

## Memorandum

**To:** Tracy Shackleton  
**From:** Nicolas Brisson  
**Copy:** Annette Jones (Beca)  
**Subject:** Papakura Business Association Video Surveillance System expansion project - Quotes review

**Date:** 30 January 2018  
**Our Ref:** 4681614

### 1 Introduction

Beca has been commissioned by Papakura Business Association (PBA) to review 3 quotes from different security integrators for the Papakura Business Association Video Surveillance System Community Expansion project.

The review is based on the following quotes:

- Clearview technology proposal "Clearview PBA CCTV Community Expansion Proposal Rev 3.1..pdf" dated 18/09/2017
- ARA proposal "ARA PBA CCTV Community Expansion Proposal AT 20180108 CA.docx" dated 18/09/2017
- ICE Security proposal dated 18/12/2017 which includes the following documents:
  - o CVMS - End User Introduction.pdf
  - o CVMS ANPR.pdf
  - o DS-2CD6986F-H.pdf
  - o ds-2de7220iw-ae.pdf
  - o Quote\_No\_1575.pdf
  - o Quote\_No\_1580.pdf
  - o Quote\_No\_1581.pdf
  - o Quote\_No\_1582.pdf
  - o Smart V Plate Management.pdf

As ARA used the same format as Clearview Technology quote, the two offers are very comparable. On the other end, ICE Security provided a couple of options and missed some items included in the other two quotes.

We understand that a separate contractor, referred to as "AT installation contractor", will be physically installing the field equipment.

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## 2 Quotes Review

### 2.1 Clearview Technology

Note that Clearview Technology quote stipulates “All project pricing and costings are Valid for 30 days from the proposal date: 18<sup>th</sup> September 2017”. PBA may wish to confirm with Clearview that this price still stands.

The comments on Clearview Technology quote are as follows:

- Pricing has been provided for Milestone Care licence scheme for both the upgrade and the LPR software. However, as the Milestone version is to be upgraded, this cost is not relevant. Note that the other two quotes have excluded that item.
- Windows 2012 is provided for the new server. Clearview Technology should clarify why Windows 2016 is not used.
- As per Beca Safety Review Report, we suggested that cameras with improved lighting management performance should be installed to avoid or minimize the current glare issues with street lighting. Clearview to confirm that the proposed cameras can provide this outcome.
- Clearview recommends that the Video Display Wall equipment should be protected by a UPS. Clearview to clarify if the UPS is included in the quote.
- The Clearview AT cost estimate is conservative and inconsistent with ARA AT costs.

### 2.2 ARA

ARA quote being based on Clearview’s quote format, most of the comments are similar.

- As per Beca Safety Review Report, we suggested that cameras with improved lighting management performance should be installed to avoid or minimize the current glare issues with street lighting. ARA to confirm that the proposed cameras can provide this outcome.
- ARA recommends that the Video Display Wall equipment should be protected by a UPS. ARA to clarify if the UPS is included in the quote.
- ARA estimated costing for AT contractor installation seems to be for one camera only. ARA to clarify.
- External Video Feed Display and Monitoring hardware costs have not been provided.

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### 2.3 ICE security

ICE Security has provided an option using CVMS. CVMS is a cloud based CCTV Video Management System service. This means that PBA would not need to own servers and storage and that ICE Security would provide the cameras management system as a service.

Instead of paying for servers and associated maintenance etc. PBA would pay a monthly fee where ICE Security would take care of those items themselves in the same way, for example, that Google provide email services with Gmail or Office 365 as opposed to individuals/companies installing their own email server.

PBA would only have to add cameras and request those changes to ICE Security. This is a different and viable model that is gaining market acceptance.

Additional comments on ICE Security quote are:

- Hikvision fixed cameras are a good alternative to the Mobotix cameras offered by the other 2 providers. Glare issues are expected to be minimised compared to the current Mobotix cameras.
- The Hikvision PTZ cameras are of a slightly lower specs that the other two providers'.
- No price or estimate has been provided for AT installation costs, Annual maintenance, external video feed display and monitoring, and video display wall. Therefore, this offer could be deemed non-compliant.

## 3 Staging

Should PBA wish to stage this upgrade project, the first item should be the Milestone upgrade as PBA cannot add cameras to the current system if this is not achieved.

Then at a later stage(s), additional cameras, depending on most critical requirements, can be incrementally installed.

## 4 Recommendation

No detailed information is provided with regards to camera installation for Licence Plate Recognition. Note that there are multiple parameters to take into account when installing licence plate cameras (lighting conditions, camera height and distance relative to the targeted vehicles, etc.). We recommend that PBA seeks clarification from the selected contractor as to what outcome can be expected from those cameras.

We recommend the indicative AT costs be confirmed so that there is consistency within the quotes.

The quote from Clearview is higher than the other two prices provided. This would be explained by the companies' size difference and their relative buying power. ARA is a large security company with headquarters in Australia who has acquired reputable New-Zealand companies last year, ICE and Clearview are Auckland based security providers.

As ICE Security did not provide costing for a few items, it is difficult to compare their offer to the other two integrators.

ARA is a good company and holds a very good track record in New-Zealand including Auckland Council. Note that Beca has had good experience in past projects with ARA.

Clearview is the incumbent for PBA, therefore knows PBA systems and processes.

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Note that selecting a different company than your incumbent would create issues around who manages the current system and cameras maintenance. This can be overcome but needs to be considered.

By removing AT costing, and accounting for the missed cost in the ARA quote for the connection if the external video feeds, the Clearview cost is approximately 17% higher than ARA.

Based on technical compliance and completeness of the quotes presented, we recommend Clearview Technology.

Regards



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