



# St. Charles County Government

**Department of Finance**

Robert W. Schnur, CPA  
Director

**MEMORANDUM**

*Approved by  
Consent Agenda  
on 9-26-11*

**TO:** Steve Ehlmann, County Executive  
**FROM:** Robert Schnur, Director *[Signature]*  
**DATE:** September 15, 2011  
**RE:** Notification of Bid Award – North American Video

Attached please find a Notification of Bid Award to **North American Video**, in the amount of **\$33,732.00**, for the purchase of assorted Network Video Equipment for the Information Systems Department. The bid opening was held on July 20, 2011 and the following bids were received.

Vendor	Location	Amount	Vendor	Location	Amount
North American Video	Brick NJ	\$33,732.00	Tech Electronics	St. Louis MO	\$37,455.87
Royal Systems**	Melville NY	\$25,130.00	OM Office Supply**	Mechanicsburg PA	\$23,240.00
B&H Video**	New York NY	\$27,090.00			

\*\*Partial bid

The purchase will be charged to accounts 301-9800-47400-77500 (**\$12,755.00**), 301-9800-47400 (**\$3,936.00**) and 245-3300-47150 (**\$17,041.00**).

After your review of the attached, if this meets with your approval, please sign and forward to the Council for inclusion on its next agenda.

If you have any questions, please call.

Enclosure

**APPROVED:**

*[Signature]*  
Chuck Gross

Director of Administration

*[Signature]*

Steve Ehlmann  
County Executive

Date 9/20/11

Date 9/21/11

**RECEIVED**

SEP 21 2011

ST. CHARLES COUNTY COUNCIL

**RECEIVED**

SEP 21 2011

ST. CHARLES COUNTY  
COUNSELOR'S OFFICE

**RECEIVED**

SEP 19 2011

ST. CHARLES COUNTY  
COUNTY EXECUTIVE OFFICE

201 N. Second Street ♦ Suite 541 ♦ St. Charles, Missouri 63301  
(636) 949-7465 ♦ Fax (636) 949-7456

# NOTIFICATION OF BID AWARD

**FOR AMOUNTS ABOVE  
\$5,000.00**

Process: Upon selecting winning bid, department must obtain Department Head or Elected official Signature and send to Purchasing. If over \$5,000, Purchasing will obtain County Executive's Signature. If over \$25,000, Purchasing will also route to County Counselor's Office for inclusion on Council Agenda. Once all approvals are obtained, copies will be sent to Director of Administration, County Auditor, County Clerk and Department Head.

Department Information Systems

Contact Person Don Brannam Telephone 7472

Item Bid or Service SB 11-148 Network Video Equipment

Bid Opening was held on: 7/20/2011 Bids Opened by: Rick Hooker

*The following bids were received:*

Vendor: North American Video Price: 33732.00 ~~\$33,694.00~~ PK

Bid meets all specifications:  Yes  No

Vendor: Tech Electronics Price: \$37,455.87

Bid meets all specifications:  Yes  No

Vendor: Royal Systems Price: \$25,130.00

Bid meets all specifications:  Yes  No

Vendor: OM Office Supply Price: \$23,240.00

Bid meets all specifications:  Yes  No

Vendor: B&H Photo Price: \$27,090.00

Bid meets all specifications:  Yes  No

Vendor: \_\_\_\_\_ Price: \_\_\_\_\_

Bid meets all specifications:  Yes  No

*Bid awarded to:* North American Video

If bid was not awarded to lowest bidder, please explain reason: Royal Systems, OM Office Supply and B&H Photo did not bid on the camera license and support. We are purchasing 46 licenses.

*Authorization:*

301-9800-413-47400-77500 – Corrections (\$12,755.00)

3019800-47400 – IS (\$3,936.00)

Account number purchase will be charged against: 245-3300-47150 – Parks (\$17,041.00)

Bid over \$5,000 Dept. Head/Elected Official Approval [Signature] 9-14-11

Bid over \$5,000 County Executive Approval \_\_\_\_\_

X

Bid over \$25,000

Please route to County Counselors Office for Inclusion on Council Agenda

**SB 11-148 Network Video Equipment Comparison**

Description	Part #	Qty.	North American Video		Tech Electronics		Royal Systems		OM Office Supply		B&H Photo		Ext. Cost
			Ext. Cost		Ext. Cost		Ext. Cost		Ext. Cost		Ext. Cost		
Axis M3204-V Fixed Dome Camera Vandal-resistant	0346-001	19	\$ 389.00	\$ 7,391.00	\$ 445.30	\$ 8,460.70	\$ 449.00	\$ 8,531.00	\$ 400.00	\$ 7,600.00	\$ 465.00	\$ 8,835.00	
Axis P3344-V Fixed Dome Camera Vandal-resistant 6mm	0327-001	9	\$ 678.00	\$ 6,102.00	\$ 788.10	\$ 7,092.90	\$ 738.00	\$ 6,642.00	\$ 695.00	\$ 6,255.00	\$ 815.00	\$ 7,335.00	
Axis P3344-VE Fixed Dome Camera Vandal-resistant 6mm	0325-001	10	\$ 793.00	\$ 7,930.00	\$ 922.39	\$ 9,223.90	\$ 863.00	\$ 8,630.00	\$ 815.00	\$ 8,150.00	\$ 949.00	\$ 9,490.00	
AXIS Steel Straps for pole bracket	5700-981	18	\$ 12.00	\$ 216.00	\$ 11.75	\$ 211.50	\$ 11.75	\$ 211.50	\$ 11.00	\$ 198.00	\$ 13.00	\$ 234.00	
AXIS T91A67 Pole Bracket	5017-671	9	\$ 73.00	\$ 657.00	\$ 83.09	\$ 747.81	\$ 78.00	\$ 702.00	\$ 74.00	\$ 666.00	\$ 85.00	\$ 765.00	
AXIS Mounting Tool for pole bracket straps	21776	1	\$ 110.00	\$ 110.00	\$ 121.70	\$ 121.70	\$ 121.00	\$ 121.00	\$ 110.00	\$ 110.00	\$ 125.00	\$ 125.00	
AXIS P33 Series Pendant Kit	5502-351	9	\$ 29.00	\$ 261.00	\$ 32.73	\$ 294.57	\$ 32.50	\$ 292.50	\$ 29.00	\$ 261.00	\$ 34.00	\$ 306.00	
ipConfigure 8 camera base license with 1st year support	IPC-ESM-BAS	1	\$ 1,660.00	\$ 1,660.00	\$ 1,706.09	\$ 1,706.09	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
ipConfigure single camera add on with 1st year support	IPC-ESM-ADD	45	\$ 209.00	\$ 9,405.00	\$ 213.26	\$ 9,596.70	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
				<b>\$ 33,732.00</b>		<b>\$ 37,455.87</b>		<b>\$ 25,130.00</b>		<b>\$ 23,240.00</b>		<b>\$ 27,090.00</b>	

**NOBA for Cameras**

Part#	Item	Qty.	Cost Each	Ext. Total	Dept.
IPC_ESM_ADD	Software Lic. New Cameras	27	\$ 209.00	\$ 5,643.00	Parks
IPC_ESM_ADD	Software Lic. New Cameras	9	\$ 209.00	\$ 1,881.00	Corrections
IPC_ESM_ADD	Software Lic. New Cameras	9	\$ 209.00	\$ 1,881.00	IS
IPC_ESM_BAS	8 Base License	1	\$ 1,660.00	\$ 1,660.00	Corrections
P3344VE	Low Light, Vandal Resistant, Outdoor	10	\$ 793.00	\$ 7,930.00	Parks
P3344V	Low Light, Vandal Resistant Camera	9	\$ 678.00	\$ 6,102.00	Corrections
M3204	Vandal Resistant Camera	6	\$ 389.00	\$ 2,334.00	Parks
M3204	Vandal Resistant Camera	8	\$ 389.00	\$ 3,112.00	Corrections
M3204	Vandal Resistant Camera	5	\$ 389.00	\$ 1,945.00	IS
5700-981	Steel Straps	18	\$ 12.00	\$ 216.00	Parks
5017-671	Pole Bracket	9	\$ 73.00	\$ 657.00	Parks
5502-351	Pendant Kit	9	\$ 29.00	\$ 261.00	Parks
21776	Mounting Tool	1	\$ 110.00	\$ 110.00	IS
<b>TOTAL</b>				<b>\$ 33,732.00</b>	

**Sub-Totals by Dept.**

Parks	\$ 17,041.00
Corrections	\$ 12,755.00
IS	\$ 3,936.00
<b>TOTAL</b>	<b>\$ 33,732.00</b>