

**COUNCIL ROCK SCHOOL DISTRICT**  
**Administration & Business Office**  
30 North Chancellor Street  
Newtown, PA 18940  
215-944-1000

## **ADDENDUM No. 2**

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**TO:** All Vendors  
**RE:** Security Cameras Bid  
**DATE:** March 13, 2025

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Notice to all Vendors submitting Bids in response to the Security Cameras Bid 25-24. This Addendum is to amend or clarify the request for bid dated: February 19, 2025.

### **General Information:**

1. Please submit one (1) electronic copy via USB Flash drive and four (4) hard copies of your bid proposal clearly marked "Sealed Bid –Bid No. 25-24 Security Cameras" on or before 12:00PM Tuesday, March 18, 2025, and submit it to:

Council Rock School District  
30 North Chancellor Street  
Newtown, PA 18940  
Attention: Ashleigh Esteves, CRSD Purchasing

Emailed bids will **NOT** be accepted.

2. Camera lists for each school can be found at the end of this addendum

### **Questions:**

1. I noticed the specified manufacturer's cameras in the bid, but I wanted to see if you would consider Motorola's Avigilon or Ava Cameras as an alternative?

**We have Wisnet Wave system. I believe Motorola's Avigilon cameras are compatible. If so and if they can integrate with our system, we would accept a bid with other compatible cameras that meet or exceed all the bid specs.**

2. Will you except Bosch as a camera and video solution?

**As long as the Bosch products meet the bid specs, are compatible with our existing systems and offer the same functionalities, we would entertain.**

3. Do the courtyards need camera coverage?

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Yes, the courtyards need camera coverage. Some of our facilities folks spoke out of turn and said “don’t worry about the courtyards”.

4. I want to confirm the school district will be providing the following:
  - Servers with adequate bandwidth/Mbps and storage for all cameras proposed. **YES**
  - PoE Network switches **YES**
  - UPS **YES – our switches are tied into the school generators.**
  - Programming and focusing cameras into existing server. **During installation, cameras should be focused and set on DHCP via consultation with security. District will import cameras into existing server.**

5. If the amount of bandwidth/Mbps from camera streams exceed server’s limitations, is it the responsibility of the district to provide additional servers?

**YES – district will handle server capacity and currently uses several virtual servers.**

6. Are you looking for the best available coverage of parking lots obtained from installing cameras on the school building or do you want cameras installed on parking lot light poles? I noted that Churchville elementary’s parking lot is on higher ground than the school and some schools had obstructions such as trees. Adequate coverage for the parking lot could be challenging.

**BEST AVAILABLE COVERAGE AFTER CONFERRING WITH SCHOOL SECURITY**

7. Can the District provide digital copies of drawings for all the schools and existing camera locations as well as IDF locations? **YES**
8. Can the District provide a list of each camera that is not being replaced at each school? **YES**
9. Will there be a standardized resolution of the cameras to be able to compare apples to apples with other proposals? Example: 2MP for viewing doors, 6MP for viewing exterior areas, hallways and large common spaces.

**Current single shot interior cameras are 5-8MP; where dual lens are in use, 6MP each lens. Current exterior cameras for single shot are also 5-8MP; Multi**

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sense (4 and 5 lens with PTZ) 20MP in total with all cameras in use on the exterior.

10. Is the district specifying rackmount PoE injectors for high powered IP cameras? **YES**

11. Lenel S2 has 4 separate access control products: Elements, OnGuard, OnGuard Cloud and NetBox. Which one is the school district currently using?

**NETBOX**

Additionally, please confirm what software package and version the school district is using for the access control system.

**LenelS2**

**1. Software Version:**

**2. 5.6.2, Date installed: 1/9/2024, 4:17:49 PM, Node Revision: 178**

**3. Software Revision:**

**4. 57+3d229be22**

12. What are the specifications of the existing camera servers?

**Windows Servers, 16tb hard drives with 60gb hard drive fail over.**

13. Is there any existing integration between the access control and video surveillance systems?

**NO**

14. Please confirm the minimum camera resolution required. 6MP was mentioned at the pre-bid meeting, however I would like to receive written confirmation of this as it seems a bit high for school hallways.

**Current single shot interior cameras are 5-8MP; where dual lens are in use, 6MP each lens. Current exterior cameras for single shot are also 5-8MP; Multi sense cameras are 32MP in total with all cameras in use on the exterior with some having PTZ capability.**

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15. If existing camera cabling is not reused, is it to be removed?

For existing cameras, it's a replacement and the cabling should be re-used.  
For new cameras, new cabling would be needed.

16. Please confirm the existing video management system (VMS) software version.

Wisenet WAVE Client version 5.1.1.37512 (77050125938c)

17. Do the existing network switches support 802.3af, 802.3at and 802.3bt standards?

The district supports 802.3af and 802.3at. Switches do not support 802.3bt.

18. Please describe the extent of the "onsite coverage" mentioned in the warranty section.

District requires a minimum 3-5 year warranty up to a lifetime warranty on parts and labor, up to and including full replacement, and the capability to respond to the school and address any warranty issues and fix or replace a camera.

19. Please specify the minimum camera frame rate requirements for indoor and outdoor cameras. This is crucial as it is part of the criteria to determine throughput and storage requirements.

We operate cameras within the manufacturer's specifications. Current district camera settings are 15 FPS at a medium setting. All camera settings would be in consultation with security.

20. Please specify video recording parameters for indoor and outdoor cameras:  
Security will determine recording parameters, but each camera should be capable of

- a. Always Record
- b. Motion only
- c. Motion and low resolution

21. For indoor single sensor cameras is 5MP the minimum acceptable resolution?  
YES

22. For outdoor single sensor cameras is 5MP the minimum acceptable resolution? YES

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23. For indoor multi-sensor cameras is 4MP the minimum acceptable resolution?

YES

24. For outdoor multi-sensor cameras is 6MP the minimum acceptable resolution?

YES

25. Hanwha has a large selection of cameras. Please confirm that all single sensor cameras shall be from the Q or X series and include AI video analytics which include AI Object Detection (Person/Vehicle), YES

26. Please confirm that all exterior cameras shall feature AI video analytics which include AI Object Detection (Person/Vehicle). YES – all existing cameras have that capability.

27. If you could identify the IT closets for each school on the floor plans that would be appreciated. When walking the three schools I was unsure exactly on where some were on the map. YES

28. I plan on using one of my trusted sub-contractors for the installation piece of the job with our own techs making the final connections to your system. I want to be upfront about this and know that I need the school districts approval to do this. Please let me know what information you are looking for regarding the sub-contractor and will make sure to get that information over to you. There techs have all the necessary certifications along with our own techs. We plan on having a tech of ours overseeing them as well. Sub-contracting is not a preferred way by the district as it often causes variations in work and work product necessitating two levels of recourse. It also may cause issues with warranty work despite their certifications. Contractors can bid with sub-contractors but realize it is not a preferred way of handling this type of work.

29. Are there designated times to do this work at the schools?

Put in lead times in your proposal. The summer is the best time to do this work.

30. Will the buildings be open during the summer?

Yes. We will coordinate the times.

31. Will there be a lift available?

You would need to provide that if needed

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32. Is camera coverage needed in stairwells?

These are one level, one floor schools.

33. Network questions:

#### GES Network Upgrade Summary

- **Connectivity:** 10Gbps link from the NOC to the building MDF.
- **Distribution:** 10Gbps connection to each IDF.
- **Switching:** Each closet has PoE switch capacity, except for **802.3bt** support.
- **Security:** The building operates on its own security subnet to optimize bandwidth.
- **Cabling:** No known constraints; defer to facilities for verification.

#### Upcoming Upgrades (HES & CES)

- HES and CES are scheduled for upgrades and will have the same network capabilities as GES.
- Upgrades are planned for completion before **July 1st**, though specific dates are not yet available.

34. Camera Security

Should meet or exceed DHS and NDAA compliance

35. Phasing of the project

Phasing of the project is acceptable.

Generally: Phase 1 could be necessary interior/exterior camera replacements and closing clear gaps in camera coverage which could include relocating existing cameras or adding new ones. Phase 2 could be increasing camera coverage on the interior and exterior of other identified vital areas that lack optimal coverage. Phase 3 could be increasing camera coverage interior and exterior to provide full coverage of all areas. The phasing is of course all budget contingent. .

36. Is on-site support a strict requirement, or will remote troubleshooting with rapid replacement options be considered sufficient?

We do not permit VPN access. Onsite support would be necessary if the issue could not be resolved by CRSD staff.

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37. What level of cybersecurity compliance is required for the proposed cameras (e.g., SOC 2 Type II, NDAA compliance, encrypted storage & transmission) to meet the district's security policies? **DHS and NDAA COMPLAINT.**

38. Will the district consider AI-enabled cameras with analytics capabilities such as person/vehicle detection, license plate recognition, or crowd monitoring?

**YES – all current cameras have that capability.**

39. Can we get network topology details for the three locations, including:

- a. Available PoE switch capacity for new cameras: **Existing and replacement cameras are using the same switch plus we have additional switch capacity.**
- b. Bandwidth limitations per site for cloud-based solutions: **District uses virtual and physical servers. Bandwidth is provided by the BCIU.**
- c. Any existing fiber or structured cabling constraints: **None other than fiber/cable should be protected and out of view of students/staff.**

40. Are there specific mounting height and placement restrictions for indoor and outdoor cameras (e.g., ADA compliance, vandal-proof enclosures)?

**Standard enclosures with cameras and must be installed after consultation with security that would provide optimal coverage.**

41. Does the district require redundant failover solutions (e.g., local backup storage in case of network failure)?

**No. Every school has a generator as does the districts network operations center.**

42. The RFP requires an initial 3-year support/licensing term. Would the district prefer options for 5-year or 10-year licensing to reduce long-term costs?

**YES – optimally, we would like longer support and licensing timeframes if they will reduce costs.**

43. What level of user access control is required? Should the system support role-based permissions for different school administrators, security staff, and IT personnel?

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We use the Wisenet Wave System and S2Lenel for access control. The District handles access levels.

44. The RFP mentions adding cameras on demand—is there a planned growth strategy for expanding the camera system over the next 3–5 years?

YES – funding dependent. Initial phase is to replace and update existing camera in need and add critical coverage where it is currently lacking.

45. Will the district consider a parallel system with cloud-based storage alongside the existing on-premises solution, or is full integration with Hanwha mandatory?

Full integration is mandatory. We are not in the need for nor have the capacity to handle multiple systems.

46. What is the existing network infrastructure supporting the current camera system (e.g., switch models, PoE availability, bandwidth allocation)?

Switch Models: currently Cisco but plans are to change them to Fortinet. PoE: PoE + anything higher requires a power injector. Bandwidth allocation: handled by BCIU.

47. Are there any specific cybersecurity requirements (e.g., VLAN segmentation, encryption standards) for new cameras connecting to the district's network?

Must meet or exceed DHS and NDAA requirements.

48. The RFP specifies a minimum of 14 days of video storage—does this requirement apply to continuous recording, motion-based recording, or both?

BOTH – but the district is handling the server capacities.

49. If cloud-based storage is proposed, does the district have any data residency or compliance restrictions?

District uses both hard and virtual drives for storage and is not interested in a cloud based solution.

50. Will the district provide finalized maps with confirmed camera locations, or is the vendor responsible for assessing and proposing optimal placements?

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District will provide

51. The RFP specifies a minimum three-year licensing requirement—does the district prefer multi-year licensing options beyond three years for cost efficiency?

Yes – if cost efficient.

52. Will district IT staff require administrative access to the system for ongoing maintenance, or is vendor-managed support preferred?

The system is managed by district IT and security. Vendor access is permitted on case-by-case basis.

53. Are you looking for cameras that can trigger alarms with video verification?

Potentially

54. Would facial recognition, person-of-interest alerts, and historical movement tracking be useful?

Existing cameras in the district have those capabilities.

55. Do you need basic camera-to-access control integration, or are you interested in a fully native solution with tailgating detection and event-linked video?

It has to fully integrate with Hanwaha Wisenet wave.

56. How important is 24/7 direct support from the camera manufacturer? Helpful

57. Would AI-powered free-text search for historical footage help streamline investigations? YES

58. Is next-day hardware replacement (RMA) a priority for minimizing downtime? Helpful

59. Would a 10-year manufacturer warranty be a key factor in your decision? Helpful

60. Are vendors allowed to include references from subcontractors and/or partners we are submitting a response with?

Vendor discretion. Irrespective, the district will check each vendor.

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61. Due to the Q&A deadline being so close to the hardcopy submission deadline, is CRSD willing to extend the submission deadline an additional week or more to allow all vendors enough time to finalize responses after receipt of CRSD's answers.

That decision would be subject to responses received by the district.

**GOODNOE ES CAMERAS – CONFIDENTIAL**  
**DO NOT DISCLOURE FOR OTHER THAN APPROVED REASONS**

GES_01 EXT West Drive Near Door D-19	Sony	SNC-EP520
GES_02 EXT Front Lot Outside Door A-1	Sony	SNC-EP520
GES_03 EXT Main Entrance Door A-1	Sony	SNC-XM632
GES_04 Main Lobby Front Entrance A-1	Sony	SNC-DH110
GES_05 Main Office To A-1	Hanwha Vision	QND-7010R
GES_06 EXT K Playground 2 Near Door A-2	Sony	SNC-EP520
GES_07 Kindergarten Hall Exit Door A-2	Sony	SNC-DH110
GES_08 EXT K Playground Near A-3	Sony	SNC-EP520
GES_09 K Playground Door A-3	Sony	SNC-DH110
GES_10 EXT Staff Parking Lot Towards Sail House B-4	Hanwha Vision	PNM-C32083RVQ
GES_10 EXT Towards Door B-4	Hanwha Vision	PNM-C32083RVQ
GES_10 EXT Towards Garden B-4	Hanwha Vision	PNM-C32083RVQ
GES_10 EXT Walkway B-4	Hanwha Vision	PNM-C32083RVQ
GES_11 EXT Main Playground Near B-4	Sony	SNC-EP520
GES_12 6th Grade Door B-4	Sony	SNC-DH110
GES_13 Field Door C-5	Sony	SNC-DH110
GES_14 EXT Field By C-5	Sony	SNC-EP520
GES_15 EXT Bus Drop Off By D-8	Sony	SNC-EP520
GES_16 Gym2 Inside Door C-6 Towards D-8	Sony	SNC-XM631
GES_17 Gym1 Towards Dr C-6, C-7, Use D-8	Sony	SNC-XM631
GES_18 Gym Hall Entrance Door D-8	Sony	SNC-DH110
GES_19 Library Near D-8 Or D-9	Sony	SNC-DH110

**YELLOW = NEWER CAMERAS THAT MAY NOT NEED REPLACEMENT**

**GOODNOE ES CAMERAS – CONFIDENTIAL**  
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GES_20 EXT Garage By D-15 To Door D-18	Sony	SNC-XM632
GES_21 EXT Bus Drop Off 2 Near D-18	Sony	SNC-EP520
GES_22 Cafeteria To D-18	Sony	SNC-XM631
GES_23 Cafe Hall by Door D-19	Sony	SNC-DH110
GES_24 EXT Sail House Front Door	Panasonic	WV-SW355
GES_25 EXT Sail House Back Door	Panasonic	WV-SW355
GES_Front Intercom	Axis	AXISA8105E

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**CHURCHVILLE ES CAMERAS**

**CRSD PROPERTY – CONFIDENTIAL DO NOT DISCLOSE OTHER THAN FOR APPROVED REASONS**

<b>Camera Name</b>	<b>Manufacturer</b>	<b>Model</b>
CES_02 EXT Drop Off Towards Door D-18	Hanwha Vision	PNM-9081VQ
CES_03 EXT Drop Off Parking Lot by Door D-18	Hanwha Vision	PNM-9081VQ
CES_04 EXT Drop Off Towards Door D-20	Hanwha Vision	PNM-9081VQ
CES_05 EXT Drop Off Toward Door D-19	Hanwha Vision	PNM-9081VQ
CES_06 Office D-20	Hanwha Vision	QND-8020R
CES_07 Main Entrance D-20	Axis	AXISP3301
CES_08 Bus Circle Door A-1	Axis	AXISP3301
CES_09 Cafeteria D-20	Hanwha Vision	QNV-7010R
CES_10 Multipurpose Room D-18	Hanwha Vision	QNV-7010R
CES_11 F Hall Exit Door D-18	Axis	AXISP3301
CES_12 EXT School Bus Rider Entrance Door A-1	Hanwha Vision	PNM-9081VQ
CES_13 EXT School Bus Loading Driveway	Hanwha Vision	PNM-9081VQ
CES_14 EXT Bus Loading Driveway/K Playground	Hanwha Vision	PNM-9081VQ
CES_15 EXT Bus Loop Kindergarten Yard	Hanwha Vision	PNM-9081VQ
CES_16 EXT K Playground to Bus Loop Door A-4	Hanwha Vision	PNM-9081VQ
CES_17 EXT K Playground to New Rd Door A-4	Hanwha Vision	PNM-9081VQ
CES_18 EXT K Playground East Path Door A-4	Hanwha Vision	PNM-9081VQ
CES_19 EXT East Path to South Door A-4	Hanwha Vision	PNM-9081VQ
CES_20 C10 Hall to Door A-4	Axis	AXISP3301
CES_21 B Hall Exit Door B-5	Axis	AXISP3301
CES_22 D1 Exit Door B-6	Axis	AXISP3301

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CHURCHVILLE ES CAMERAS

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CES_23 EXT East Path Towards New Rd Door B-6	Hanwha Vision	PNM-9081VQ
CES_24 EXT East Path to Hilltop Dr. Door B-6	Hanwha Vision	PNM-9081VQ
CES_25 EXT East Path Towards Fields Door B-6	Hanwha Vision	PNM-9081VQ
CES_26 EXT South To Back Field Door B-6	Hanwha Vision	PNM-9081VQ
CES_27 EXT Playground Door C-7	Hanwha Vision	PNM-9081VQ
CES_28 EXT Playground East Outside C-8	Hanwha Vision	PNM-9081VQ
CES_29 EXT Playground by Dr C-8	Hanwha Vision	PNM-9081VQ
CES_30 EXT Playground by Dr C-8 Towards C-11	Hanwha Vision	PNM-9081VQ
CES_31 DCROSS Door C-7	Axis	AXISP3301
CES_32 Gym Vestibule Door D-13	Axis	AXISP3301
CES_33 Gym 1 Door D-12	Hanwha Vision	QNV-7010R
CES_34 Gym 2 Door C-11	Hanwha Vision	QNV-7010R
CES_35 EXT Rear Wall D12	Hanwha Techwin	PNM-9322VQP
CES_36 EXT Playground Field D12	Hanwha Techwin	PNM-9322VQP
CES_37 EXT Ball Field D12	Hanwha Techwin	PNM-9322VQP
CES_38 EXT Black Top 1 D12	Hanwha Techwin	PNM-9322VQP
CES_39 EXT Black Top 2 D12	Hanwha Techwin	PNM-9322VQP
CES_40 EXT Black Top 2	Hanwha Vision	PNM-9002VQ
CES_41 EXT Gym to Staff Lot	Hanwha Vision	PNM-9002VQ
CES_42 EXT Gym To New Rd	Hanwha Vision	PNM-9002VQ
CES_43 EXT Gym to Door D13	Hanwha Vision	PNM-9002VQ
CES_Front Intercom Ext. 1789	Axis	AXISA8105E

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**HOLLAND ES CAMERAS****CONFIDENTIAL – NOT FOR USE FOR OTHER THAN APPROVED REASONS**

HES_01 EXT Door A-1 West Side	Sony	SNC-EP520
HES_02 EXT Main Entrance Door A-1	Sony	SNC-EP520
HES_03 Front Lobby A-1	Hanwha Vision	SNV-6013
HES_04 Main Office A-1	Sony	SNC-DH110
HES_05 EXT Door A-1 East Side	Sony	SNC-EP520
HES_06 Gym 2 Inside Door B-3	Sony	SNC-EP520
HES_07 EXT Gym Door By Door B-3	Sony	SNC-EP520
HES_08 Gym 1 Inside Door A-2	Sony	SNC-EP520
HES_09 Gym Lobby Door B-2	Sony	SNC-DH110
HES_10 EXT Library Dr B-5	Sony	SNC-EP520
HES_11 EXT Door B-6 Playground	Sony	SNC-EP520
HES_12 Hall Inside Door B-6	Sony	SNC-DH110
HES_13 Hall C Inside Door B-7	Sony	SNC-DH110
HES_14 EXT Door B-7	Sony	SNC-EP520
HES_15 EXT Rm E1 Basketball Court	Sony	SNC-EP520
HES_16 EXT Rm E8 Basketball Court	Sony	SNC-EP520
HES_17 EXT Door Outside Dr D-8	Sony	SNC-EP520
HES_18 Hall E Inside Door D-8	Sony	SNC-DH110
HES_19 EXT Room F2 Door D-9	Hanwha Vision	SNO-8081R
HES_20 EXT By Door D-9	Sony	SNC-EP520
HES_21 Hall C Inside Door D-9	Sony	SNC-DH110
HES_22 B Hall Towards Dr A-1	Sony	SNC-DH110

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HOLLAND ES CAMERAS

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HES_23 Library Inside Door 2D	Sony	SNC-DH110
HES_24 EXT Gated Mech Equip	Sony	SNC-EP520
HES_25 EXT Door By D-13	Sony	SNC-EP520
HES_26 Back Stage Exit D-13	Sony	SNC-DH110
HES_27 Cafe 2 Inside Door 4D	Hanwha Vision	SNO-L5083R
HES_28 Cafe 1 Inside Door D-14	Sony	SNC-EP520
HES_29 Hall Inside Door D-16	Sony	SNC-DH110
HES_Front Intercom Ext. 1590	Axis	AXISA8105E

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