

COUNTY OF ROCKLAND  
Department of General Services  
**Purchasing Division**

# Contract Award Notification

Title: Pole Camera's-Surveillance Equipment and Supplies  
Contract Period: July 23, 2021 through July 22, 2022 w/1 year option  
Original Date of Issue: July 26, 2021  
Date of Revision:  
**BID No: RFB-RC-2021-055**  
**Catalog: Law Enforcement**  
Authorized Users: County Agencies, All Political Subdivisions

Address Inquiries To:

Name: Richard Ryan  
Title: Purchaser II  
Phone: 845-364-3817  
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E-mail: ryanri@co.rockland.ny.us

**Description**

This contract is for Surveillance Equipment and Supplies for Pole Camera's.

Contract #	Vendor Number	Contractor & Address	Telephone No.
BID 21-055	0000026907	Cowboy Concealment 15702 Singapore Lane Houston, TX 77040 Contact: Christie Crawford shelby@cowboyconcealments.com	832-297-6229

**POLE CAMERA'S -SURVEILLANCE EQUIPMENT AND ACCESSORIES**

COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT BLDG. A, 2ND FLOOR, 50 SANATORIUM ROAD POMONA, NY 10970 TELEPHONE NO.: 845-364-3820 FAX NO.: 845-364-3809								
LINE NO.	DESCRIPTION	ITEM NUMBER	EST. QTY.	UNIT	UNIT PRICE	EXTENDED PRICE	BRAND NAME AND PRODUCT CODE	VENDOR
<b>SECTION ONE</b>								
1	Cobra Head Street Light Package <b>Including:</b> AirLink RV 50X Sierra Wireless Modem and Canon VBS30D MkII Network Camera Cowboy Concealments or Approved Equal	68087000005	1	EACH	\$ 2,895.00	\$ 2,895.00	Cobra Head VB 30 RV50	Cowboy Concealments
2	LED Street Light Package <b>Including:</b> AirLink RV 50X Sierra Wireless Modem and Canon VBS30D MkII Network Camera Cowboy Concealments or Approved Equal	68087000006	1	EACH	\$ 2,895.00	\$ 2,845.00	LED RV50 VB30	Cowboy Concealments
3	BelAir Mid Span Concealment <b>Including:</b> AirLink RV 50X Sierra Wireless Modem and Canon VBSH45 PTZ Network Camera Cowboy Concealments or Approved Equal	68087000007	2	EACH	\$ 5,570.00	\$11,140.00	Belair	Cowboy Concealments
4	Wi Fi concealment <b>Including:</b> AirLink RV 50X Sierra Wireless Modem Cowboy Concealments or Approved Equal	68087000008	1	EACH	\$ 3,020.00	\$ 3,020.00	WiFi	Cowboy Concealments
5	Window Medium Box Concealment <b>Including:</b> AirLink RV 50X Sierra Wireless Modem and Canon VBSH45 PTZ Network Camera Cowboy Concealments or Approved Equal	68087000009	8	EACH	\$ 4,220.00	\$33,760.00	Medium Concealment	Cowboy Concealments
6	RECONYX Cellular LPR w/Security Enclosure <b>Including:</b> HL2HC Hyper Fire 2 720P Cellular License Plate Capture Camera Cowboy Concealments or Approved Equal	68087000010	2	EACH	\$ 710.00	\$1,420.00	Pedestal Concealment	Cowboy Concealments
7	<b>Percent Discount From Manufacturers List Price For Additional Items In Catalog</b> <b>Percent Discount shall be entered as a whole number EX: 10% = 0.10</b>	68087000011	20000	Percent Discount	0%	\$20,000.00		Cowboy Concealments
	<b>Days to Complete Delivery After Receipt of Purchase Order</b>	68087		DAYS	30-45	<b>\$ 75,080.00</b>		

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### **Requested Documents:**

Please note the type and number of files allowed. The maximum upload file size is 1000 MB.

Please do not embed any documents within your uploaded files, as they will not be accessible or evaluated.

### **Requested Data:**

Please note that text fields have a limit of 2000 characters. We recommend you prepare your responses in advance to ensure they fit within the length restrictions. Learn more about Requested Data at the [Bonfire Help Center](#).

### **Requested BidTables:**

The BidTable Response Templates can be obtained at <https://rocklandgov.bonfirehub.com/opportunities/44978>.

Please note that BidTables may take a significant amount of time to prepare.

## **2. Upload your submission at:**

<https://rocklandgov.bonfirehub.com/opportunities/44978>

Your submission must be uploaded, submitted, and finalized prior to the Closing Time of **Jul 13, 2021 3:00 PM EDT**. We strongly recommend that you give yourself sufficient time and **at least ONE (1) day** before Closing Time to begin the uploading process and to finalize your submission.

### **Important Notes:**

Each item of Requested Information will only be visible after the Closing Time.

Uploading large documents may take significant time, depending on the size of the file(s) and your Internet connection speed.

You will receive an email confirmation receipt with a unique confirmation number once you finalize your submission.

Minimum system requirements: Internet Explorer 11, Microsoft Edge, Google Chrome, or Mozilla Firefox. Javascript must be enabled. Browser cookies must be enabled.

### **Need Help?**

Rockland County uses a Bonfire portal for accepting and evaluating proposals digitally. Please contact Bonfire at [Support@GoBonfire.com](mailto:Support@GoBonfire.com) for technical questions related to your submission. You can also visit their help forum at <https://bonfirehub.zendesk.com/hc>

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## PURCHASES BY OTHER

### LOCAL GOVERNMENTS, SCHOOL DISTRICTS, AND NON PROFIT AGENCIES

As per the New York State General Municipal Law, all political subdivisions of New York State are allowed to make purchases through the resulting contract(s). As per Rockland County Procurement Policy, Non Profit Agencies approved to participate in New York State's Contract Extension Program are authorized to make purchases through the resulting contract(s).

1. The County of Rockland shall make all contract award information available to other political subdivisions and non profit agencies through our website: [www.rcpurchasing.com](http://www.rcpurchasing.com)
2. Any other political subdivision or Rockland County non profit agency will issue purchase orders directly to vendors within the specified contract period referencing the County's contract and shall be liable for any payments due on such purchase orders; and shall accept sole responsibility for any payment due.
3. All purchases shall be subject to audit and inspection by the other political subdivisions and Rockland County non profit agencies for which the purchase was made.
4. No officer, board or agency of a county, town, village, or school district shall make any purchase through the County when bids have been received for such purchase by such officer, board or agency, unless such purchase may be made upon the same terms, conditions and specifications at a lower price through the County.
5. All Bidders shall be on notice that as a condition of the award of a County contract, the successful bidder shall accept the award of a similar contract with any other political subdivision in New York State and Rockland County non profit agencies authorized to use New York State's contracts, if called upon to do so. A listing of approved Rockland County non profit agencies is available on the Purchasing Division's website at [www.rcpurchasing.com](http://www.rcpurchasing.com). The County, however, will not be responsible for any debts incurred by the participants pursuant to this or any other agreement.
6. Necessary deviations from the County's specifications in the award of a participant contract, whether such deviations relate to quantities, or delivery points shall be resolved between the successful bidder and the other political subdivisions and Rockland County non profit agencies.

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## **SPECIFICATIONS**

### 1. SCOPE

- 1.1. The scope of this bid is to provide Cobra Head, Street Light LED, Wi-Fi and Window Concealment packages inclusive of modems, cameras and all accessories for the surveillance of County roadways as specified. (see pages 10-12 for all specifications). Pricing on proposal pages is grouped by individual package inclusive of cameras, modems and accessories.

### 2. REQUIREMENTS

- 2.1. All items must be as specified or approved equal or equivalent.
- 2.2. Bids containing restrictions will not be acceptable unless the County of Rockland Purchasing Division deems the restrictions conform to County of Rockland requirements.
- 2.3. Equipment being submitted **MUST** work with existing surveillance and transmitting systems, and wireless remote Interface equipment.
- 2.4. All prices bid, are to include freight and delivery.

### 3. QUANTITIES

- 3.1 Quantities provided are for evaluation purposes. The County reserves the right to order quantities above or below those stated on the proposal pages.
- 3.2 Vendor is to offer a percent discount from manufacturers suggested price list. All discounts must be firm and fixed for the first year of the contract. If uploaded on the Bonfire portal, the Percent Discount is to be entered as a whole number **EX:10%= 0.10** on the proposal pages.

### 4. NONRESTRICTIVE USE OF BRAND NAME OR EQUAL SPECIFICATIONS

- 4.1. The use of a brand name is for the purpose of describing the standard of quality, performance, and characteristics desired and is not intended to limit or restrict competition.

### 5. APPROVED EQUAL OR EQUIVALENT ITEMS

- 5.1. Bidder must submit specification, cut sheets, and brochure data with the bid submission if bidding on an equal or equivalent item. Bidders must also include a company name, address, contact and contact telephone number of where the product is currently being utilized.
- 5.2. If the bidder is bidding an approved equal, he must provide references showing locations the County of Rockland can visit of the exact make and model intended to be supplied. If bidding an alternate or

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approved equal, two copies of brochures, specifications, and any other pertinent information must be sent with bid.

- 5.3. In the event that an alternate is bid, the County of Rockland reserves the right to request a demonstration of the specific model bid. Failure to furnish the demonstration will render the bid, for that item, as non-responsive.
- 5.4. Any units not conforming to these specifications may be rejected, and it will be the responsibility of the manufacturer to conform to the requirements unless exceptions have been specifically cited by the bidder and acceptance made on the basis of the exceptions. Each bidder is required to respond to every requirement in this specification with the appropriate explanation of equipment when specified and supply all requested information with bids.
- 5.5. The County of Rockland will make the final determination on whether the equipment is considered an approved equal.

## 6. PROPOSAL PAGE

- 6.1. The Proposal Pages shall be completed accurately. An extended price shall be entered in the column indicating "Extended Price".
- 6.2. Bidder shall submit the actual manufacturer's brand name and part numbers for equipment being bid (this includes bids submitted for equivalent or as specified equipment) in the space provided on the Proposal Pages. In addition, Bidder must indicate vendor stock numbers.

## 7. EQUIPMENT REQUIREMENTS

- 7.1. Cameras are to be configured with Verizon SIM cards supplied by the County of Rockland.
- 7.2. Equipment must be able to be deployed upon receipt.
- 7.3. Equipment must be new, unused in original packaging.
- 7.4. Equipment shall have standard manufacturer's warranty. Standard manufacturer's equipment warranty is to be included in bid response.
- 7.5. Training and technical support on equipment is to be provided on an ongoing basis at no additional cost.

## 8. AWARD

- 8.1. Bid will be awarded in its entirety to the lowest responsive responsible Bidder based on overall bid price indicated on proposal pages and who meets all the stated requirements.

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## 9 OPTION TO EXTEND

- 9.1 The bid rates are to remain firm through the first contract period with no adjustments allowed. If the County exercises the second option period of the award, Contractor may submit a request for adjustment on the anniversary date of the contract. Any request for price adjustment(s) shall be submitted thirty (30) days in advance in writing to the Director of Purchasing. All price adjustments will be limited to the percentage increase in the CPI Index – All Urban Consumers for the preceding 12 months. The County reserves the right to reject any request for price increase deemed excessive.
- 9.2 CPI-Index - Consumer Price Index for All Urban Consumers as published by the Bureau of Labor Statistics of the United States Department of Labor or a successor or substitute index, appropriately adjusted.
- 9.3 Vendors shall submit a letter to the Director of Purchasing, during the term of this bid, addressing any **unscheduled price increases** from the manufacturers. This letter must include on the manufacturer's letterhead all information to support any unscheduled increase. Any increase authorized is at the sole discretion of the Director of Purchasing and must be in writing.

## 10 PRICELISTS

- 10.1 A copy of the current Manufacturers' Price list and/or Nationally Offered Vendor Catalog and Price List or approved equal items shall be included with the bid response. Once awarded a contract, the percentage discount offered to authorized users may, at the contractor's option, be increased based on individual orders. Discounts may be greater, but in no instance shall they be lower than the awarded discount. If contractor is offering a single discount structure, the same discount is applied to all purchases made from the contractor's pricelist.

## 11 PRICELIST UPDATES

- 11.1 Upon approval of the contract by the Purchasing Director, contractors may update their contract product line to reflect manufacturer's addition of new products as established by the manufacturer in their normal course of business and new product pricing. Contractors will be allowed to update their product line annually. All product list updates must first be approved in writing by the Purchasing Director before they become effective. All percentage discounts bid will remain firm (unchanged) for the duration of the resulting contract. Contractor is to provide requesting authorized users with copies of approved pricelist(s) upon request

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**MINIMUM SPECIFICATIONS**

**BIDDER TO NOTE COMPLY OR LIST ALTERNATE SPECIFICATIONS**

**COMPONENT: OR APPROVED EQUAL**

**Cobra Head Street Light Package** with modified lid custom metal powder coated bracket for camera and modem, wiring harness, power block, power relay, 12V power supply, cooling fan, POE injector, to be shipped in custom fitted foam container.

**To Include:**

**Modem RV 50X Sierra Vista wireless RV 50X modem**  
Airlink RV50X, Cat 6 LTE Gateway,  
Range should be no less than 4GLTE frequency bands with LTE coverage and Cat 6 up to 300 Mbps download and up to 50 Mbps uploads

**Canon VBS30D MKII PTZ Network Camera** with 3.5 optical zoom, 2.1 megapixel, compact micro dome camera with high quality Full HD Video, 77.7 angle of view lens with 3.5 optical zoom, Advanced DIGIC III image processor, Smart shade control, Auto gain control, DIGIC net II Processor for streaming of M-Jpeg and H.264 codecs on board video analytics and ONVIF Profile S and G conformant, Built in micro SD slot with enhanced SD card, RM-Lite Network video monitoring software.  
Cowboy Concealments or Approved Equal

**LED Street Light Package**

Cree LED streetlight with modified lid custom metal powder coated bracket for camera and modem, wiring harness, power block, power relay, 12V power supply, cooling fan, POE injector, to be shipped in custom fitted foam container

**To Include:**

**Modem RV 50X Sierra Vista wireless RV 50X modem**  
Airlink RV50X, Cat 6 LTE Gateway,  
Range should be no less than 4GLTE frequency bands with LTE coverage and Cat 6 up to 300 Mbps download and up to 50 Mbps uploads

**Canon VBS30D MKII PTZ Network Camera** with 3.5 optical zoom, 2.1-megapixel, compact micro dome camera with high quality Full HD Video, 77.7 angle of view lens with 3.5 optical zoom, Advanced DIGIC III image processor, Smart shade control, Auto gain control, DIGIC net II Processor for streaming of M-Jpeg and H.264 codecs on board video analytics and ONVIF Profile S and G conformant, Built in micro-SD slot with enhanced SD card, RM-Lite Network video monitoring software.

Any alterations to this document made by the Offeror may be grounds for rejection of the proposal, cancellation of any subsequent award, or any legal remedies available to the County of Rockland.



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**MINIMUM SPECIFICATIONS**

**BIDDER TO NOTE COMPLY OR LIST ALTERNATE SPECIFICATIONS**

**BelAir Mid Span Concealment**

Belaire model # BelAir 100SNE with mounting bracket for camera, Power Turck connector, 12V power supply, two antennas, wiring harness, power block, power relay, power cord, fan and ventilation, standard mounting bracket, to be shipped in custom fitted foam container.

**To Include:**

**Canon VB H45 PTZ network Camera**

Pan /Tilt /Zoom, with 2.1 megapixel native resolution (1920 x 1080) and a 20X optical zoom lens, has motion detection and line-crossing detection.

**Modem RV 50X Sierra Wireless modem**

AirLink RV50X with cat 6 gateway, extensive range capabilities, 4GLTE frequency bands, up to 300Mbps downloads and up to 50Mbps uploads.

Cowboy Concealments or Approved Equal

**Wi Fi Concealment**

13.5 x 7.5 x 4.5 die cast aluminum housing with powder coated modem and bracket, power relay, power Turch connector, 12V power supply, 2 antennas, wiring harness, power block, canon VB S 30D mk ii camera, shipped in foam container.

**To Include**

**Modem RV 50X Sierra Wireless modem**

AirLink RV50X with cat 6 gateway, extensive range capabilities, 4GLTE frequency bands, up to 300Mbps downloads and up to 50Mbps uploads

Cowboy Concealments or Approved Equal

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<b>MINIMUM SPECIFICATIONS</b>	<b>BIDDER TO NOTE COMPLY OR LIST ALTERNATE SPECIFICATIONS</b>
<p><b>Window Medium Box Concealment</b>            12 x 8 x 7 compression molded fiberglass housing frame with quick-release latches and three analytics tinted window, powder coated, mounting bracket, 12V power supply, two antennas, power block, relay and cord, fan and ventilation.  <b>To Include:</b>  <b>Swivel Bracket Medium Concealment Box</b>            Black powder coated metal swivel bracket.  <b>Canon VB H45 PTZ network Camera</b>            Pan /Tilt /Zoom, with 2.1megapixel native resolution (1920 x 1080) and a 20X optical zoom lens, has motion detection and line-crossing detection  <b>. Modem RV 50X Sierra Wireless modem</b>            AirLink RV50X with cat 6 gateway, extensive range capabilities, 4GLTE frequency bands, up to 300Mbps downloads and up to 50Mbps uploads            Cowboy Concealments or Approved Equal</p>	
<p><b>RECONYX Cellular LPR w/Security Enclosure</b>            HL2XC Hyper Fire 2 720P Cellular License Plate Capture Camera (Verizon, OD Green) and Hyper Fire 2 Security Enclosure</p>	
<p><b>Percent Discount from Manufacturers List Price for Additional Items in Catalog</b>  <b>Percent Discount shall be entered as a whole number EX:</b>  <b>10% = 0.10</b></p>	
<p><b>Days to Complete Delivery After Receipt of Purchase Order</b></p>	