approve the resolution authorizing the agreement with Proline Technology Inc. I appreciate your continued commitment to public safety and your support of investments that strengthen the services we provide to our community.

Respectfully,

A handwritten signature in blue ink, appearing to read "Ron Sallows", is written over the word "Respectfully,".

Ron Sallows
Chief of Police

Estimate

Proline Technology
6507 Harrison Ave. Suite A
Cincinnati Ohio 45247
+1 (513) 654-1001
www.ProlineTechnology.net



Bill to

City of Powell
47 Hall St
Powell, Ohio 43065-8357

Service Location

City of Powell
47 Hall St
Powell, Ohio 43065-8357

Estimate #: 5109 **Estimate Date:** 07/07/2026

Sales Rep: Rick Brunsman

DESCRIPTION	Verkada Command System - Cameras at the following City locations: Municipal Building Adventure Park Village Green Park Selden Seen Arbor Ridge Park
--------------------	--

Estimate				
Description	Qty	Rate	Tax	Total
Municipal Building Cameras				\$36,643.58
CD43-256E-HW CD43-E Outdoor Dome Camera, 5MP, 30 Day Storage-Fixed Lens	6.00	\$863.18	\$0.00	\$5,179.08
CD43-256-HW CD43 Indoor Dome Camera, 5MP, Fixed Lens, 256GB of Storage, Maximum 30 Days of Retention	11.00	\$719.00	\$0.00	\$7,909.00
CP52-512E-HW Verkada CP52 Outdoor PTZ Camera, 5MP, 512GB of Storage, Maximum 30 Days of Retention	2.00	\$2,663.28	\$0.00	\$5,326.56
ACC-MNT-PEND-1 Standard Pendant Cap	2.00	\$56.58	\$0.00	\$113.16

ACC-MNT-XLARM-1 Verkada Large Arm Mount (PTZ)	2.00	\$130.39	\$0.00	\$260.78
LIC-CAM-5Y-CAP Verkada 5-Year Camera License, Capacity Increase	19.00	\$719.00	\$0.00	\$13,661.00
CAM-INST Install - Camera Mounting, Pointing, Tuning, Configuration, and Training	21.00	\$169.00	\$0.00	\$3,549.00
MISCELLANEOUS Unlimited Training for 5 Years is Included.	1.00	\$0.00	\$0.00	\$0.00
Verkada Shipping Fee Verkada Shipping Fee	30.00	\$21.50	\$0.00	\$645.00
Adventure Park - Pickleball/Basketball/Skate Park/Playground/Parking Cameras				\$17,758.30
CD43-256E-HW CD43-E Outdoor Dome Camera, 5MP, Fixed Lens	1.00	\$829.28	\$0.00	\$829.28
CD63-512E-HW Verkada CD63-E Outdoor Dome Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	5.00	\$1,329.28	\$0.00	\$6,646.40
LIC-CAM-5Y-CAP Verkada 5-Year Camera License, Capacity Increase	6.00	\$719.00	\$0.00	\$4,314.00
Wireless Bridge Ubiquiti 5AC PtMP Wireless Bridges for Pickleball, Basketball, and Parking Area from Main Building	3.00	\$845.01	\$0.00	\$2,535.03
NEMA Box Weather Resistant - Water Tight NEMA rated Box	1.00	\$220.59	\$0.00	\$220.59
CAM-INST Install - Camera Mounting, Pointing, Tuning, Configuration, and Training	6.00	\$169.00	\$0.00	\$1,014.00
CAT6-200-EXT CAT6 Exterior Cable Installation with Terminations, Labeling and Testing	6.00	\$345.00	\$0.00	\$2,070.00
Verkada Shipping Fee Verkada Shipping Fee	6.00	\$21.50	\$0.00	\$129.00
Village Green Park Cameras				\$15,836.68
CD63-512E-HW Verkada CD63-E Outdoor Dome Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	3.00	\$1,329.28	\$0.00	\$3,987.84
CP52-512E-HW Verkada CP52 Outdoor PTZ Camera, 5MP, 512GB of Storage, Maximum 30 Days of Retention	1.00	\$2,663.28	\$0.00	\$2,663.28
CD43-256E-HW CD43-E Outdoor Dome Camera, 5MP, Fixed Lens	2.00	\$829.28	\$0.00	\$1,658.56

LIC-CAM-5Y-CAP Verkada 5-Year Camera License, Capacity Increase	6.00	\$719.00	\$0.00	\$4,314.00
CAM-INST Install - Camera Mounting, Pointing, Tuning, Configuration, and Training	6.00	\$169.00	\$0.00	\$1,014.00
CAT6-200-EXT CAT6 Exterior Cable Installation with Terminations, Labeling and Testing	6.00	\$345.00	\$0.00	\$2,070.00
Verkada Shipping Fee Verkada Shipping Fee	6.00	\$21.50	\$0.00	\$129.00
Seldon Seen Cameras				\$14,338.90
CD63-512E-HW Verkada CD63-E Outdoor Dome Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	4.00	\$1,329.28	\$0.00	\$5,317.12
CP52-512E-HW Verkada CP52 Outdoor PTZ Camera, 5MP, 512GB of Storage, Maximum 30 Days of Retention	1.00	\$2,663.28	\$0.00	\$2,663.28
LIC-CAM-5Y-CAP Verkada 5-Year Camera License, Capacity Increase	5.00	\$719.00	\$0.00	\$3,595.00
CAM-INST Install - Camera Mounting, Pointing, Tuning, Configuration, and Training	5.00	\$169.00	\$0.00	\$845.00
CAT6-200-EXT CAT6 Exterior Cable Installation with Terminations, Labeling and Testing	5.00	\$345.00	\$0.00	\$1,725.00
Verkada Shipping Fee Verkada Shipping Fee	9.00	\$21.50	\$0.00	\$193.50
Arbor Ridge Park Cameras				\$11,550.72
CD63-512E-HW Verkada CD63-E Outdoor Dome Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	4.00	\$1,329.28	\$0.00	\$5,317.12
LIC-CAM-5Y-CAP Verkada 5-Year Camera License, Capacity Increase	4.00	\$719.00	\$0.00	\$2,876.00
Wireless Bridge Point to Point Wireless Bridge	1.00	\$995.01	\$0.00	\$995.01
NEMA Box Weather Resistant - Water Tight NEMA rated Box	1.00	\$220.59	\$0.00	\$220.59
CAM-INST Install - Camera Mounting, Pointing, Tuning, Configuration, and Training	4.00	\$169.00	\$0.00	\$676.00
CAT6-200-EXT CAT6 Exterior Cable Installation with Terminations,	4.00	\$345.00	\$0.00	\$1,380.00

Labeling and Testing				
Verkada Shipping Fee	4.00	\$21.50	\$0.00	\$86.00
Verkada Shipping Fee				
Fall Installation Discount	1.00	\$-1,996.00	\$0.00	\$-1,996.00
Non inventory item				

Estimate Total:

\$94,132.18

PRE-WORK SIGNATURE

Estimate

Proline Technology
6507 Harrison Ave. Suite A
Cincinnati Ohio 45247
+1 (513) 654-1001
www.ProlineTechnology.net



Bill to

City of Powell
47 Hall St
Powell, Ohio 43065-8357

Service Location

City of Powell
453 Murphy Pkwy
Powell, Ohio 43065

Estimate #: 5112 **Estimate Date:** 07/08/2026

Sales Rep: Mike Brunsman

DESCRIPTION	Exterior Cameras for the Lechler Building
--------------------	---

Estimate

Description	Qty	Rate	Tax	Total
Verkada CD63-512E-HW Verkada CD63-E Outdoor Dome Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention	1.00	\$1,540.33	\$0.00	\$1,540.33
LIC-CAM-5Y-CAP Verkada 5-Year Camera License, Capacity Increase	1.00	\$736.33	\$0.00	\$736.33
Camera Install Camera Installation, Mounting, Pointing, Tuning, and Configuration	1.00	\$169.00	\$0.00	\$169.00
CAT6-200-EXT CAT6 Exterior Cable Installation with Terminations, Labeling and Testing	1.00	\$475.01	\$0.00	\$475.01
IPCAMPOWER-4 IP Cam Power 5 Port POE+ Switch	1.00	\$98.01	\$0.00	\$98.01
Ubiquiti-5AC Ubiquiti Networks NBE-5AC-GEN2 NanoBeam ac Gen2 airMAX ac CPE with Dedicated Management Radio	2.00	\$165.01	\$0.00	\$330.02

Nema/4Port 4 Port Switch with Nema Enclosure	1.00	\$225.00	\$0.00	\$225.00
POE Injector POE Injector	1.00	\$24.00	\$0.00	\$24.00
Verkada Shipping Fee Verkada Shipping Fee	1.00	\$25.00	\$0.00	\$25.00

Estimate Total:

\$3,622.71

PRE-WORK SIGNATURE

REQUEST FOR PROPOSAL



City of Powell Ohio Security Camera and Door Access Request for Proposals

REQUESTED WORK

The City of Powell is seeking proposals from firms for a comprehensive Electronic Access Control System to manage, monitor, and maintain all electronic door access and badge-swipe entry points across multiple municipal buildings and a Video Surveillance System for security purposes.

ISSUED BY

The City of Powell
47 Hall Street
Powell, Ohio 43065

DATED

February 2, 2026

DATE DUE

Proposals will be received by the City of Powell until **5:00 PM EST, Friday, March 13, 2026**

INTRODUCTION TO THE CITY OF POWELL

The City of Powell encompasses a geographic area of approximately six (6) square miles within a major US metropolitan footprint, located 30 minutes north of downtown Columbus. Money Magazine has included the City of Powell as the 18th Best Place to live in the United States. Powell's proximity to the Capital City of City of Columbus, and The Ohio State University, the Columbus Zoo and Aquarium, the Memorial Tournament Muirfield Village Golf Club offers an excellent balance between a smaller city's sense of place and access to opportunity and amenities associated with a vibrant, urban, metropolitan center.

Powell provides its residents the best of both worlds – it is small enough to maintain a level of familiarity and true sense of place, yet still large enough to have the feel, opportunity and amenities associated with a vibrant urban center.

Major, class-leading health care systems maintain a significant physical presence in the City in the form of the future OSU Wexner Medical Center, the Ohio Health Network, and Mount Carmel.

The City provides a full complement of local government services including an extensive parks network, a world class police department, and comprehensive street and pedestrian thoroughfares.

The City of Powell is a Council-Manager form of local government and the organization consists of approximately 50 full-time employees.

The City is benefitting from a significant and consistent period of public and private sector investment. Powell's population is estimated at 14,000 in 2021 compared to 2,100 in 1990.

BACKGROUND

The City of Powell is committed to enhancing the safety and security of its employees, residents, and municipal assets through the modernization and integration of its physical security systems. The City currently operates video surveillance cameras, a Video Management System (VMS), and several electronic access control (EACS) instances across its facilities. These systems have been implemented over time and represent a mixed inventory of technologies that currently lack centralized management and integration.

The City recognizes that its current security infrastructure may not be fully optimized to meet its evolving security objectives. Therefore, this Request for Proposal (RFP) is not merely for the procurement of equipment. The City is seeking a single, highly-qualified respondent to first conduct a thorough assessment of the existing security environment. This initial "Assessment and Design" phase will require the respondent to:

1. Collaborate with City stakeholders (including IT, Police, and Facilities) to define and confirm security objectives for each location.
2. Validate the current inventory, number, type, and placement of all existing cameras and controlled doors.
3. Propose a comprehensive, end-to-end system design that leverages existing, viable hardware where possible and specifies new hardware where necessary.

This final proposed design must include an optimized placement plan, detailed camera and hardware specifications, and a scalable, cost-effective architecture for data storage and retention.

Following the City's review and approval of the system design, the "Implementation and Service" phase of the project will begin. The selected respondent will be responsible for the procurement, installation, integration, and configuration of the new, unified security platform. This RFP also seeks to establish an ongoing service agreement for the management, proactive maintenance, and support of the entire system to ensure its long-term reliability and effectiveness.

In summary, the City is seeking a single, expert partner to guide, build, and manage its next-generation integrated security infrastructure, from initial assessment and strategic design to full implementation and ongoing support. Respondents will be evaluated on their expertise in this consultative approach, their technical solution, and their proven ability to manage complex, multi-site municipal environments.

REQUIREMENTS

The vendor's proposed solution must meet the following minimum requirements:

System Architecture & Compliance

- **System Architecture:** Proposer must state whether their system is (a) an on-premise, server-based solution, (b) a cloud-based Software-as-a-Service (SaaS) solution, or (c) a hybrid model.
- **NDAA Compliance:** All proposed hardware (cameras, servers) and software must be fully compliant with Section 889 of the National Defense Authorization Act (NDAA). This is a standard legal requirement for U.S. municipal projects.

- **Open Standards:** The VMS must be **ONVIF-compliant** (Profile S, G, T, and M) to ensure compatibility with a wide range of third-party cameras and prevent vendor lock-in.

Core Integration

- **Access Control Integration:** The proposed VMS must natively integrate with the proposed Electronic Access Control System (EACS). At a minimum, this integration must allow:
 - **Video-Event Linking:** Automatically linking EACS events (e.g., "Access Denied," "Door Forced") to the corresponding video footage, timestamped and bookmarked.
 - **Unified Interface:** The ability to view live and recorded video from associated cameras directly from within the EACS software interface (e.g., by clicking on a door icon on a map).
 - **Triggering:** The ability for EACS events (like a badge swipe) to trigger VMS actions (like recording at a higher frame rate).

Functionality & Usability

- **Centralized Management:** A single, unified software interface for managing all cameras, servers, users, and settings across all City locations.
- **Remote Access:** Secure, role-based access to live and recorded video via a desktop client, a full-featured web browser client, and a mobile app (iOS and Android).
- **Recording Capabilities:** Must support 24/7 continuous recording, motion-based recording, alarm/event-based recording, and custom schedules.
- **Interactive Maps:** The ability to upload floor plans and/or city maps and place camera and door icons on them for live monitoring and quick event investigation.
- **Audit Logs:** The system must maintain a detailed, read-only audit log of all user actions (e.g., "User X exported video from Camera Y," "User Z changed settings").

Search & Export

- **Smart Search:** Must include, at minimum, a timeline-based search and a "smart search" capability (e.g., searching for motion in a specific, user-defined area of the frame).
- **Evidentiary Export:** Video must be exportable in a standard, non-proprietary format (e.g., .mp4) as well as a forensically-secure format that includes a secure player, digital watermark, and/or timestamp verification to prove it has not been altered for use in court.

Storage & Retention

- **Storage Management:** Proposer must detail their storage solution (on-premise NVRs, SAN, cloud storage). The system must use modern compression standards (e.g., H.265) to minimize storage costs.
- **Retention Policy:** The VMS must allow for configurable retention policies, including:
 - A minimum of **30 days** of continuous recording for all standard cameras.
 - The ability to retain video for a longer, specified period (e.g., **90+ days**) for critical areas (e.g., building entrances, cash-handling areas).
 - The ability to "flag" or "lock" specific video clips to prevent them from being overwritten (for evidentiary purposes).

Licensing Model

- **Transparent Licensing:** Proposer must clearly explain their licensing model. Will the City be charged per camera, per server, or per user?
- **Multi-Sensor Preference:** The licensing model should preferably be "per-device" rather than "per-channel," meaning a multi-sensor (e.g., 4-in-1) camera only requires a single license.

SCOPE

The selected Respondent will be responsible for providing project management, design, labor, materials, and services required for the successful completion of a comprehensive, two-phase security integration project.

The Respondent will first assess the City's existing security assets and objectives to develop a complete System Design. Upon the City's approval of the design, the Respondent will then procure, install, integrate, and configure the complete system. Finally, the Respondent will provide ongoing management, service, and maintenance for the entire platform.

The scope of work includes, but is not limited to, the items listed below.

In Scope

The following services and deliverables are considered In Scope for this project and must be detailed in the Respondent's proposal.

Phase 1: Assessment, Audit, and System Design

- **Project Management & Discovery:**
 - Provide a dedicated Project Manager to serve as a single point of contact.
 - Conduct stakeholder discovery meetings with City departments (IT, Police, Facilities, etc.) to confirm security objectives, operational needs, and key performance indicators.
- **Site Audits & Asset Validation:**
 - Conduct a comprehensive on-site audit of all locations to validate the number, type, condition, and placement of all existing City-owned security cameras, VMS components, and access control hardware.
 - Perform a "gap analysis" that compares the current security posture against the City's stated objectives, identifying all high-risk areas lacking sufficient coverage.
- **Deliverable: System Design Document:**
 - Develop and present a complete, phased **System Design Document** for City approval. This document is the primary deliverable of Phase 1 and must include:
 - A detailed inventory of all existing assets to be integrated, re-deployed, or decommissioned.
 - An optimized plan showing the recommended number, type (new and existing), and precise placement for all cameras and access-controlled doors.
 - Complete camera specifications, including resolution, lens type, and any required analytic features.

- A detailed network and storage architecture plan, including bandwidth calculations, server/cloud specifications, and a data retention plan (e.g., 30, 90, 180+ days).
- A full, itemized Bill of Materials (BOM) and project budget.
- A proposed, phased timeline for installation and implementation.

Phase 2: Implementation, Integration, and Service

- **Procurement & Installation:**
 - Procure all approved hardware (cameras, controllers, servers, etc.) and software licenses.
 - Perform professional, code-compliant installation, mounting, and wiring of all new system components.
 - Decommission and/or remove and dispose of all legacy hardware being replaced.
- **System Configuration & Integration:**
 - Install and configure the unified Video Management System (VMS) and Electronic Access Control System (EACS) software.
 - Perform the full, native integration between the VMS and EACS platforms to create a seamless, unified management interface.
 - Configure all system settings, including (but not limited to) user groups, access level permissions, door schedules, recording schedules, and automated alert/notification rules.
 - Securely configure all components on the City's network in close coordination with the City's IT department.
- **Training & Documentation:**
 - Develop and provide comprehensive training for two groups: (a) System Administrators and (b) daily end-users/operators.
 - Provide complete "as-built" documentation, system diagrams, and administrator/user manuals for the finished system.
- **Ongoing Management & Maintenance:**
 - Provide ongoing, proactive system management, support, and preventative maintenance.
 - This includes managing all software patches/updates, performing hardware health checks, and providing help desk support.

Out of Scope

The following items are considered Out of Scope and will not be the primary responsibility of the Respondent, unless explicitly identified and included as a separate, itemized option in the Respondent's proposal.

Core Network & Internet: Management, maintenance, or upgrading of the City's core network infrastructure, including city-wide switches, routers, firewalls, and internet service. The Respondent is responsible for securely connecting to this infrastructure, not managing it.

High-Voltage Electrical: Installation of new 120V AC (or higher) electrical outlets. The City shall be responsible for providing electrical power, conduit, and junction boxes to all new device locations as specified in the approved System Design Document.

Logical Access Control: Management of employee network logins, computer passwords, or the City's Active Directory. (The EACS *may* integrate with Active Directory, but the Respondent will not be responsible for managing AD itself).

Building/Fire/Burglary Alarms: Management or monitoring of any separate, non-integrated building intrusion, burglary, or fire alarm systems.

Major Construction & Abatement: Any major construction, core drilling through structural elements, or hazardous material (e.g., asbestos) abatement required to install components. Such requirements, if identified, must be brought to the City's attention for remediation by a separate contractor.

GOALS

The high level goals for this initiative are to:

- **Enhance Safety and Security:** Proactively protect City employees, visitors, and residents by deterring crime, managing access to municipal facilities, and providing high-quality, real-time situational awareness to security personnel and first responders.
- **Achieve System Integration and Modernization:** Replace the current fragmented and end-of-life security components with a single, unified, and modern "system of systems." The VMS and EACS platforms must function as one seamless solution.
- **Improve Operational Efficiency:** Reduce the administrative burden of managing security by providing staff with an intuitive, centralized platform. This includes streamlining the credentialing process, simplifying video investigation, and automating system health monitoring.
- **Ensure Future-Proof Scalability and Value:** Implement a non-proprietary solution built on open standards that can grow with the City's needs. The City seeks to maximize its investment by avoiding vendor lock-in and ensuring the platform can incorporate future technologies.

SUBMITTAL REQUIREMENTS

Questions regarding this RFP should be directed to:

NAME: Jason Nahvi

TITLE: Human Resources Director

EMAIL ADDRESS: jnahvi@cityofpowell.us

PHONE: 614-885-5380 1050

Questions shall be submitted in writing via email, by **1pm, Friday, March 6, 2026**.

Answers will be provided in writing via email, by **5pm, Monday, March 9, 2026**, to those firms who have indicated their intent to respond to this RFP to the City. Such indications of intent are due no later than **5pm, Friday, March 13, 2026** via email to Jason Nahvi, (jnahvi@cityofpowell.us) with subject line **"Security Camera and Door Access Request for Proposals Notice of Intent to Respond"** in the subject line.

Responses to this RFP shall be submitted to the City of Powell, to the attention of:

Jason Nahvi
Human Resources Director
jnahvi@cityofpowell.us

Submissions should be made via email, in a single, combined PDF.

Please be advised that failure to comply with the following criteria may be grounds for disqualification:

1. Receipt of submittal by the specified date and time.
2. Adherence to maximum page limits (this excludes the cover letter, table of contents, required attachment forms or section dividers).
3. Prohibition against contact or communication with any elected official, representative, or employee of the City of Powell regarding this solicitation or the type of work contemplated therein, except as noted elsewhere within this RFP.
4. Failure to complete and include Attachments A and B.

Submittals are not returnable and will become the property of the City of Powell.

Please be advised that once submitted, they become "public record" and are available to all for inspection and copying, upon request.

PROPOSAL FORMAT

- A. One PDF copy, not exceeding 5MB, shall be provided.
- B. Consultant shall limit the proposal to no more than ten (10) total pages including the cover letter. The 10 pages does not include the proposal cover, table of contents, required attachment forms, or section dividers. Pages may be configured horizontally or vertically and shall be formatted to print on 8.5 x 11 letter sized paper without scaling, with minimum 1/2-inch margins and minimum 10 point text.
- C. The proposal shall be accompanied by a one-page cover letter that shall be bound with the proposal as the first page after the front cover.

EVALUATION CRITERIA

Quality of System Integration (35%)

- **VMS-EACS Integration:** This is the highest priority. How seamless, deep, and functional is the integration between the video and access control systems? Does it look like a single, unified platform?
- **Meets Requirements:** Does the proposed VMS meet all mandatory technical and compliance requirements (NDAA, ONVIF)?

Usability & Functionality (25%)

- **Ease of Use:** Based on a mandatory live demo, how intuitive and easy-to-use is the software for both an IT administrator and a non-technical front-desk user?
- **Search Capabilities:** How fast and effective is the video search? Are advanced AI/analytic search features (e.g., "search for a person in a red shirt") available as an option?

Vendor Experience & Qualifications (15%)

- **Municipal Experience:** Proven track record of successful, integrated (VMS + EACS) implementations for other city or county governments.
- **References:** Quality of references from projects of a similar size and scope.

Total Cost of Ownership (TCO) (25%)

- **5-Year TCO:** Proposal will be evaluated on the 5-Year Total Cost of Ownership, not just the initial purchase price. This must include:
 - Up-front hardware and installation.
 - Software licensing (per-camera, etc.).
 - Annual software maintenance/upgrade fees.
 - **Ongoing storage costs** (whether cloud-based or on-premise hardware replacement cycles).

PROPOSAL CREATION

Please reference both the In scope, Out of scope along with the City's Goals in combination with the evaluation criteria weighting to draft your proposal document.

SELECTION PROCESS

Proposals will be evaluated by a committee of City personnel and 3rd party advisors.

Received responses are anticipated to be short-listed, followed by interviews (which may be virtual) and Service Provider selection. Once a Service Provider has been selected, final scope, timeline and cost negotiations will be undertaken with the selected firm. If an agreement cannot be reached with the preferred firm, the City retains the right to cease negotiations and to move on to the Service Provider identified as next most preferred, and so on until an acceptable agreement is reached.

No guarantee of award is made by way of this solicitation. The City reserves its right to award the work described herein in whole or in part, based upon available funds and other criteria as determined by the City in its sole discretion.

TERMS AND CONDITIONS

A. LEGAL STATUS OF RESPONDENT

The City requires that the Service Provider complete a Legal Status of Respondent form. A contract may not be awarded to the selected Service Provider unless and until the City's Law Director and Director of Finance have reviewed the Legal Status form and determined that information provided deems the respondent eligible to contract for services with the City. A copy of the Legal Status of Respondent Form is attached and shall be included with the RFP response.

B. CONFLICT OF INTEREST DISCLOSURE

The City requires that the consultant complete a Conflict of Interest Disclosure form. A contract may not be awarded to the selected consultant unless and until the City's Law Director and Director of Finance have reviewed the Disclosure form and determined that no conflict exists under applicable federal, state, or local law or administrative regulation. Not every relationship or situation disclosed on the Disclosure Form may be a disqualifying conflict. Depending on applicable law and regulations, some contracts may be awarded on the recommendation of the Law Director and the Director of Finance after full disclosure, where such action is allowed by law, if demonstrated competitive pricing exists and/or it is determined the award is in the best interest of the City. A copy of the Conflict of Interest Disclosure Form is attached and shall be included with the RFP response.

C. TYPE OF CONTRACT

The City requires that the Service Provider enter into a Professional Services Agreement with the City in substantially the same form as the Professional Services Agreement attached as Exhibit A.

D. ADDITIONAL PROVISIONS

- a. Good Faith. This RFP has been compiled in good faith. The information contained within is selective and subject to updating, expansion, revision and amendment by the City.
- b. Equal Employment Opportunity. The City does not discriminate in employment opportunities or practices based on race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, genetic disposition, or any other characteristic protected by law.
- c. Not an Award. Recipients of this RFP are advised that nothing stated herein, or any part thereof, or any communication during the evaluation and

selection process, shall be construed as constituting, offering or awarding a contract,

representation or agreement of any kind between the City and any other party, save for a formal written contract, properly executed by both parties.

d. Property of the City. Responses to this RFP will become the property of the City, and will form the basis of negotiations of an agreement between the City and the apparent successful Service Provider.

e. IRS Form W-9. The selected Service Provider will be required to provide the City an IRS form W9.

f. Errors in Proposals. The City will not be liable for any errors in Service Provider proposals.

g. City not Liable for Costs. The City is not liable and will not be responsible for any costs incurred by any Service Provider(s) for the preparation and delivery of the RFP responses, nor will the City be liable for any costs incurred prior to the execution of an agreement, including but not limited to, presentations by RFP finalists to the City. The liability of the City is limited to the terms and conditions outlined in the Agreement. By submitting a proposal, Service Provider agrees to bear all costs incurred or related to the preparation, submission, and selection process for the proposal.

h. Reservation of Rights

i. The City reserves the right in its sole and absolute discretion to accept or reject any or all proposals, or alternative proposals, in whole or in part, with or without cause.

ii. The City reserves the right to waive, or not waive, informalities or irregularities in terms or conditions of any proposal if determined by the City to be in its best interest.

iii. The City reserves the right to request additional information from any or all consultants.

iv. The City reserves the right to reject any proposal that it determines to be unresponsive and deficient in any of the information requested within RFP.

v. The City reserves the right to determine whether the scope of the project will be the entire scope described in the RFP, a portion of the scope, or a revised scope.

vi. The City reserves the right to select one or more Service Providers to perform services and to award the entire scope or any portion of the scope to such Service Provider(s) in the City's sole discretion.

vii. The City reserves the right to retain all proposals submitted and to use

any ideas in a proposal regardless of whether that proposal is selected. Submission of a proposal indicates acceptance by the Service Provider of the conditions contained in this RFP, unless clearly and specifically noted in the proposal submitted.

viii. The City reserves the right to disqualify proposals that fail to respond to any requirements outlined in the RFP, or failure to enclose copies of the required documents outlined within RFP.

ix. The City reserves the right to make an award without further discussion of the proposal submitted, pending execution of final contracting forms. x. The City reserves the right to terminate or delay this RFP, the RFP process and/or the program which is outlined within this RFP at any time.

Exhibit A

PROFESSIONAL SERVICES AGREEMENT

This Professional Services Agreement ("Agreement") is made and entered into and effective on this ___ day of _____, _____ ("Effective Date") by and between the City of Powell, Ohio ("Powell"), an Ohio Municipal Corporation, with offices located at located at 47 Hall Street, Powell, Ohio 43065 and _____ ("Service Provider"), with an office and principal place of business located at _____.

Recitals

WHEREAS, Powell desires to engage Service Provider to perform the services as more fully described in the attached Exhibit _____ under _____ (the "Services"); and

WHEREAS, Service Provider desires to perform the Services and desires to be so engaged.

NOW, THEREFORE, in consideration of the foregoing and of the covenants and agreements herein contained, the parties, intending to be legally bound, agree as follows:

Provisions

I. Performance of the Services. Service Provider shall:

- A. Perform the Services as set forth in Exhibit _____.
- B. If the Service Provider is an individual, complete, sign and return the Ohio Public Employees Retirement System ("OPERS") Independent Contractor Acknowledgement Form.
- C. Give prompt notice to Powell should the Service Provider observe or otherwise become aware of any fault or deficit in the project or any nonconformance with the Agreement.
- D. Remit to Powell after the termination of this Agreement, all files and documents pertaining to the project that have been obtained or produced including, but not limited to, permits, licenses, applications, codes, drawings, site plans, photographs, and similar materials. Service Provider shall be entitled to retain copies for the Service Provider's files.

II. Obligations of Powell. Powell shall:

- A. Assist the Service Provider by placing at its disposal all available information pertinent to the Services for the project.

- B. Use its best efforts to secure release of other data applicable to the project held by others.
- C. Make all necessary provisions to enter upon public and private property as required to perform the Services.
- D. Give prompt notice to the Service Provider should Powell observe or otherwise become aware of any fault or deficit in the project or any nonconformance with the Agreement.

III. Term and Termination. The Agreement shall commence on ___ day of _____, and shall terminate on the on ___ day of _____. Powell may terminate this Agreement at any time by giving Service Provider thirty (30) days advance written notice. In the event this Agreement is terminated by Powell prior to its natural expiration, Service Provider shall be paid the amounts for work actually performed in accordance with this Agreement to the date of this early termination.

IV. Payment.

- A. Service Provider shall be compensated in an amount consistent with the current rate schedule identified in the agreement. Total payments to Service Provider shall not exceed \$ _____ without further approval.
- B. The Service Provider shall invoice Powell _____ for services rendered through the previous month and Powell agrees to pay within thirty (30) days of receipt of a valid invoice. A valid invoice shall consist of a description of work performed, as well as an itemization of all reimbursable expenses which must be documented with copies of receipts whenever possible. All invoices must include the contract number and the purchase order number of this contract which is located in the upper right-hand corner of the first page of this document.

V. Relationship of the Parties. The parties acknowledge and agree that Service Provider is an independent contractor and is not an agent or employee of Powell. Nothing in this Agreement shall be construed to create a relationship between Service Provider and Powell of a partnership, association, or joint venture. Further, the parties acknowledge that Service Provider is paid a fee, retainer or other payment as per Section IV of this Agreement; is not eligible for workers' compensation or unemployment compensation; is not eligible for employee fringe benefits such as vacation or sick leave; does not appear on Powell's payroll; is required to provide his or her own supplies and equipment; and is not controlled or supervised by Powell personnel as to the manner of work.

VI. Indemnification.

- A. Professional Liability. Relative to the extent, losses, damages, liability and cost, the Service Provider agrees to indemnify and save Powell, its officers, officials, and employees harmless from and against any and all suits, actions or claims for property losses, damages or personal injury arising from the negligent acts, errors or omissions by the Service Provider or its employees.
- B. Non-Professional Liability (General Liability). To the fullest extent permitted by law, the Service Provider shall indemnify, defend and hold harmless Powell, its officers, officials, employees or any combination thereof, from and against claims, damages, losses and expenses, including but not limited to reasonable attorneys' fees, arising out of the acts or omissions of the Service Provider, provided that such claim, damage, loss or expenses is attributable to bodily injury, sickness, disease or death, or to injury to or destruction of property (other than the work itself) including loss of use resulting therefrom, but only to the extent caused by the negligent acts or omissions of the Service Provider, any subconsultant(s) of the Service Provider, its agents, or anyone directly or indirectly employed by them or anyone for whose acts they may be liable. Such obligations shall not be construed to negate, abridge, or reduce other rights or obligations of indemnity which would otherwise exist as to a party or person described in this paragraph.

VII. Insurance.

- A. The Service Provider shall secure and maintain, at his/her/its own expense, errors and omissions insurance in an amount not less than one million dollars per claim/annual aggregate to protect himself from any claim arising out of the performance of professional services and caused by negligent acts, omissions or negligent acts for which the Service Provider may be legally negligent. The Service Provider shall maintain said coverage for the entire contract period and for a minimum of one year after completion of the work under the contract.
- B. In addition to errors and omissions insurance, the Service Provider shall also secure and maintain, at his/her own expense, insurance for protection from claims under Worker's Compensation acts, claims for damages because of bodily injury including personal injury, sickness or disease or death of any and all employees or of any person other than such employees, and from claims or damages because of injury to or destruction of property including loss of use resulting therefrom, and any other insurance prescribed by laws, rules, regulations, ordinances, codes or orders.
- C. The Service Provider shall secure and maintain, at his/her own expense, General Liability insurance in an amount not less than one million dollars per occurrence.

- D. The Service Provider shall secure and maintain, at his/her/its own expense, Property insurance for protection from claims or damages because of damage to or destruction of property including loss of use resulting therefrom in an amount not less than one million dollars.
- E. Powell shall be held harmless for any damage to the Service Provider's property and/or equipment during the course of performance under the Contract.
- F. The above referenced insurance shall be maintained in full force and effect during the life of this Agreement and for one year beyond, where specified. Certificates showing that the Service Provider is carrying the above referenced insurance in at least the above specified minimum amounts shall be furnished to, and approved by, Powell prior to the start of work on the project and before Powell is obligated to make any payments to the Service Provider for the work performed under the provision of this contract. All such Certificates, with the exception of those for Worker's Compensation and Errors & Omissions coverage, shall clearly reflect that the City of Powell is an "Additional Insured".

Employee Documentation

Service Provider guarantees that the individuals employed by the Service working on this project are authorized to work in the United States. The Service Provider will upon demand provide Powell with appropriate documentation (Form I-9) for any Service Provider employee performing services for Powell.

The Service Provider agrees to indemnify Powell in accordance with Section VI of the Agreement for any issue arising out of the Service Provider's hiring or retention of any individual who is not authorized to work in the United States.

IX. Taxes.

- A. Service Provider has the following identification number for income tax purposes:
_____.
- B. Service Provider is subject to and responsible for all applicable federal, state, and local taxes.
- C. Powell represents that it is a tax-exempt entity and evidence of this tax-exempt status shall be provided to Service Provider upon written request. Service Provider hereby further agrees to withhold all municipal income taxes due or payable under the provisions of the Codified Ordinances of Powell, Ohio, for wages, salaries and commissions paid to its employees and further agrees that any of its subcontractors shall be required to agree to withhold any such municipal income taxes due under such chapter for Services performed under this Agreement.

- D. The Service Provider shall receive Internal Revenue Service form 1099 from Powell for income tax reporting purposes.
- X. **Assignment.** Neither party may assign this Agreement without obtaining express, written consent from the other party prior to assignment.
- XI. **Entire Agreement / Amendment.** This Agreement constitutes the entire understanding of the parties hereto with respect to the subject matter hereof and supersedes all prior negotiations, discussions, undertakings and agreements between the parties. This Agreement may be amended or modified only by a writing executed by the duly authorized officers of the parties hereto. It is understood and agreed that this Agreement may not be changed, modified, or altered except by an instrument, in writing, signed by both parties in accordance with the laws of the State of Ohio.
- XII. **Discrimination.**
- A. No discrimination for reason of race, color, national origin, religion, sex, genetic information, pregnancy, age, ancestry, military status, sexual orientation, gender identity, marital status, veteran's status, or disability shall be permitted or authorized by Powell and/or Service Provider in connection with the Services.
- B. Nothing in this Agreement shall require the commission of any act contrary to any law or any rules or regulations of any union, guild, or similar body having jurisdiction over the Services of Service Provider.
- XIII. **Governing Law/Venue.** Any controversy or claim, whether based upon contract, statute, tort, fraud, misrepresentation, or other legal theory, related directly or indirectly to this Agreement, whether between the parties, or of any of the parties' employees, agents, or affiliated businesses, will be resolved under the laws of the State of Ohio, in any court of competent jurisdiction in Delaware County, Ohio.
- XIV. **Severability.** If any provision of this Agreement is held invalid or unenforceable, such provision shall be deemed deleted from this Agreement and shall be replaced by a valid, mutually agreeable and enforceable provision which so far as possible achieves the same objectives as the severed provision was intended to achieve, and the remaining provisions of this Agreement shall continue in full force and effect.
- XV. **Paragraph Headings.** Paragraph headings are inserted in this Agreement for convenience only and are not to be used in interpreting this Agreement.

BY SIGNING THIS AGREEMENT, YOU HEREBY ACKNOWLEDGE THAT YOU HAVE BEEN INFORMED THAT THE CITY OF POWELL, OHIO HAS CLASSIFIED YOU AS AN INDEPENDENT CONTRACTOR AND THAT YOU HAVE BEEN ADVISED THAT CONTRIBUTIONS TO OPERS WILL NOT BE MADE ON YOUR BEHALF FOR THESE SERVICES.

FURTHER, BY SIGNING THIS AGREEMENT, YOU HEREBY ACKNOWLEDGE THAT THE CITY OF POWELL, OHIO HAS IN NO WAY LIMITED OR RESTRICTED YOUR RIGHT TO PROVIDE THE AGREED-TO SERVICES TO THE GENERAL PUBLIC AND THAT YOU REGULARLY PROVIDE SUCH SERVICES TO THE GENERAL PUBLIC.

IN WITNESS WHEREOF, the parties have executed this Agreement as of the _____ day of _____.

CITY OF POWELL, OHIO

BY: _____ Date _____
City Manager

COMPANY

BY: _____ Date _____

Approved as to Form:

BY: _____ Date _____
Law Director

CERTIFICATION OF FUNDS

I hereby certify that the funds required to meet the City's obligation, payment, or expenditure under this Agreement have been lawfully appropriated or authorized for such purpose and are free from any obligation now outstanding.

BY: _____

Date _____

City of Powell, Ohio
Request for Proposal
For
Security Camera and Door Access

Prepared by Proline Technology, Inc.
Rick Brunsman
Director of Business Development
Rick@prolinetechnology.net
513-484-1905

Proline Technology
6507 Harrison Ave. Suite A
Cincinnati, OH, 45247
www.ProlineTechnology.net



Jason Nahvi, Human Resources Director
City of Powell, Ohio
47 Hall St
Powell, OH 43065

Dear Jason:

On behalf of Proline Technology, we are pleased to submit our response to the RFP for Security Camera and Door Access for the City of Powell. Within our proposal, we outline why Proline Technology is the right choice to meet your security requirements.

Proline Technology is dedicated to helping organizations protect people and property in a privacy-conscious and efficient manner. We have customers across Ohio serving a wide variety of public entities. We deliver a comprehensive suite of connected security solutions that provide clear visibility into the safety and operations of any environment, without compromising privacy. To best accomplish this goal, Proline is recommending a Verkada Command-based system.

At Proline we understand that a powerful, intuitive design and build is essential for creating safe and productive environments. Our mission is to provide proactive security systems that accelerate threat response while minimizing operational costs. With that in mind, we've developed a tailored Verkada-based proposal to meet your organization's unique security needs.

The following pages outline our plan to implement Verkada's modern, efficient security system designed specifically for your requirements and installed by our technical team. Proline's proposal meets or exceeds all requirements defined in the RFP documents. We welcome the opportunity to collaborate with the City of Powell to deliver solutions that enhance safety and peace of mind across your facilities. If you have any questions, we're here to be a resource.

Sincerely,

Richard Brunsman

Director of Business Development
6507 Harrison Ave. Suite A
Cincinnati, OH. 45247
Rick@Prolinetechnology.net
513-484-1905

About Proline Technology

Proline Technology was founded in 2015 on the Ohio River in North Bend, just outside of Cincinnati. Initially, Proline serviced commercial, state, local government, and educational customers in and around Ohio, Kentucky and Indiana. Since that time, we have grown to be one of the largest Verkada Hybrid-Cloud physical security providers in the Midwest achieving Verkada Platinum Plus partner status. The “Plus” designation means that in addition to being one of the largest Verkada resellers we also have our own Verkada certified sales and service installation staffs.

Proline already works with government clients all over the state of Ohio. Some of our better-known government clients in Ohio are the Ohio Department of Agriculture, Ohio Department of Health, Warren County, Whitehall City Schools, Stark State Community College, City of Norwood, City of St. Bernard, City of Dayton, City of Orrville, Wayne County, Portage County, City of Springfield, Butler Metropolitan Housing Authority, and many more. While we are proud to be an Ohio based company, our expertise extends into the Midwest and beyond. In the last 2 years alone Proline has completed projects in OH, KY, TN, MI, NJ, PA, VA, WV, GA, FL, NC, SC, AL, LA, MO, IL, TX, KS, AZ, CA, CO, UT, MT, OR, WA, MN, WI, and DC.

Proline’s core services include: - Video surveillance systems - Access control systems - Intrusion alarm systems - Environmental and life safety sensors – Guest Management- Network infrastructure - Fire Alarms, and Network Infrastructure Including Fiber Optics. For City of Powell, we are recommending a Verkada solution because it delivers unmatched integration between these core services (including cameras and access control). It was designed from the start to work as one unified system. One pane of glass to watch and control all aspects of your physical security system along with an industry best, simple to use interface with intuitive functionality. This includes full-service monitoring service to provide 24/7/365 proactive system management and technical support.

Proline Technology has earned an outstanding reputation by consistently delivering projects with transparency and accountability. We are extremely proud that our clients rely on us not only to install security systems, but to manage projects in a way that minimizes disruption, maintains schedule control, and produces clear, accurate documentation. Communication throughout the project lifecycle is structured and direct, ensuring that stakeholders always understand scope, progress, and next steps.

Verkada has chosen Proline as the partner of choice for Powell. Together, Proline and Verkada create a physical security platform that is modern, easy to use, best in class AI, 10-year warranty, and zero maintenance costs for the next 10 years. Proline Technology is uniquely positioned to deliver the best possible solution that not only meets but surpasses the City’s stated goals for this initiative – enhanced safety and security, system integration and modernization, improved operational efficiency, and unlimited future-proof scalability.

City Of Powell Requirements

System Architecture & Compliance

1. **System Architecture:** The Verkada platform is a hybrid cloud-based solution fully uniting security cameras and door access as well as intercom, alarms, air quality, and workplace management. Because everything was designed by Verkada from the start, it all works seamlessly under one pane of glass. No integration needed.
2. **NDAA Compliant:** All proposed hardware and software are fully compliant with Section 889 of the National Defense Authorization Act (NDAA).
3. **Open Standards:** Verkada is an ONVIF member and supports ONVIF-Compliance devices via its command connector. The connector links ONVIF based cameras to Verkada command, while keeping financial and operational considerations top-of-mind. Almost any camera can be connected to Verkada's Command platform.

Core Integration

1. **Access Control Integration:** The Verkada platform provides native and seamless integration of cameras and door access through Verkada Command. The integration executes all functions identified by Powell (video event linking, united interface with ability to view live and recorded video from associated cameras directly within the door access software interface, triggering) and many more. Verkada was created and designed from the start to be a seamlessly connected platform. Everything works together in a unified environment all with a 10-year warranty and 24/7/365 live technical support.

Functionality and Usability

1. **Centralized Management:** Verkada Command integrates video security, door access, intercoms, alarms, air quality, and guest management into a single interface accessible from anywhere on any connected device. It is easy to use but powerful. You can manage users down to the single device level. It also supports Azure and other SCIM software.
2. **Remote Access:** Verkada provides comprehensive remote access for security systems via the cloud-based Command platform (web/mobile), allowing users to monitor, manage, and secure sites from anywhere. The number of active users is unlimited. Key capabilities include real-time video streaming, remote door unlocking, user management, and instant alerts. The system supports live video, AI-driven search, and integration across cameras, access control, and sensors. Because it is hybrid cloud based, any person with an internet capable device can access it from anywhere in the world.
3. **Recording Capabilities:** Verkada cameras feature edge-based on-board storage locally on solid state drives with options of up to 365 days of retention. The on-board storage eliminates the need for costly NVRs which are the weak link in any system and a ransomware threat. All Verkada cameras come with free unlimited cloud backup and unlimited archives. Once you store a video into archive, it is there forever. There is no limit to the amount of storage in archive you can use.
4. **Interactive Maps:** Verkada Command allows floor plans and maps to be easily uploaded into the platform. Camera icons can be placed on the uploaded floor plans and maps, with a simple click providing access to live monitoring or event investigation. We would be happy to provide a demonstration and/or training to the City on the functionality of Verkada's interactive maps. Proline includes map setups as part of the install.
5. **Audit Logs:** The Verkada Command Platform provides audit logs on every aspect of the system. They are robust yet easy to use and exceed all City requirements.

Search and Export

1. **Smart Search:** Traditional timeline-based searches are optimized on Verkada's platform, easily managing the relevant timeline in blocks of days, hours, minutes, and even seconds with a simple click. Taking search functionality to the next level, Verkada's AI-driven search functions enable users to quickly locate specific people, vehicles, and objects across surveillance footage using natural language queries, reverse image search, and behavioral analysis. These tools are built into the Command platform. The net result is that what used to be hours of video review turns into seconds by leveraging machine learning to index and retrieve relevant high-resolution images.
2. **Evidentiary Export:** Sharing and exporting video incidents in Verkada are just a few mouse clicks away. Verkada Command has a built-in share icon that when pushed, create a direct way to share live camera feed, video clips, incident reports, or even an entire site. You can share with anyone via either text or email or any other SMS supported device via a live link. Shared files include digital watermarks, and/or timestamp verification for evidentiary purposes. Sharing video is simple and intuitive using Verkada Command.

Storage & Retention

1. **Storage Management:** Verkada storage uses a hybrid cloud model, storing footage locally on-device for up to 365 days. With data stored directly on the camera, bandwidth usage is minimized to about 56 kilobytes per device. To maximize retention, cameras record continuously so never to miss footage. Data is encrypted at rest (AES-128 on camera, AES-256 in cloud) and in transit (TLS 1.2 or higher).

As part of our proposal, Powell gets permanent, unlimited cloud archives. Once a clip is archived, it is stored forever and the amount of storage is unlimited. Verkada cameras primarily use H.265 (HEVC) compression to deliver high quality video, reduced artifacts, and improved digital zoom while consuming less bandwidth compared to older standards. While H.265 is the default, cameras also support H.264 and include cloud transcoding to automatically convert footage for compatibility with older browsers.

2. **Retention Policy:** The Verkada platform provides fully customizable retention policy settings, meeting all listed City requirements.

Licensing Model

1. **Transparent Licensing:** Verkada is a subscription-based model (SaaS). Proline's proposal includes 5-year license, but other lengths are available. The Verkada licensing model enables the elimination of a large portion of maintenance, upgrades, and live-cycle events found with traditional NVR based solutions. This means a fixed cost for the next 5 years or longer. With Verkada the City will receive automatic firmware, software, security updates, and software features at no cost. This includes 24/7/365 Live (a real person, not a bot) support. The net effect is that with a Verkada based system from Proline, the City of Powell will have zero maintenance costs and 100% parts and labor warranty coverage for the next 5 years or longer. It is a futureproof solution for the city.
2. **Multi-Sensor Preference:** Verkada utilizes a per device licensing model. One camera is one license no matter how many lenses. It is straight forward pricing.

SCOPE

Phase 1: Assessment, Audit, and System Design

- **Project Management and Discovery:**
 - Herbie Lehman, Director of Technical Operations, will serve as Project Manager.
 - Herbie will be responsible for conducting stakeholder discovery meetings with City departments to confirm project objectives and operational requirements, and benchmarking key performance metrics.
 - Herbie will be backed by key Proline team members fulfilling the following roles including: Project Executive, Operations Manager, Project Technical Engineering Team, Scheduling Coordinator, Training Team Leader, and Installation Team.
- **Site Audits and Asset Validation:**
 - Proline will provide a thorough on-site audit of all City locations validating the complete inventory, condition, and location of existing equipment currently utilized by the City.
 - Proline will provide as built drawings for all projects and install floorplans into the Verkada Floorplan tools for ease of use and mapping cameras & doors.

- Proline will analyze any existing coverage gaps (emphasis on high-risk areas) and will design a system closing any such gaps.
- **Deliverable: System Design Document:**
 - Proline will deliver a fully customized System Design Document tailored to the City's stated goals. The design document (often referred to as design build plans) will include the detailed audit mentioned above, recommendations outlining the placement of cameras and access-controlled doors, specifications on the equipment to be installed (including resolution and analytic capabilities), storage specifications, retention protocols, and bandwidth metrics. The design document will also include a fully itemized quote for budgeting purposes. Finally, the System Design Document will lay out a phased timeline for project implementation.

Phase 2: Implementation, Integration, and Service

- **Procurement and Installation:**
 - Proline will provide all materials including licenses for all sites and projects to create a complete and comprehensive system. Our expert installation team will perform the installation to the highest professional, code-compliant standards. We will also remove and return to owner or dispose of all existing hardware being replaced.
- **System Configuration and Integration**
 - Proline will expertly install and configure Verkada Command, the engine that seamlessly unites camera and access control functions for easy to use, centralized management on a single pane of glass on any connected device. We will configure the system settings to the City's exact specifications in terms of user groups, access level permissions, door schedules, recording protocols, and automated alert and subsequent notification settings. We will closely coordinate with the City's IT team to ensure all components of the system are securely configured.
- **Training and Documentation:**
 - Proline's Training Team will work closely with the City's System Administrators and daily users to ensure that the City's team can easily leverage the full power and capability of the Verkada solution. Proline has included unlimited free training as part of our proposal. System diagrams can be easily uploaded into Verkada Command, including icons providing locations of all cameras (with live views) and access-controlled doors.
- **Ongoing Management and Maintenance**
 - Verkada and Proline include live help functionality. 24 hours a day, 7 days a week, 365 days a year, you have a Verkada certified engineer available to help. Response times to Support chat is less than 2 minutes, phone support is almost instant, and email responses are about 4 minutes. Our world class support is included with your Verkada license. 85% of all issues are resolved by support engineers remotely. Those that cannot be solved remotely have a new part overnighted to them. Proline then dispatches a tech to remove the old part and install the new one. All at no additional cost to our customers. With Verkada and Proline, you have a system with zero maintenance costs over the life of the license. It is the best warranty available anywhere.

Out of Scope

- Proline notes the items the City has identified as "Out of Scope" but stands ready to support the City with any of these items. Proline is a full-service IT infrastructure company and stands ready to help on out of scope work.

City of Powell's Goals And The Proline/Verkada Solution

Among the City of Powell's stated objectives is to replace a fragmented set of legacy surveillance and access control technologies with a single, modern, unified security platform capable of supporting municipal operations and enhancing safety and security across multiple facilities. Verkada is uniquely positioned to meet and exceed this requirement because its platform was designed from the ground up as a native, cloud-managed system that unifies video surveillance and electronic access

Total Cost of Ownership

Proline and Verkada include at no additional cost routine maintenance, software upgrades, firmware upgrades, security upgrades, and full hardware replacement warranty as part of the license. Proline has included onsite service, monitoring, and break-fix work as part of its overall pricing. This complete approach means that other than the initial purchase price, there are no other costs for the length of the license. In this case, it means that Powell's purchase price is the total cost of ownership for the length of the license. In this case, 5 years. The license can be extended beyond 5 years, in 1-, 3-, 5-, or 10-year increments. This includes unlimited cloud storage, unlimited cloud backups, unlimited users, unlimited archives, unlimited technical support, and unlimited training. It is an all-inclusive system. Proline does offer camera as a service. Instead of purchasing the entire system in one payment, Powell can pay a once a monthly fee or once a year fee. The length of the term is equal to the license term. It is a way to get more system while requiring less from the capital budget.

PROLINE TOTAL PRICE FOR CITY OF POWELL RFP \$228,547.74

Description	Item	Qty	Rate	Total
Municipal Building Access Control				\$97,300.48
Verkada AC62 16 Door Controller		2	\$3,815.28	\$7,630.56
ACC-BAT-18AHAC62 18AH Backup Battery		2	\$503.18	\$1,006.36
AD34-HWAD34 Door Reader		26	\$251.28	\$6,533.28
DPI Switch		26	\$55.00	\$1,430.00
Electric Door Strike		26	\$499.00	\$12,974.00
LIC-AC-5Y-CAP		26	\$719.28	\$18,701.28
22-8 Door Access Wire		8	\$220.00	\$1,760.00
Installation Door Access		260	\$179.00	\$46,540.00
Verkada Shipping Fee		1	\$725.00	\$725.00
260 Village Park / Adventure Park Access Control				\$11,969.65
Verkada AC42 4 Door Controller		1	\$1,475.19	\$1,475.19
ACC-BAT-4AHVerkada 4AH Backup Battery for AC41, AX11, and BP41		1	\$105.78	\$105.78
AD34 Door Reader		3	\$251.28	\$753.84
DPI SwitchDoor Position Sensor		3	\$55.00	\$165.00
Electric Door StrikeElectronic Door Strike -Standard		3	\$499.00	\$1,497.00
Verkada 5-Year Door License, Capacity Increase		3	\$719.28	\$2,157.84
22-8 Wire22-8 Door Access Wire		1	\$220.00	\$220.00
INSTAL-Door Access		30	\$179.00	\$5,370.00
Verkada Shipping FeeVerkada Shipping Fee		1	\$225.00	\$225.00
Municipal Building Cameras				\$36,643.58
CD43-256E-HWCD43-E Outdoor Dome Camera, 5MP, 30 Day Storage-Fixed Lens		6	\$863.18	\$5,179.08
CD43 Indoor Dome Camera, 5MP, Fixed Lens, 256GB of Storage, Maximum 30 Days of Retention		11	\$719.00	\$7,909.00
Verkada CP52 Outdoor PTZ Camera, 5MP, 512GB of Storage, Maximum 30 Days of Retention		2	\$2,663.28	\$5,326.56
ACC-MNT-PEND-1Standard Pendant Cap		2	\$56.58	\$113.16
ACC-MNT-XLARM-1Verkada Large Arm Mount (PTZ)		2	\$130.39	\$260.78
Verkada 5-Year Camera License, Capacity Increase		19	\$719.00	\$13,661.00
Install - Camera Mounting, Pointing, Tuning, Configuration, and Training		21	\$169.00	\$3,549.00
Unlimited Training for 5 Years is Included.		1	\$0.00	\$0.00
Verkada Shipping FeeVerkada Shipping Fee		30	\$21.50	\$645.00
Adventure Park - Pickleball/Basketball/Skate Park/Playground/Parking Cameras				\$17,758.30
CD43-256E-HWCD43-E Outdoor Dome Camera, 5MP, Fixed Lens		1	\$829.28	\$829.28
Verkada CD63-E Outdoor Dome Camera, 4K, Zoom Lens, 512GB of Storage, Maximum 30 Days of Retention		5	\$1,329.28	\$6,646.40
Verkada 5-Year Camera License, Capacity Increase		6	\$719.00	\$4,314.00
Ubiquiti 5AC PtMP Wireless Bridges for Pickleball, Basketball, and Parking Area from Main Building		3	\$845.01	\$2,535.03
NEMA BoxWeather Resistant - Water Tight NEMA rated Box		1	\$220.59	\$220.59
Install - Camera Mounting, Pointing, Tuning, Configuration, and Training		6	\$169.00	\$1,014.00
CAT6 Exterior Cable Installation with Terminations, Labeling and Testing		6	\$345.00	\$2,070.00
Verkada Shipping FeeVerkada Shipping Fee		6	\$21.50	\$129.00

Continued on Next Page

Village Green Park Cameras			\$15,836.68
Verkada CD63-E Outdoor Dome Camera, 4K, Zoom Lens, 512GB of Storage, 30 Days of Retention	3	\$1,329.28	\$3,987.84
Verkada CP52 Outdoor PTZ Camera, 5MP, 512GB of Storage, Maximum 30 Days of Retention	1	\$2,663.28	\$2,663.28
CD43-E Outdoor Dome Camera, 5MP, Fixed Lens	2	\$829.28	\$1,658.56
Verkada 5-Year Camera License, Capacity Increase	6	\$719.00	\$4,314.00
Install - Camera Mounting, Pointing, Tuning, Configuration, and Training	6	\$169.00	\$1,014.00
CAT6 Exterior Cable Installation with Terminations, Labeling and Testing	6	\$345.00	\$2,070.00
Verkada Shipping FeeVerkada Shipping Fee	6	\$21.50	\$129.00
Seldon Seen Cameras			\$14,338.90
Verkada CD63-E Outdoor Dome Camera, 4K, Zoom Lens, 512GB of Storage, 30 Days of Retention	4	\$1,329.28	\$5,317.12
Verkada CP52 Outdoor PTZ Camera, 5MP, 512GB of Storage, Maximum 30 Days of Retention	1	\$2,663.28	\$2,663.28
Verkada 5-Year Camera License, Capacity Increase	5	\$719.00	\$3,595.00
Install - Camera Mounting, Pointing, Tuning, Configuration, and Training	5	\$169.00	\$845.00
CAT6 Exterior Cable Installation with Terminations, Labeling and Testing	5	\$345.00	\$1,725.00
Verkada Shipping FeeVerkada Shipping Fee	9	\$21.50	\$193.50
Arbor Ridge Park Cameras			\$11,550.72
Verkada CD63-E Outdoor Dome Camera, 4K, Zoom Lens, 512GB of Storage, 30 Days of Retention	4	\$1,329.28	\$5,317.12
Verkada 5-Year Camera License, Capacity Increase	4	\$719.00	\$2,876.00
Ubiquiti 5AC Point to Point Wireless Bridge	1	\$995.01	\$995.01
NEMA BoxWeather Resistant - Water Tight NEMA rated Box	1	\$220.59	\$220.59
CAM-INSTInstall - Camera Mounting, Pointing, Tuning, Configuration, and Training	4	\$169.00	\$676.00
CAT6 Exterior Cable Installation with Terminations, Labeling and Testing	4	\$345.00	\$1,380.00
Verkada Shipping FeeVerkada Shipping Fee	4	\$21.50	\$86.00
Murphy Park Cameras			\$13,266.89
CD43-E Outdoor Dome Camera, 5MP, Fixed Lens	4	\$829.28	\$3,317.12
LIC-CAM-5Y-CAPVerkada 5-Year Camera License, Capacity Increase	4	\$719.00	\$2,876.00
NEMA BoxWeather Resistant - Water Tight NEMA rated Box	3	\$220.59	\$661.77
CAM-INSTInstall - Camera Mounting, Pointing, Tuning, Configuration, and Training	4	\$169.00	\$676.00
CAT6 Exterior Cable Installation with Terminations, Labeling and Testing	4	\$425.00	\$1,700.00
Verkada Shipping FeeVerkada Shipping Fee	4	\$21.50	\$86.00
Trenching + Conduit 10'10' Trenching and placing conduit inside.	10	\$395.00	\$3,950.00
Library Park Cameras			\$9,882.54
Verkada CD63-E Outdoor Dome Camera, 4K, Zoom Lens, 512GB of Storage, 30 Days of Retention	3	\$1,329.28	\$3,987.84
Verkada 5-Year Camera License, Capacity Increase	3	\$719.00	\$2,157.00
Ubiquiti 5AC Point to Point Wireless Bridge	2	\$845.01	\$1,690.02
NEMA BoxWeather Resistant - Water Tight NEMA rated Box	2	\$220.59	\$441.18
CAM-INSTInstall - Camera Mounting, Pointing, Tuning, Configuration, and Training	3	\$169.00	\$507.00
CAT6-200-EXTCAT6 Exterior Cable Installation with Terminations, Labeling and Testing	3	\$345.00	\$1,035.00
Verkada Shipping FeeVerkada Shipping Fee	3	\$21.50	\$64.50

TOTAL PRICE \$228,547.74