

RESOLUTION NO. 24-121

A RESOLUTION OF THE CITY OF PANAMA CITY BEACH, FLORIDA, APPROVING THE PURCHASE OF A PORTABLE SURVEILLANCE CAMERA TOWER FOR THE POLICE DEPARTMENT FROM LRG TECHNOLOGIES, LLC DBA MOBILE PRO SYSTEMS IN THE TOTAL AMOUNT OF \$75,634.00, AND AUTHORIZING A BUDGET AMENDMENT TO REFLECT ADDITIONAL FUNDING FROM THE TDC FOR THIS PURCHASE.

BE IT RESOLVED by the City Council of the City of Panama City Beach that:

1. The appropriate officers of the City are authorized to purchase on behalf of the City a portable surveillance camera tower for the Police Department from LRG Technologies, LLC dba Mobile Pro Systems in the total amount of Seventy-Five Thousand Six Hundred Thirty-Four Dollars and No Cents (\$75,634.00) in accordance with the terms and conditions of the Bid Proposal **attached** as Exhibit A and presented to the Council today, with such changes, insertions, or omissions as may be approved by the City Manager.
2. Budget Amendment #19 is adopted for the City of Panama City Beach, Florida, for the fiscal year beginning October 1, 2023, and ending September 30, 2024, to reflect additional funding from the Bay County Tourist Development Council for the purchase, as shown in and in accordance with the **attached** and incorporated Exhibit B.

THIS RESOLUTION shall be effective immediately upon passage.

PASSED, APPROVED AND ADOPTED in regular session this 11th day of April, 2024.

CITY OF PANAMA CITY BEACH

By: 
Mark Sheldon, Mayor

ATTEST:


Lynne Fasone, City Clerk

PCB24-26 ITB PORTABLE SURVEILLANCE CAMERA TOWER

BID PROPOSAL FORM

TO: City of Panama City Beach, Florida

SUBMITTED: 02/21, 2024

PCB24-26 ITB PORTABLE SURVEILLANCE CAMERA TOWER

The Undersigned, as Bidder, hereby declares that they have examined the bid specification and informed themselves fully regarding all terms and conditions pertaining to the product specifications.

The Bidder proposes and agrees, if this proposal is accepted, to contract with the **City of Panama City Beach** for the firm, fixed unit price as listed for the purchase of one portable surveillance camera tower as specified in **PCB24-26 ITB PORTABLE SURVEILLANCE CAMERA TOWER** bid specifications.

ADDENDUM: It is the sole responsibility of the bidder to determine if any addenda has been issued.

<u>Item No.</u>	<u>Description</u>	<u>Total Bid Amount</u>
1	Portable Surveillance Camera Tower	\$ <u>75,634.00</u>
	Delivery Time	<u>3-4</u> Weeks

NOTE:

1. BIDS shall exclude Florida sales tax. All other applicable taxes and fees shall be included.
2. All prices are to be quoted FOB DESTINATION – FREIGHT AND DELIVERY INCLUDED. Delivery shall be FOB: Panama City Beach Police Department, 17115 Panama City Beach Parkway, Panama City Beach, FL 32413
3. The City reserves the right to reject any and all bids received.
4. The Scope of Work and Terms and Conditions of this solicitation are hereby incorporated into this Bid Proposal. In the event of a conflict between the Scope of Work and Terms and Conditions and this Bid Proposal, the more specific requirements of this Bid Proposal shall control.

By submission of this BID, Bidder certifies that this BID has been arrived at independently, without consultation, communication, or agreement as to any matter relating to this BID with any other BIDDER or with any other competitor.

PCB24-26 ITB PORTABLE SURVEILLANCE CAMERA TOWER

BIDDER:

Mobile Pro Systems

Name of Business

250 Lothenbach Ave West St Paul MN, 55118

Address

Karl.olson@mobileprosystems.com

Email Address

Karl M. Olson

Signature of Authorized Representative

02/20/2024

Date

Karl Olson

Name of Bidder

952-600-2938

Phone Number

[END OF BID PROPOSAL FORM]



QUOTE
27601.4

DATE: 2/19/2024
 QUOTE #: 27601.4
 QUOTE EXP: 3/22/2024
 PROJECT NAME: Panama City Beach PD /Mobile Surveillance

TO: Panama City Beach PD
 Carrie Jagers
 17007 Panama City Beach Pkwy
 Panama City Beach, FL 32413
 850-258-4881
 ourchasing@pcbfl.gov

SALES PERSON		PROJECT SCOPE		PAYMENT TERMS	
Karl Olson		1 3400 - PTZ - 360 - Diesel Gen			
QTY	DESCRIPTION	UNIT PRICE	EXTENDED PRICE		
1	MPS 3400 TRAILER SYSTEM	\$72,996.00	\$72,996.00		

QTY	MODEL NUMBER	DESCRIPTION
1	MPS-3400-BASE-33	COMMANDER 3400 BASE SYSTEM w/ 33 ft. Stabilized MAST
1	GEN-DIESEL-3000	MPS 3400 DIESEL GENERATOR SYSTEM
1	BATT-KIT-13-100	1300 AH AGM BATT PACK
1	FC-P3727PLE-A	FIXED CAMERA, MULTI-SENSOR, 8MP 360° IR - AXIS P3727-PLE W/MOUNT
1	PTZ-QNP-6320R-HW	PTZ CAMERA 2MP 32X IR - HANWHA QNP-6320R W/MOUNT
1	POE-70W-24V	24VDC DUAL CHANNEL HI POE 70W
2	POE-35W-24V	24VDC HI POE 35W
1	POE-RACK-PLATE	RACK PLATE WITH MOUNTING HARWARE
2	EXACQ-LICENSE-PRO	EXACQ 1 YEAR CAMERA LICENSE SERVICE AGREEMENT
1	COMP-I5-LAPTOP	LAPTOP SERVER - I5 - 8GB - OS W/CONFIG
1	COMP-2TB SSD DRIVE	2 TB SSD DRIVE WITH CONFIGURATION
1	COM-TR-CP-R1900-5G	CRADLEPOINT CELLULAR ROUTER R1900 5G KIT
1	3400-TR-AUDIO-AX-1310	IP BASED 2 WAY AUDIO HORN KIT 3400 - AXIS C1310-E
1	SW-16-P-1GIG	16 PORT NETWORK SWITCH
1	TM-STROBE POD KIT	TOP MAST LED STROBE LIGHT POD KIT
1	TM-LIGHT BAR KIT-42-R20	TOP MAST 2-42" LED FLOOD LIGHT KIT
1	HD-WHEEL-JACK	HEAVY DUTY FRONT WHEEL JACK
1	3400-STORAGE	ROLLOUT STORAGE CONTAINER
1	CAM-RACK-5	INTERNAL CAMERA STORAGE RACK
1	SUPPORT AGREEMENT	SUPPORT AGREEMENT / 2nd Year
1	EXTENDED WARRANTY AGREEMENT	EXTENDED HARDWARE WARRANTY / 2nd Year
1	SOLAR-640W-3400	640W SOLAR SYSTEM 3400 KIT

PROPOSAL CREATED BY:
 Karl Olson
 Solutions Consultant
 Mobile Pro Systems
 250 Lothenbach Ave.
 West St. Paul MN 55128
 Cell: 612-426-9978
 Direct: 952-600-2938
 eMail: Karl.Olson@mobileprosystems.com

Total Less Options:	\$72,996.00
Estimated Sales Tax:	TBD
Estimated Shipping:	\$2,638.00
Estimate TOTAL:	\$75,634.00
Shipping TERMS:	TBD

Freight Charges To Be Determined (TBD) and are based upon quantity ordered and final shipping destination.....

I accept this estimate _____ DATE

System Includes a (1) One Year Limited Warranty
 This QUOTE is valid for 30 days.

CITY OF PANAMA CITY BEACH
 BUDGET TRANSFER FORM BF-10

BA# 19

	LEDGER ACCOUNT	ACCOUNT DESCRIPTION	APPROVED BUDGET	BUDGET ADJUSTMENT	AMENDED BUDGET
TO	001-0000-337.21-00	TDC Public Safety	(1,102,500)	(32,700)	(1,135,200)
TO	001-2101-521.64-20	Machinery and Equipment	2,204,300	32,700	2,237,000
		Check Adjustment Totals:	1,101,800	-	1,101,800

BRIEF JUSTIFICATION FOR BUDGET ADJUSTMENT:
 To reflect additional funding pledged by the TDC for the \$75,634 purchase of a surveillance camera tower from Mobile Pro Systems for the Police Department and to appropriate this additional funding for this purchase. \$43,000 currently exists in the budget for this purchase. This budget amendment reflects the increase of \$32,634 (rounded to \$32,700)

FINANCE REVIEW: _____
 RESOLUTION #: _____
 DATE: _____

WARRANTY & SUPPORT AGREEMENTS

Mobile Pro Systems ("MPS") is dedicated to supporting our customers and maintaining our products for full functionality and safety. Each newly purchased MPS 3100/3400 Trailer system is protected by a complimentary one-year warranty, which includes technical support and full MPStatus access.

There are 3 levels of Extended Support and Service Agreements that will assist in protecting your investment in MPS mobile system hardware and software. Each level of support and service builds on the previous level, providing you with options to best fit your needs.

- **Interactive MPStatus** – Features include Remote control of system, multiple users, access to system performance and environmental data, notifications from system.
- **Support Agreement** – Features include Interactive MPStatus, system support assistance, technical support.
- **Extended Warranty Agreement** – Features include Interactive MPStatus, system support assistance, technical support, limited component replacement.

With today's highly technical and complex surveillance products, it makes good sense to ensure your investment is protected beyond the complementary one-year warranty period.

- Extending your protection with MPS support and service agreements adds cost-effective value with the convenience and functionality of the exclusive in-house developed MPStatus automation website.
- MPStatus offers remote management control and notification features that are unrivaled in the industry.
- For most customers, it is not possible or practical to retain internal resources capable of supporting all aspects of MPS product technologies.
- MPS service and support agreements provide the option for technological support from our highly trained and specialized staff to resolve issues with your equipment when you need it.



The yearly cost associated with the MPStatus and customer support agreements per trailer will offer significant discounts when volume reaches ten units and again at twenty units.

Please see the attached document for covered features at each level. MPS Support and Service Agreements are offered directly from MPS through the MPStatus.com website. Feel free to reach out to MPS at (651) 434-2333 with any questions. We are ready and eager to serve you.



Mobile Pro Systems ("MPS")

MPS 3100/3400 Trailer Agreements effective September 1, 2021

	Agreement Feature Details	
	Support Agreement	Extended Warranty Agreement
Coverage and Limitations		
Extended Warranty Agreement - Limited Component Replacement coverage Includes:		
Cameras (not to exceed \$2,000)		✓
Computer (not to exceed \$2,000)		✓
Video Components:		
Camera jumper cables		✓
Camera mounts		✓
POE and power devices		✓
Communications Hardware:		
Antennas		✓
Cellular modems		✓
Fiber modules		✓
Network switches		✓
WiFi modems		✓
Trailer Components:		
Body components		✓
Chargers/Regulators		✓
Display screens		✓
Inverters		✓
Mast cabling		✓
Mast components		✓
Mast winches		✓
Power relays		✓
Power supplies		✓
Solar panels		✓
Switches		✓
Wiring connectors		✓
Wiring harness		✓
Active Devices:		
Audio amplifiers		✓
Automation modules		✓
Body lighting		✓
Mast lighting		✓
Motion detectors		✓
Speakers		✓
MPS will ship in-stock replacement products within 3 business days of the determination of hardware at fault, subject to availability.		✓
Free ground shipping to customer's location (contiguous U.S. only).		✓
Pre-configuration of components will be completed, where possible, before they are shipped to customer.		✓
This Agreement is only for hardware that is under 10 years from the date of manufacture.		✓
MPS will have full discretion to classify components as damaged, faulty, defective, failed, or not failed.		✓
Replacement components will be new, rebuilt, or refurbished at MPS's sole discretion.		✓
Replacement components will only be offered if they are available, although reasonable effort will be made to resolve the issue.		✓
In some cases, the original core component may need to be returned to MPS. In these cases, the customer will be invoiced for the replacement component and credited when MPS receives the original core component.		✓
Certain Items (e.g. batteries, generators, etc.) are NOT Included in the Extended Warranty Agreement Limited Component replacement coverage. See the Extended Support and Service Agreement for exclusions, limitations and conditions.		✓
Pending technical review, pre-existing conditions will not be covered under the Limited Component replacement coverage.		✓
If the Agreement has a lapse in coverage, future coverage will require payment dating back to the lapsed coverage date.		✓
Extended Support Agreements are billed annually in advance.	✓	✓
There is an annual technical support limit of 20 hours per unit. Additional support may be purchased at the standard rate.	✓	✓
The Support or Extended Warranty Agreement is specific to the unit for which it is registered. Each MPS unit or trailer will need its own Agreement.	✓	✓
Full technical assistance requires the covered system have public and functional internet communications.	✓	✓
MPS Technical Support will provide phone support assistance in installing replacement components - does not include on-site support.	✓	✓
MPS is NOT responsible for work performed by others.	✓	✓
Only hardware, software, and components that have been purchased from and installed by MPS will be covered in the Support or Extended Warranty Agreement.	✓	✓
Hardware and software supplied by others or indicated as Non-Standard will not be covered as part of Technical Support and will be billable if assistance is given. MPS Technical Support will verbally indicate on the support case that the issue is non-standard and charges may apply. Support can be purchased separately for those components.	✓	
Hardware and software supplied by others or indicated as Non-Standard will not be covered as part of Technical Support and Limited Component Replacement, and will be billable if assistance is given. MPS Technical Support will verbally indicate on the support case that the issue is non-standard and charges may apply. Support can be purchased separately for those components.		✓



250 Lothenbach Avenue, West St. Paul, MN 55118 Main Phone: 651-434-2333 www.MobileProSystems.com

Compare and choose the level of support that best fits your needs

Mobile Pro Systems ("MPS")
MPS 3100/3400 Trailer Agreements effective September 1, 2021

	Optional Extended Support and Service Agreement Levels				
	Initial 12 month warranty	MPStatus Standard (Post initial 12 month warranty)	Interactive MPStatus	Support Agreement***	Extended Warranty Agreement***
Monthly cost (per unit)* billed annually in advance	Free	Free	\$12.95	\$29.95	\$159.95
Features included:					
MPStatus Level I:		✓			
Remote control of lighting and generator		✓			
Interactive MPStatus Level II:	✓		✓	✓	✓
Level I features and remote control of system features	✓		✓	✓	✓
Ability to assign multiple users and access levels	✓		✓	✓	✓
Access to system performance and environmental data	✓		✓	✓	✓
Ability to receive automated notifications from system	✓		✓	✓	✓
Assistance with configurations and remote deployment	✓			✓	✓
Assistance with troubleshooting and repairing problems	✓			✓	✓
Limited Component Replacement coverage	✓				✓
Technical Support	✓	\$120/hr	\$120/hr	✓	✓

Technical support options:

Live phone support - (651) 434-2333 Option 2 - Available 8:00 a.m. - 6:00 p.m. CST, Monday - Friday (excluding U.S. Holidays**) with a 0-2 hour* response window during business hours.
Email support - support@mobileprosystems.com or www.MobileProSystems.com/support - Available weekdays, with a 24 hour* response window.

* Response times are approximate, subject to demand and availability.

** U.S. Holidays are defined as the following: New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, Christmas Eve and Christmas Day.

*** See page 2 for Agreement feature details.

* Contact your MPS solutions consultant for volume pricing of 10+ units.

Mobile Pro Systems
 Extended Support and Service Agreements - Customers' Volume discounts
 Effective September 1, 2021

Type of Agreement	Unit Types	Number of Units with Agreement	Discount Percentage Offered	Annual Per Unit
Interactive MPStatus	3100/3400 trailers, Checkpoints, LAAMAS	0-4	0%	\$ 155.40
Support Agreement	3100/3400 trailers, Checkpoints, LAAMAS	0-4	0%	\$ 359.40
Interactive MPStatus & Support	Power Sentries, Gate Sentries, Sentinels, HopBoxes	0-4	0%	\$ 119.40
Interactive MPStatus	3100/3400 trailers, Checkpoints, LAAMAS	5-9	20%	\$ 124.32
Support Agreement	3100/3400 trailers, Checkpoints, LAAMAS	5-9	20%	\$ 287.52
Interactive MPStatus & Support	Power Sentries, Gate Sentries, Sentinels, HopBoxes	5-9	20%	\$ 95.52
Interactive MPStatus	3100/3400 trailers, Checkpoints, LAAMAS	10-19	30%	\$ 108.78
Support Agreement	3100/3400 trailers, Checkpoints, LAAMAS	10-19	30%	\$ 251.58
Interactive MPStatus & Support	Power Sentries, Gate Sentries, Sentinels, HopBoxes	10-19	30%	\$ 83.58
Interactive MPStatus	3100/3400 trailers, Checkpoints, LAAMAS	20-49	50%	\$ 77.70
Support Agreement	3100/3400 trailers, Checkpoints, LAAMAS	20-49	50%	\$ 179.70
Interactive MPStatus & Support	Power Sentries, Gate Sentries, Sentinels, HopBoxes	20-49	50%	\$ 59.70
Interactive MPStatus	3100/3400 trailers, Checkpoints, LAAMAS	50+	65%	\$ 54.39
Support Agreement	3100/3400 trailers, Checkpoints, LAAMAS	50+	65%	\$ 125.79
Interactive MPStatus & Support	Power Sentries, Gate Sentries, Sentinels, HopBoxes	50+	65%	\$ 41.79

NOTE: EXTENDED WARRANTY AGREEMENT IS NOT ELIGIBLE FOR VOLUME DISCOUNT PRICING.

$$159.95 \times 12 = \$1,919.40$$



CITY OF PANAMA CITY BEACH
 17007 Panama City Beach Parkway, Panama City Beach, Florida 32413
PCB24-26 - ITB - Portable Surveillance Camera Tower
Wednesday, February 21, 2024
2:00PM

	CONTRACTOR/VENDOR	DATE/TIME BID RECEIVED	PAPER or DEMANDSTAR	BID FORM	CONFLICT OF INTEREST	DRUG FREE WORKPLACE	E-VERIFY	NON-COLLUSION	PUBLIC ENTITY CRIMES	REFERENCES	PRODUCT/WARRANTY INFO	W9	INSURANCE REQ	TOTAL BID	DELIVERY TIME	RESPONSIVE BID - Minimum Requirements Provided
1	Reconview	02/05/24 @	DemandStar	X	X	X	X	X	X	X	X	X	X	\$ 59,091.33	4 weeks	
2	Phoenix Contracting	02/13/24 @	DemandStar	X	X	X	X	X	X	X		X	X	\$ 101,255.00	8-12 weeks	No product info or warranty info provided
3	Infinite Protection LTD	02/21/24 @	DemandStar	X	X	X	X	X	X	X	X	X	X	\$ 40,000.00	11 weeks	
4	Technology International, Inc.	02/21/24 @	DemandStar	X	X	X	X	X	X	X	X	X	X	\$ 65,600.00	4-6 months	
5	Industrial Video & Control	02/21/24 @	DemandStar	X	X	X	X	X	X	X	X	X	X	\$ 38,190.00	10 weeks	
6	Mobile Pro Systems	02/21/24 @	DemandStar	X	X	X	X	X	X	X	X	X	X	\$ 75,634.00	3-4 weeks	
7																
8																
9																
10																
11																
12																

Bid tabulation is preliminary - bids are still reviewed for responsibility and are not finalized until awarded by City Council.

Company	30' mast WITH STROBE	LED LIGHTS	Diesel Generator (auto start)	Solar	5g Capable Router	16 port network	2 TB SSD	Speaker	IR 8mp fix camera	1.32X IR PTZ	Battery Bank	2 year warranty	2 year product support	Price	Delivery
Phoenix Contracting														\$	101,255.00
Industrial Video		BLUE & WHITE	Licensed Optional @ Additional \$12,860	X	X		X	X	X	X	900 AH	X	Net Specific	\$	61,050.00 W/Gen
Infinite			X - u/A if Auto start	X	U/X	X	X didn't spec	X	no specs on camera	No specs on cam	1200 AH	36 MONTHS	36 MONTHS	\$	40,000.00
Mobile Pro	X 3.3' and Strobe	STROBE & 2 WHITE	X	X	X	X	X	X	X	X	1300AH	X	X	\$	75,634.00
Reconview		X	X	X	X	X	X	X	X	X	400AH	X	X	\$	59,091.33
Technology International		X	X	X	X	X	X	X	X	X	400AH	X	X	\$	65,600.00