

**REQUEST FOR LEGISLATIVE ACTION**

**Version 6/10/19**

Completed by County Counselor's Office:

Res/Ord No.: 20547

Sponsor(s): Charlie Franklin

Date: November 2, 2020

<b>SUBJECT</b>	<p>Action Requested  <input checked="" type="checkbox"/> Resolution  <input type="checkbox"/> Ordinance</p> <p>Project/Title: <u>Awarding a Twelve Month Term and Supply Contract, with Three Twelve Month Options to Extend for the furnishing of Lenel Security Systems Annual Software and Hardware Maintenance Agreements and the Purchase, Installation, Programming and Connection of new software, hardware and equipment to the existing Lenel Security Systems for the Information Technology Department to Kenton Brothers Inc. of Kansas City, Missouri under the terms and conditions of Request for Proposal No. 42-20</u></p>																				
<b>BUDGET INFORMATION</b> <i>To be completed By Requesting Department and Finance</i>	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:80%;">Amount authorized by this legislation this fiscal year:</td> <td style="width:20%; text-align: right;">\$</td> </tr> <tr> <td>Amount previously authorized this fiscal year:</td> <td></td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td style="text-align: right;">\$</td> </tr> <tr> <td>Amount budgeted for this item * (including transfers):</td> <td style="text-align: right;">\$</td> </tr> <tr> <td>Source of funding (name of fund) and account code number:</td> <td style="text-align: right;">\$</td> </tr> </table> <p>* If account includes additional funds for other expenses, total budgeted in the account is: \$</p> <p><b>OTHER FINANCIAL INFORMATION:</b></p> <p><input type="checkbox"/> No budget impact (no fiscal note required)  <input checked="" type="checkbox"/> Term and Supply Contract (funds approved in the annual budget); estimated value and use of contract:                  Department: Information Technology Estimated Use: \$265,000</p> <p>Prior Year Budget (if applicable):                  Prior Year Actual Amount Spent (if applicable):</p>	Amount authorized by this legislation this fiscal year:	\$	Amount previously authorized this fiscal year:		Total amount authorized after this legislative action:	\$	Amount budgeted for this item * (including transfers):	\$	Source of funding (name of fund) and account code number:	\$										
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<b>PRIOR LEGISLATION</b>	<p>Prior ordinances and (date):                  Prior resolutions and (date): 19590 October 2, 2017</p>																				
<b>CONTACT INFORMATION</b>	<p>RLA drafted by (name, title, &amp; phone): Barbara Casamento, Purchasing Administrator, 881-3253</p>																				
<b>REQUEST SUMMARY</b>	<p>The Information Technology Department requires a Term and Supply Contract for the furnishing of Annual Software and Hardware Maintenance Agreements on the Lenel Security Systems within the County buildings and the Purchase, Installation, Programming and Connection of new software, hardware and equipment for the existing Lenel Security Systems. The Purchasing Department issued Request for Proposal No. 42-20 to meet those requirements.</p> <p>A total of twenty-nine notifications were distributed and three responses were received and evaluated as follows:</p> <table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th>Respondent Name and Location</th> <th>Total Points Awarded</th> <th>Annual Amount for Maintenance</th> </tr> </thead> <tbody> <tr> <td>Kenton Brothers, KCMO</td> <td style="text-align: center;">93.50</td> <td style="text-align: right;">\$ 50,724</td> </tr> <tr> <td>TED Systems, Lenexa, KS</td> <td style="text-align: center;">82.07</td> <td style="text-align: right;">\$ 88,831</td> </tr> <tr> <td>Johnson Controls, Lenexa, KS</td> <td style="text-align: center;">58.17</td> <td style="text-align: right;">\$251,258</td> </tr> </tbody> </table> <p>Evaluation Points were based on the following:</p> <table border="1" style="width:100%; border-collapse: collapse;"> <tbody> <tr> <td>Responsiveness to Request for Proposal</td> <td style="text-align: right;">5 Points</td> </tr> <tr> <td>Proposed Method of Performance</td> <td style="text-align: right;">30 Points</td> </tr> <tr> <td>Experience, Qualifications and References</td> <td style="text-align: right;">30 Points</td> </tr> <tr> <td>Pricing</td> <td style="text-align: right;">35 Points</td> </tr> </tbody> </table> <p>Pursuant to Section 1054.6 of the Jackson County Code, the Information Technology Department and the Purchasing Department recommend the Award of a Twelve Month Term and Supply Contract, with Three</p>	Respondent Name and Location	Total Points Awarded	Annual Amount for Maintenance	Kenton Brothers, KCMO	93.50	\$ 50,724	TED Systems, Lenexa, KS	82.07	\$ 88,831	Johnson Controls, Lenexa, KS	58.17	\$251,258	Responsiveness to Request for Proposal	5 Points	Proposed Method of Performance	30 Points	Experience, Qualifications and References	30 Points	Pricing	35 Points
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	Twelve Month Options to Extend, for the furnishing of Lenel Security Systems Annual Software and Hardware Maintenance Agreements and the purchase, installation, programming and connection of new software, hardware and equipment to our existing Lenel Security Systems to Kenton Brothers Inc. of Kansas City, Missouri as the lowest and best proposal received in response to Request for Proposal No. 42-20.	
CLEARANCE	<input checked="" type="checkbox"/> Tax Clearance Completed (Purchasing & Department) <input type="checkbox"/> Business License Verified (Purchasing & Department) N/A <input checked="" type="checkbox"/> Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's Office)	
COMPLIANCE	<input type="checkbox"/> MBE Goals <input type="checkbox"/> WBE Goals <input type="checkbox"/> VBE Goals No goals assigned; recommended Respondent is a certified WBE	
ATTACHMENTS	Abstract of Bids Received, Recommendation Memorandum from Mike Erickson, Director of Information Technology Department, Evaluation Scoring Sheet, pricing comparison and the pertinent pages of Kenton Brothers' proposal.	
REVIEW	Department Director:	Date: 10/19/2020
	Finance (Budget Approval): <i>If applicable</i>	<div style="border: 1px solid black; padding: 2px; display: inline-block;"> <b>APPROVED</b>  <small>By Mark Lang at 9:19 am, Oct 20, 2020</small> </div> Date:
	Division Manager:	Date: 10/22/20
	County Counselor's Office:	Date: 10/28/20

Fiscal Information (to be verified by Budget Office in Finance Department)

- This expenditure was included in the annual budget.
- Funds for this were encumbered from the \_\_\_\_\_ Fund in \_\_\_\_\_.
- There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.
- Funds sufficient for this expenditure will be/were appropriated by Ordinance # \_\_\_\_\_
- Funds sufficient for this appropriation are available from the source indicated below.

Account Number:	Account Title:	Amount Not to Exceed:

- This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.
- This legislative action does not impact the County financially and does not require Finance/Budget approval.



ABSTRACT OF BIDS

NO	DESCRIPTION	UNIT	QTY	TED Systems Lenexa KS	AMOUNT	Kenton Brothers KCMO	AMOUNT	Johnson Controls Lenexa, KS	AMOUNT	AMOUNT	AMOUNT
1	Request for Proposal No. 42-20 Lenel Systems Maintenance Opens: 2:00 PM, CDT on 9/29/2020										
				<i>see bid</i>		<i>see bid</i>		<i>see bid</i>			

CERTIFICATION OF BID OPENING  
BIDS WERE PUBLICLY  
OPENED AND RECORDED  
ON: September 29, 2020, BY  
[Signature]  
CLERK OF THE LEGISLATURE  
[Signature]  
PURCHASING



Department of  
INFORMATION TECHNOLOGY

Jackson County, Missouri – 415 E. 12<sup>th</sup> Street, Room G-8, Kansas City, MO 64106  
816-881-3151-Phone 816-881-3949-Fax

MEMORANDUM

TO: BARBARA CASAMENTO, PURCHASING SUPERVISOR  
FROM: MICHAEL ERICKSON, DIRECTOR OF IT AND GIS  
DATE: OCTOBER 15, 2020

A handwritten signature in blue ink, appearing to be "ME", is written over the "DATE" line of the memorandum.

SUBJECT: REQUEST TO SUBMIT AN RLA FOR NEW SOFTWARE, HARDWARE AND EQUIPMENT FOR EXISTING SECURITY SYSTEMS IN JACKSON COUNTY BUILDINGS

RFP 42-20 WAS DISTRIBUTED SEEKING PROPOSALS FOR A NEW VENDOR TO MAINTAIN THE LENEL SECURITY SYSTEM IN THE JACKSON COUNTY BUILDINGS. THE RESULTS OF AWARDING THIS BID WILL BE CONTINUED MAINTENANCE AND SERVICE AT A LOWER COST TO THE COUNTY AND WILL ASSURE THAT WE RECEIVE THE SATISFACTORY OPERATIONAL COST DUE TO THIS BIDDING EFFORT WHICH ALLOWS US TO OBTAIN CURRENT MARKET PRICING.

THE COUNTY RECEIVED RESPONSES FROM THE FOLLOWING VENDORS:

- KENTON BROTHERS, INC
- TED SYSTEMS, LLC
- JOHNSON CONTROLS

THE DEVELOPMENT OF THE RFP AND REVIEW OF THE RESPONSES INCLUDED STAFF FROM BOTH COUNTY IT AND THE SHERIFF'S OFFICE. IT IS IMPERATIVE THAT THE SOLUTION SELECTED SATISFIES THE REQUIREMENTS FOR BOTH ENTITIES AS WE SHARE MUCH OF THE SECURITY AND ACCESS TO COUNTY BUILDINGS.

AFTER THE REVIEW OF THE PROPOSALS WE RECOMMEND THE COUNTY AWARD A ONE-YEAR CONTRACT WITH THREE ONE-YEAR RENEWAL OPTIONS TO KENTON BROTHERS, INC. THIS RECOMMENDATION IS BASED ON AN OVERALL REVIEW OF THE PROPOSALS IN WHICH WE RATED EACH VENDOR'S RESPONSE TO THE RFP (5 POINTS), PROPOSED METHOD OF PERFORMANCE (30 POINTS), EXPERIENCE, QUALIFICATIONS AND REFERENCES (30 POINTS) AND PRICING (35 POINTS).

THE ESTIMATED ANNUAL COST FOR KENTON BROTHERS, INC IS \$9,924 FOR THE SOFTWARE MAINTENANCE AND \$40,800 FOR THE HARDWARE MAINTENANCE.

PLEASE ACCEPT THIS AS THE COUNTY SHERIFF'S AND IT DEPARTMENTS RECOMMENDATION TO AWARD THIS RFP BID TO KENTON BROTHERS, LLC.

FUNDS WILL COME FROM 001-1305-56430

Jackson County, MO --- Evaluation Scoring Sheet						
Lenel RFP 42-20						
100 total points possible						
Respondent Name	Responsiveness and Compliance to Request for Proposal	Proposed Method of Performance	Experience, Qualifications and References	Pricing	Total Score	
	5 Points Max	30 Points Max	30 Points Max	35 Points Max	100 pts. Max	
Kenton Bros 1	4.5	27	27	31.5	90	
Kenton Bros 2	5	28.5	27	33.25	93.75	
Kenton Bros 3	5	28.5	30	33.25	96.75	
<b>Kenton Bros Average Score</b>	<b>4.83</b>	<b>28</b>	<b>28</b>	<b>32.67</b>	<b>93.5</b>	
Ted Systems 1	4	24	24	24.5	76.5	
Ted Systems 2	5	26.7	27	22.75	81.45	
Ted Systems 3	5	27	30	26.25	88.25	
<b>Ted Systems Average Score</b>	<b>4.67</b>	<b>25.9</b>	<b>27</b>	<b>24.5</b>	<b>82.07</b>	
Johnson Controls 1	2	12	22.25	14	50.25	
Johnson Controls 2	2.5	15	27	17.5	62	
Johnson Controls 3	2	12	25.5	22.75	62.25	
<b>Johnson Controls Average Score</b>	<b>2.17</b>	<b>13</b>	<b>24.92</b>	<b>18.08</b>	<b>58.17</b>	



Repairs, Installation, Programming and Connections						
Vendor	Annual Software Maintenance & Support	Annual Hardware Maintenance	Projects Under \$75,000		Projects Over \$75,000	
			Hourly Rate, Regular Hours	Hourly rate, Overtime Hours	Hourly Rate, Regular Hours	Hourly Rate, Overtime Hours
Kenton Brothers, Inc.	\$ 9,924	\$ 40,800	\$ 102	\$ 153	\$ 85	\$ 127
Teds Systems, LLC.	\$ 11,502	\$ 77,329	\$ 120	\$ 180	\$ 140	\$ 210
Johnson Control Brothers	\$ 11,258	\$ 240,000	\$ 124	\$ 187	\$ 133	\$ 199

- 6.2 All questions will be answered in the form of Addenda and posted on the County's website.
- 6.3 Respondent's and their agents (including subcontractors, employees, consultants or anyone else acting on their behalf) must follow this procedure. Respondent's or their agents may not contact any other County personnel regarding matters covered by this Request for Proposal during the solicitation and evaluation process. Inappropriate contacts are grounds for REJECTION of the Respondent's proposal.

**7.0 QUOTATION**

7.1 Firm quotes on Maintenance and Hourly Rates

No	Description	Pricing
7.1.1	Annual Lenel Software Maintenance and Support Renewal	\$ 9,924.00
7.1.2	Annual Existing Hardware Maintenance	\$ 40,800.00
7.1.3	Hourly Rate, Regular Hours, Repairs, Installation, Programming and Connections – Projects over \$75,000	\$ 102.00
7.1.4	Hourly Rate, Overtime Hours, Repairs, Installation, Programming and Connections – Projects over \$75,000	\$ 153.00
7.1.5	Hourly Rate, Regular Hours, Repairs, Installation, Programming and Connections – Projects under \$75,000	\$ 85.00
7.1.6	Hourly Rate, Overtime Hours, Repairs, Installation, Programming and Connections – Projects under \$75,000	\$ 127.50

7.2 Discounts on New Equipment parts and purchases

- 7.2.1 Manufacturer's and Discounts should cover all equipment listed on Attachment A.
- 7.2.2 Use separate pages to list Manufacturers provided and the discounts offered when purchasing new equipment or parts. You may also reference manufacturer's websites and provide discounts.
- 7.2.3 Discounts must remain firm through-out any resulting Contract and its extensions.

7.3 Additional Services: Respondent's may list and quote other services that may be advantageous to the County on separate pages. The County reserves the right to determine which additional services it will need or accept.

<b>Respondent's Name</b>	Kenton Brothers, Inc.
<b>Respondent's Address</b>	3401 E Truman Rd, Kansas City, MO, 64127
<b>Authorized Representative</b>	Garrett Scarlett
<b>Title</b>	Senior Security Consultant
<b>Signature</b>	<i>Garrett Scarlett</i>
<b>Phone Number</b>	816-589-2261
<b>Fax Number</b>	816-471-1897
<b>Cell Number</b>	816-589-2261
<b>Email Address</b>	garretts@kentonbrothers.com
<b>Web Address</b>	www.kentonbrothers.com