

## HUMBOLDT COUNTY SHERIFF'S OFFICE INTER-OFFICE MEMORANDUM

DATE:

April 29, 2019

TO:

Board of Supervisors

FROM:

D. Christian, Captain DR1322

**SUBJECT:** 

RFP 19-001-SHF

This memorandum is to inform you of the RFP review committees' recommendation to enter into negotiations and submit for board approval for Integrated Security Controls, INC (ISC) to be the vendor for the Security System Upgrade at the Humboldt County Correctional Facility. Within this memorandum I will provide the reasons for the choice.

In evaluating ISC it was determined they had over 5 years' experience as a primary provider for correctional security systems, they had more than 3 references with good or better ratings, they met/exceeded requirements for Compliance with the Scope; Staffing; and Compliance with Service Level Agreement. They also partially met Projection Implementation Management as they couldn't comply with all aspects of it but most. Additionally, the overall cost of their proposal over a 6-year period was less than the other bidder.

In evaluating Cornerstone Detention Products, it was determined they had over 5 years' experience as a primary provider for correctional security systems, and they had more than 3 references with good or better ratings. They partially met the Compliance with Scope of Services by adjusting the implementation timeline to 800 business days, they partially met the Staffing as they do not have a local presence. They contract out of the bay area for camera issues and would have to send someone from Washington for programing issues. The partially met the Compliance with the Service Level Agreements as on their proposal they changed all the time frames set by the county. The partially met the Project Implementation Management as outlined above by having a timeline of 800 business days for implementation compared to the 120 business days requested by the county. Lastly the overall cost of their proposal was \$93, 637.00 more than the other bidder.

In conclusion ISC was determined to be the winning bidder based on the factors outlined above. The biggest reason being their ability to meet the implementation timeline and their ability to have a technician here for a system failure within 4-8 hours.

Attached: Scored Summary Evaluation and all Scoring Sheets

## II. SCORED SUMMARY EVALUATION (RAW DATA)

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,					3	0	0	ISC TOTAL
	10	90	22	10	25	0	26	Cpt. Christian
	10	2	15	0	20	10	20	Lt. Benge
0		0	0	0	0	0	0	Cornerstone TOTAL  ISC:
	000	\$ 500	820	ממט	00	0 0	20 20	Lt. Benge Lt. Griffin Cpt. Christian
						The second second		CORNERSTONE:
rall ost are, ts,	Lowest Overall Cost with most value (hardware, components, service, configuration)	2. Project Implementation Management (Total Possible: 15 Points)	1. Compliance with Service Level Agreement (Total Possible: 15 Points)	2. Staffing (Total Possible: 10 Points)	1. Compliance with Scope of Services (Total Possible: 20 Points)	2. References (Total Possible: 10 Points)	1. Experience (20 Points)	CRITERIA
and	D. Value and Cost (10 Possible Points)	C. Service and Maintenance (30 Possible Points)	C. Service and Possib	B. Ability to Provide Comprehensive High-Quality Services (30 Possible Points)	B. Ability to Provide Comprehensive High-Quality Services (30 Possible Points)	A. Relevant and Comparable Experience (30 Possible Points)	A. Relevant Experience (3	

Evaluator Name: JASON BENGE Signature: 1000		
		LI
Security Camera System, Vendor Name: CORPLETON L		01
REVIEW - SCORED EVALUATION - Scoring Questionnaire	Points	Evaluation Score
A. Relevant and Comparable Experience (30 Maximum Points)		
1. Experience (20 Points)		
¥ ≥5 Years Experience as a Primary Service Provider for SERVICES	20	7 4
< 5 Years Experience as a Primary Service Provider for SERVICES	10	60
2. References (10 Points)		
	10	
☐ < 3 References with Good or Better Rating	5	, ,
☐ No References with Good or Better Rating	0	10
B. Ability to Provide Comprehensive High-Quality Services (30 Maximum Points)		
1. Compliance with Scope of Services (20 Points)		
□ Met/Exceeded - Met or exceeded requirements in Scope of Services for SERVICES - Proposer included additional features, customer support and technology applicable to County, and/or more value-added services. There are no exceptions that take away from the minimum requirements of the RFP.  Partially Met - Less than 100% compliance with Scope of Services for SERVICES, or did not meet requirements of the Scope of Services. The Proposer listed a few exceptions that take away from the minimum requirements stated RFP.  □ Did Not Meet - Complete non-compliance with Scope of Services for SERVICES, or did not meet requirements of the Scope of Services. Proposer has multiple exceptions that take away from the minimum requirements of the RFP.	20 10	10
2. Staffing (10 Points)		
☐ Met/Exceeded - Proposer has staff and local presence to provide SERVICES.	10	
Partially Met - Proposer does not have sufficient staff and/or no local presence to provide SERVICES.  □ Did Not Meet - Proposer has no staff and no local presence to provide SERVICES.	5	5
C. Service and Maintenance (30 Maximum Points)		
1. Compliance with Service Level Agreement (15 Points)		
□ Met/Exceeded - 100% Compliance with Service Level Agreement	15	
Partially Met - Less than 100% compliance with Service Level Agreement	8	8
Did Not Meet - Non-Compliance with Service Level Agreement	0	0
2. Project Implementation Management (15 Points)		
□ Met/Exceeded - Met or Exceeded requirements in Project Implementation Management - Proposer included detailed Project Approach and Methodology (solid and detailed plan for providing Services, demonstrating understanding of the Scope of Work), proposed implementation plan and schedule, project team and organization chart, and integration of new services (detailed plans for the provision of necessary hardware and software, and the integration of the new system/equipment, while minimizing the impacts to current operations.	15	8
Partially Met - Partially met the requirements in Project Implementation Management - One or more of the following requirements were not included or not enough details were provided: Project Approach and Methodology (solid and detailed plan for providing Services, demonstrating understanding of the Scope of Work), proposed implementation plan and schedule, project team and organization chart, and integration of new services (detailed plans for the provision of necessary hardware and software, and the integration of the new system/equipment, while minimizing the impacts to current operations.  □ Did Not Meet - Did not meet the requirements in Project Implementation Management	8	
D. Value and Cost (10 Maximum Points)	telepine.	Section 201
Lowest Overall Cost with most value (hardware, components, service, configuration)	10	
The state of the most value (naturale, components, service, configuration)	10	0

SECTION TOTALS	
A. Relevant and Comparable Experience	30 0
B. Ability to Provide Comprehensive High-Quality Services	15 0
C. Service and Maintenance	16 0
D. Value and Cost	0 0

Evaluator Name: Dennis Griffin Signature: Lt hold 1833 Security Camera System, Vendor Name: Cornerstone Detention		61
REVIEW - SCORED EVALUATION - Scoring Questionnaire	Points	Evaluation Score
A. Relevant and Comparable Experience (30 Maximum Points)		
1. Experience (20 Points)		
	20	200
□ < 5 Years Experience as a Primary Service Provider for SERVICES	10	de
2. References (10 Points)		أحد المعاددة
$\boxtimes$ $\geq$ 3 References with Good or Better Rating	10	
< 3 References with Good or Better Rating	5	100
☐ No References with Good or Better Rating	D	. ,
B. Ability to Provide Comprehensive High-Quality Services (30 Maximum Points)		
1. Compliance with Scope of Services (20 Points)		
☐ Met/Exceeded - Met or exceeded requirements in Scope of Services for SERVICES - Proposer included additional features, customer support and technology applicable to County, and/or more valueadded services. There are no exceptions that take away from the minimum requirements of the RFP.  A Partially Met - Less than 100% compliance with Scope of Services for SERVICES, or did not meet	20	10%
requirements of the Scope of Services. The Proposer listed a few exceptions that take away from the minimum requirements stated RFP.  Did Not Meet - Complete non-compliance with Scope of Services for SERVICES, or did not meet	10	19
requirements of the Scope of Services. Proposer has multiple exceptions that take away from the minimum requirements of the RFP.	0	
2. Staffing (10 Points)		
<ul> <li>Met/Exceeded - Proposer has staff and local presence to provide SERVICES.</li> </ul>	10	17
Response time longer		5
Partially Met - Proposer does not have sufficient staff and/or no local presence to provide SERVICES.	5	
□ Did Not Meet - Proposer has no staff and no local presence to provide SERVICES.	0	
C. Service and Maintenance (30 Maximum Points)		
I. Compliance with Service Level Agreement (15 Points)  ☐ Met/Exceeded - 100% Compliance with Service Level Agreement	15	
Mety Exceeded - 100% compliance with Service Level Agreement Changed SLA times	15	~
□ Did Not Meet - Non-Compliance with Service Level Agreement	0	0
. Project Implementation Management (15 Points)		
Met/Exceeded - Met or Exceeded requirements in Project Implementation Management - Proposer included detailed Project Approach and Methodology (solid and detailed plan for providing Services, demonstrating understanding of the Scope of Work), proposed implementation plan and schedule, project team and organization chart, and integration of new services (detailed plans for the provision of necessary hardware and software, and the integration of the new system/equipment, while minimizing the impacts to current operations.  The Project Schedule for Partially Met - Partially met the requirements in Project Implementation Management - One or more of the following requirements were not included or not enough details were provided: Project Approach and Methodology (solid and detailed plan for providing Services, demonstrating understanding of the Scope of Work), proposed implementation plan and schedule, project team and organization chart,	15	8
and integration of new services (detailed plans for the provision of necessary hardware and software, and the integration of the new system/equipment, while minimizing the impacts to current operations.		
□ Did Not Meet - Did not meet the requirements in Project Implementation Management	0	
D. Value and Cost (10 Maximum Points)	LES BY	

SECTION TOTALS	
A. Relevant and Comparable Experience	0 30
B. Ability to Provide Comprehensive High-Quality Services	0 15
C. Service and Maintenance	0 16
D. Value and Cost	00

Security Camera System, Vendor Name: Corrections		61
REVIEW - SCORED EVALUATION - Scoring Questionnaire	Points	Evaluation Scor
A. Relevant and Comparable Experience (30 Maximum Points)		
1. Experience (20 Points)		الإكالات المراجع
≥5 Years Experience as a Primary Service Provider for SERVICES  < 5 Years Experience as a Primary Service Provider for SERVICES	20	20
2. References (10 Points)	10	CX
≥ 3 References with Good or Better Rating	10	
□ <3 References with Good or Better Rating	5	10
☐ No References with Good or Better Rating	0	Ø
B. Ability to Provide Comprehensive High-Quality Services (30 Maximum Points)		
. Compliance with Scope of Services (20 Points)		
□ Met/Exceeded - Met or exceeded requirements in Scope of Services for SERVICES - Proposer included additional features, customer support and technology applicable to County, and/or more value-		
dded services. There are no exceptions that take away from the minimum requirements of the RFP.  Partially Met - Less than 100% compliance with Scope of Services for SERVICES, or did not meet	20	
duirements of the Scope of Services. The Proposer listed a few exceptions that take away from the inimum requirements stated RFP.  Did Not Meet - Complete non-compliance with Scope of Services for SERVICES, or did not meet	10	
equirements of the Scope of Services. Proposer has multiple exceptions that take away from the ininimum requirements of the RFP.	0	10
Staffing (10 Points)	N. Par	
☐ Met/Exceeded - Proposer has staff and local presence to provide SERVICES.	10	
Partially Met - Proposer does not have sufficient staff and/or no local presence to provide SERVICES.  Did Not Meet - Proposer has no staff and no local presence to provide SERVICES.	5	5
Compliance with Service Level Agreement (15 Points)  Met/Exceeded - 100% Compliance with Service Level Agreement		
X Partially Met - Less than 100% compliance with Service Level Agreement	15 8	0
□ Did Not Meet - Non-Compliance with Service Level Agreement	0	
Project Implementation Management (15 Points)  ☐ Met/Exceeded - Met or Exceeded requirements in Project Implementation Management - Proposer cluded detailed Project Approach and Methodology (solid and detailed plan for providing Services, monstrating understanding of the Scope of Work), proposed implementation plan and schedule, object team and organization chart, and integration of new services (detailed plans for the provision of		
cessary hardware and software, and the integration of the new system/equipment, while minimizing e impacts to current operations.	15	
Partially Met - Partially met the requirements in Project Implementation Management - One or ore of the following requirements were not included or not enough details were provided: Project opposed and Methodology (solid and detailed plan for providing Services, demonstrating understanding the Scope of Work), proposed implementation plan and schedule, project team and organization chart, and integration of new services (detailed plans for the provision of necessary hardware and software, and integration of the new system/equipment, while minimizing the impacts to current operations.  □ Did Not Meet - Did not meet the requirements in Project Implementation Management	8 0	8
D. Value and Cost (10 Maximum Points)		NAME OF THE PARTY.
west Overall Cost with most value (hardware, components, service, configuration)	10	(2)
Six year total- \$2,257,413		~
SECTION TOTALS		
A. Relevant and Comparable Experience		\$ 30
B. Ability to Provide Comprehensive High-Quality Services	THE TAXABLE	815
C. Service and Maintenance	724	016
C. Sci vice and intuitie		

Evaluator Name: JASON BCN Usignature:	_	
Security Camera System, Vendor Name:   S C	<b>.</b>	93
REVIEW - SCORED EVALUATION - Scoring Questionnaire	Points	Evaluation Score
A. Relevant and Comparable Experience (30 Maximum Points)		
1. Experience (20 Points)		
🤯 ≥5 Years Experience as a Primary Service Provider for SERVICES	20	70
< 5 Years Experience as a Primary Service Provider for SERVICES	10	20
2. References (10 Points)		
$\square$ $\geq$ 3 References with Good or Better Rating	10	
$\square$ < 3 References with Good or Better Rating	5	10
☐ No References with Good or Better Rating	0	l
B. Ability to Provide Comprehensive High-Quality Services (30 Maximum Points)		
1. Compliance with Scope of Services (20 Points)	Tella.	
Met/Exceeded - Met or exceeded requirements in Scope of Services for SERVICES - Proposer included additional features, customer support and technology applicable to County, and/or more value-added services. There are no exceptions that take away from the minimum requirements of the RFP.  □ Partially Met - Less than 100% compliance with Scope of Services for SERVICES, or did not meet	20	20
requirements of the Scope of Services. The Proposer listed a few exceptions that take away from the minimum requirements stated RFP.  Did Not Meet - Complete non-compliance with Scope of Services for SERVICES, or did not meet	10	
requirements of the Scope of Services. Proposer has multiple exceptions that take away from the minimum requirements of the RFP.	0	
2. Staffing (10 Points)		
	10	
□ Partially Met - Proposer does not have sufficient staff and/or no local presence to provide SERVICES. □ Did Not Meet - Proposer has no staff and no local presence to provide SERVICES.	5 0	10
C. Service and Maintenance (30 Maximum Points)		
1. Compliance with Service Level Agreement (15 Points)		
	15	
□ Partially Met - Less than 100% compliance with Service Level Agreement	8	15
□ Did Not Meet - Non-Compliance with Service Level Agreement	0	
2. Project Implementation Management (15 Points)		
Met/Exceeded - Met or Exceeded requirements in Project Implementation Management - Proposer included detailed Project Approach and Methodology (solid and detailed plan for providing Services, demonstrating understanding of the Scope of Work), proposed implementation plan and schedule, project team and organization chart, and integration of new services (detailed plans for the provision of necessary hardware and software, and the integration of the new system/equipment, while minimizing the impacts to current operations.	15	
Partially Met - Partially met the requirements in Project Implementation Management - One or more of the following requirements were not included or not enough details were provided: Project Approach and Methodology (solid and detailed plan for providing Services, demonstrating understanding of the Scope of Work), proposed implementation plan and schedule, project team and organization chart, and integration of new services (detailed plans for the provision of necessary hardware and software, and the integration of the new system/equipment, while minimizing the impacts to current operations.  Did Not Meet - Did not meet the requirements in Project Implementation Management	8 0	8
a little and a second a second and a second		
D. Value and Cost (10 Maximum Points)		

SECTION TOTALS	
A. Relevant and Comparable Experience	30 0
B. Ability to Provide Comprehensive High-Quality Services	30 0
C. Service and Maintenance	23 0
D. Value and Cost	10 0

Security Camera System, Vendor Name: Integrated Sociality Controls  REVIEW - SCORED EVALUATION - Scoring Questionnaire  A. Relevant and Comparable Experience (30 Maximum Points)  1. Experience (20 Points)  ≥ 5 Years Experience as a Primary Service Provider for SERVICES  ○ < 5 Years Experience as a Primary Service Provider for SERVICES  2. References (10 Points)  ≥ 3 References with Good or Better Rating  ○ < 3 References with Good or Better Rating  ○ No References with Good or Better Rating  ○ No References with Good or Better Rating  1. Compliance with Scope of Services (20 Points)  1. Compliance with Scope of Services (20 Points)	ion Score
A. Relevant and Comparable Experience (30 Maximum Points)  1. Experience (20 Points)  1. Experience (20 Points)  20  20  3 Years Experience as a Primary Service Provider for SERVICES  20  2. References (10 Points)  2. References with Good or Better Rating  3 References with Good or Better Rating  3 References with Good or Better Rating  4 No References with Good or Better Rating  5 No References with Good or Better Rating  4 Ability to Provide Comprehensive High-Quality Services (30 Maximum Points)	
1. Experience (20 Points)	<b>5</b>
≥5 Years Experience as a Primary Service Provider for SERVICES	. <b>D</b>
□ < 5 Years Experience as a Primary Service Provider for SERVICES	\$
2. References (10 Points)	5
	3
□       < 3 References with Good or Better Rating	3
□ No References with Good or Better Rating  B. Ability to Provide Comprehensive High-Quality Services (30 Maximum Points)	5
B. Ability to Provide Comprehensive High-Quality Services (30 Maximum Points)	
1. Compliance with Scope of Services (20 Points)	
Met/Exceeded - Met or exceeded requirements in Scope of Services for SERVICES - Proposer included additional features, customer support and technology applicable to County, and/or more value-added services. There are no exceptions that take away from the minimum requirements of the RFP.  □ Partially Met - Less than 100% compliance with Scope of Services for SERVICES, or did not meet	×
requirements of the Scope of Services. The Proposer listed a few exceptions that take away from the  minimum requirements stated RFP.  Did Not Meet - Complete non-compliance with Scope of Services for SERVICES, or did not meet	0
requirements of the Scope of Services. Proposer has multiple exceptions that take away from the minimum requirements of the RFP.	
2. Staffing (10 Points)	
Met/Exceeded - Proposer has staff and local presence to provide SERVICES. 10	,
□ Partially Met - Proposer does not have sufficient staff and/or no local presence to provide SERVICES. 5 □ Did Not Meet - Proposer has no staff and no local presence to provide SERVICES. 0	<b>9</b>
C. Service and Maintenance (30 Maximum Points)	
1. Compliance with Service Level Agreement (15 Points)	
★ Met/Exceeded - 100% Compliance with Service Level Agreement 15	
Partially Met - Less than 100% compliance with Service Level Agreement  8	$\supset$
□ Did Not Meet - Non-Compliance with Service Level Agreement 0	
2. Project Implementation Management (15 Points)  □ Met/Exceeded - Met or Exceeded requirements in Project Implementation Management - Proposer included detailed Project Approach and Methodology (solid and detailed plan for providing Services, demonstrating understanding of the Scope of Work), proposed implementation plan and schedule, project team and organization chart, and integration of new services (detailed plans for the provision of necessary hardware and software, and the integration of the new system/equipment, while minimizing the impacts to current operations.	8
Plan submitted not fully detailed  Partially Met - Partially met the requirements in Project Implementation Management - One or  more of the following requirements were not included or not enough details were provided: Project  Approach and Methodology (solid and detailed plan for providing Services, demonstrating understanding of the Scope of Work), proposed implementation plan and schedule, project team and organization chart, and integration of new services (detailed plans for the provision of necessary hardware and software, and the integration of the new system/equipment, while minimizing the impacts to current operations.  8	
□ Did Not Meet - Did not meet the requirements in Project Implementation Management 0	
D. Value and Cost (10 Maximum Points)	
Lowest Overall Cost with most value (hardware, components, service, configuration) 12, 163, 766 10	5

SECTION TOTALS	the State of
A. Relevant and Comparable Experience	0 30
B. Ability to Provide Comprehensive High-Quality Services	0 30
C. Service and Maintenance	0 3
D. Value and Cost	0 10

Evaluator Name: Dune Christian Signature: CH (121)		0.4
Security Camera System, Vendor Name: Integrated Security Control		43
REVIEW - SCORED EVALUATION - Scoring Questionnaire	Points	Evaluation Score
A. Relevant and Comparable Experience (30 Maximum Points)		
1. Experience (20 Points)		
≥ S Years Experience as a Primary Service Provider for SERVICES	20	20
☐ < 5 Years Experience as a Primary Service Provider for SERVICES	10	
2. References (10 Points)	4-1	
≥ 3 References with Good or Better Rating	10	1.0
☐ < 3 References with Good or Better Rating	5	( )
□ No References with Good or Better Rating	0	
B. Ability to Provide Comprehensive High-Quality Services (30 Maximum Points)		
1. Compliance with Scope of Services (20 Points)		
Met/Exceeded - Met or exceeded requirements in Scope of Services for SERVICES - Proposer included additional features, customer support and technology applicable to County, and/or more value-		
added services. There are no exceptions that take away from the minimum requirements of the RFP.	20	
□ Partially Met - Less than 100% compliance with Scope of Services for SERVICES, or did not meet		
requirements of the Scope of Services. The Proposer listed a few exceptions that take away from the		
minimum requirements stated RFP.  □ Did Not Meet - Complete non-compliance with Scope of Services for SERVICES, or did not meet	10	ファ
requirements of the Scope of Services. Proposer has multiple exceptions that take away from the		
minimum requirements of the RFP.	D	)
2. Staffing (10 Points)		
Met/Exceeded - Proposer has staff and local presence to provide SERVICES 4-8h-	10	
Cesponse		10
☐ Partially Met - Proposer does not have sufficient staff and/or no local presence to provide SERVICES.☐ Did Not Meet - Proposer has no staff and no local presence to provide SERVICES.	5	
		10' - 1174 3
C. Service and Maintenance (30 Maximum Points)		
1. Compliance with Service Level Agreement (15 Points)  Met/Exceeded - 100% Compliance with Service Level Agreement	15	
Partially Met - Less than 100% compliance with Service Level Agreement	8	
□ Did Not Meet - Non-Compliance with Service Level Agreement	0	15
2. Project Implementation Management (15 Points)		
□ Met/Exceeded - Met or Exceeded requirements in Project Implementation Management - Proposer		
included detailed Project Approach and Methodology (solid and detailed plan for providing Services, demonstrating understanding of the Scope of Work), proposed implementation plan and schedule,		
project team and organization chart, and integration of new services (detailed plans for the provision of		
necessary hardware and software, and the integration of the new system/equipment, while minimizing		
the impacts to current operations.	15	
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Partially Met - Partially met the requirements in Project Implementation Management - One or more of the following requirements were not included or not enough details were provided: Project		
Approach and Methodology (solid and detailed plan for providing Services, demonstrating understanding		
of the Scope of Work), proposed implementation plan and schedule, project team and organization chart,		-
and integration of new services (detailed plans for the provision of necessary hardware and software, and		(D)
the integration of the new system/equipment, while minimizing the impacts to current operations.	8	
□ Did Not Meet - Did not meet the requirements in Project Implementation Management	0	
D. Value and Cost (10 Maximum Points)		A LA ST INVESTIGATION
Lowest Overall Cost with most value (hardware, components, service, configuration)	10	10
Six year total \$ 2,163,766		
SECTION TOTALS		
A. Relevant and Comparable Experience	1811	ø 30
B. Ability to Provide Comprehensive High-Quality Services	11,71	p 30
C Service and Maintenance		~ ~ ~

C. Service and Maintenance
D. Value and Cost