

### ADDENDUM No. 1

This addendum shall be included in, and be considered a part of the Request for Qualification (RFQ) for the above named project. The Contractor shall be required to sign an Acknowledgement of the receipt of this Addendum at the time they receive it. The Acknowledgement must also be submitted with the RFQ Proposal Statement.

#### Addendum No. 1:

1. The existing emergency call box system in place at the Airport is manufactured by Gai-Tronics and not Talk-A-Phone as stated during the pre-proposal conference.
2. Additional Contractor Questions: (For information only, does not change or modify the RFQ in any manner)

**QUESTION #1:** The qualification states that "it is the desire of the Airport to specifically exclude systems using proprietary hardware." Will the Drawing Set and Specs which will be issued in the RFP phase include a list of approved products for Access Control and Video Management? If so, is it possible for the Airport to provide that list now?

**RESPONSE:** The RFP Specs will provide a list of approved products. As stated in the RFQ meeting – questions related to the design specifics will be deferred until after the short list. No additional information will be provided now.

**QUESTION #2:** The qualification states that the Airport desires to exclude "dealer agreements that restrict the service areas to specific dealers." This would exclude many integrators who have partnering agreements with some of the leading PACS and VMS vendors. Many distributors have proprietary hardware, which is also excluded. Can you provide more clarity around the type of reselling arrangement between integrators and vendors the Airport finds acceptable?

**RESPONSE:** The airport desires to avoid a situation where the new system can only be serviced by the installing dealer should that dealer fail to meet the support expectations of the airport. The Airport desires the flexibility to seek support from a different authorized dealer should the need arise.

**QUESTION #3:** The qualification states a role of an integrator's team member is "coordinating network connections with Airport IT." Can you provide more clarity about the scope which you expect will be involved the CCNA certified resource? Will the integrator be expected to perform any network design collaboration or network configuration scope?

**RESPONSE:** The Integrator's CCNA will collaborate with the Airport IT staff in configuring the Owner furnished network to meet the requirements of the hardware/software supplied by the System Integrator. Network design is not expected to be part of the Integrators responsibility. Network configuration will be performed by the Airport with the Integrator's input and support.

3. Attachments:

- a. Pre-Proposal Meeting Attendee List: the attached Attendee List contains only those names that sent a follow-up email to Faith Group after the pre-proposal meeting and does not represent everyone who was in attendance.
- b. PowerPoint Presentation: used during the pre-proposal meeting.

Receipt of **Addendum Number One (1)** is hereby acknowledged for Request for Qualifications for **Airport Security Systems Replacement Project**

THIS ACKNOWLEDGEMENT MUST BE SIGNED AND RETURNED WITH THE RFQ PROPOSAL STATEMENT.

COMPANY NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY/STATE/ZIP: \_\_\_\_\_

DATE: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

PRINT NAME/TITLE \_\_\_\_\_

First Name	Last Name	Company	Business Phone	E-mail Address
Allison	Murphy	NetPlanner Systems, Inc.	(706) 550-6007	allison.murphy@netplanner.com
Greg	Cecil	Convergint Technologies	(843) 554-7622	Greg.Cecil@convergint.com
Michael	Hunter	Johnson Controls Security Solutions	(813) 804-6757	michael.hunter@jci.com
Ross	Motley	Convergint Technologies	(843) 554-7622	Ross.Motley@convergint.com
Tim	Schneider	The JW Group	(407) 413-9264	tschneider@thejwg.com
Scott	Adkins	SIEMENS Industry, Inc.	(704) 401-9576	scott.adkins@siemens.com
Sam	Hocutt	CodeLynx	(843) 637-7204	Sam.Hocutt@codelynx.com
Tony	Olan	Johnson Controls, Inc.	(704) 621-6427	Tony.Olan@jci.com
Jared	Mossman	Genetec Inc.	(512) 529-6264	jmossmann@genetec.com
Paul	Dezell	Allied Universal Technology Services	(864) 294-9838	Paul.Dezell@aus.com
Tim	Brand	Qognify	(845) 732-7900	Tim.Brand@qognify.com
Jason	Hatfield	Convergint Technologies	(843) 212-7055	Jason.Hatfield@convergint.com
David	Stanford	MSS Solutions	(828) 232-1669	David.Stanford@MSSolutions.com



# Greenville – Spartanburg International Airport

*Airport Security Systems Replacement  
Request for Qualification*



Faith Group

**November 18, 2020**

# Purpose

- The purpose of this meeting is to familiarize prospective bidders with the project scope and requirements for doing work at GSP.
- The purpose of the RFQ is to short-list Contractor/Integrators based on project experience, product experience, staff qualifications and references.
- This NOT a Pre-Bid conference and questions directly related to design may be deferred until the bid phase.



# Team Members and Roles

- Kevin Howell – Senior Vice President/COO
- Jeff Clifton – Director of Design/Construction
- Zach Salvato– Director of IT
- Cody Bauman– Director of Operations
- Bobby Welborn – Police Chief
- David Caputo – Faith Group Project Manager
- Sal Mazzola – Faith Group Senior Consultant
- Todd Shook– Faith Group Senior Consultant

# Background

- Project consists of the replacement of the following:
  - Physical Access Control System (PACS) Software
  - Video Management System (VMS) Software
  - Some Video Surveillance Cameras
  - Secured Doors and Hardware Modifications
  - Video Analytics (Additive Alternate)
  - Identity Management Systems (Additive Alternate)



# Existing PACS

Schneider Electric Andover  
Continuum

Installed in 2008

Monitors and Control Access

- Airport Terminal Complex
- General Aviation Complex
- Cargo Facilities
- ARFF
- AOA Vehicle and Pedestrian Gates
- Maintenance Areas



# Existing PACS

## IP-connected access control panels (ACX).

- Access Controller (ACX-5740/5720) – 60+ controllers
- I/O Expansion Modules (XP Series)
- Battery-backed Power Supplies for PACS hardware.
- Battery-backed Power Supplies for door hardware.
- Housed in Security Equipment Cabinet (SEC)

# Existing PACS

## Security Equipment Cabinets

- Located in IDF Rooms, Elec/Mech Rooms.
- Exterior Gates.
- 40+ Cabinets (approx.)
- Plan is to re-use enclosure and lock power supplies

# Typical SEC (Interior)



# Existing PACS

## Existing Secured Portals

- Approximately 177 secured doors/portals w/184 Card Readers
- 22 Motorized Vehicle Gates
- Electrified locks consist of magnetic locks, electrified lever sets, delayed egress panic bars and electric strikes.

# Existing PACS

## Existing Badging Operations

- Approximately 2000 cardholders in the system
- Part of the Andover Continuum System – Badging Application
- Re-use existing badge printer
- Standalone systems, not integrated:
  - DACS (TSC)
  - LiveScan (CrossMatch)

# Existing VMS and Cameras

## Digital Sentry VMS

Installed in 2008 with  
PACS

## System Configuration:

- 145 Cameras (approx.)
- Predominantly Pelco cameras
- Integrated with Continuum

# Existing Airport Operations Center

## Primary Monitoring Location for PACS and VMS

- Two console positions
- Dedicated workstations
- Large format display screens for monitoring multiple camera views

# Project Scope of Work

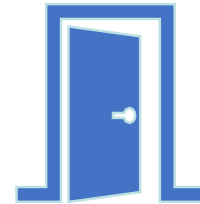
The System Integrator shall be responsible for the complete and final design including engineering documents sealed by a registered engineer in the State of South Carolina for the purpose of obtaining construction permits.





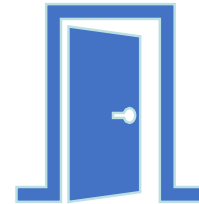
# Scope of Work - PACS

- Replace all network controllers and expansion modules
- Open-source Authentic Mercury Hardware (or OEM equivalent) is required
- Provide new power supplies and batteries for Mercury boards
- Some door hardware work
- Provide new PACS and VMS operating system software



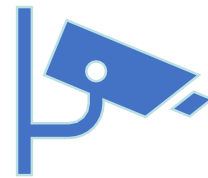
# Scope of Work - PACS

- Interface Existing Duress Alarms
  - Wired duress alarm pushbuttons
  - Wireless duress system at security checkpoints by Innovonics
- Interface Existing Baggage Control System
  - PACS to monitor and control baggage conveying doors
- Interface Existing Emergency Call Boxes (Talk-A-Phone)



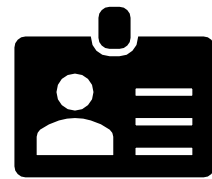
# Scope of Work - VMS

- Replace select IP cameras
- Expand coverage using multi-image and panoramic cameras
- Ability to utilize web clients and mobile devices
- Integration to new PACS for camera call-up on secured door or duress alarm



# Scope of Work – IDMS (Bid Alternate)

- Integrated to PACS
- Automation of DAC processing
- Paperless badging
- Auditing and Reporting



# Scope of Work – Video Analytics (Bid Alternate)

- Video Synopsis for rapid search
- Real-time alerts for rule-based analytics and LPR
- Research capabilities to analyze traffic patterns and dwell times



# Contractor Selection Process

- Two Stage Selection Process
- Stage 1 – Request for Qualification
  - Evaluation of Proposal Statements
  - Development of a short-list of bidders
  - Evaluation Criteria outlined in RFQ Document
- Stage 2 – Bid Process
  - RFP documents will be made available to the short-listed bidders
  - Contractor Responsible for Construction Phasing Plans to maintain two systems during construction
  - Contractor responsible for development of final construction documents.



# Qualification Statement Format

One (1) Original, (5) hardcopy statements and one (1) PDF in electronic format delivered to GSP

- a. Cover Letter
- b. Table of Contents
- c. Executive Summary
- d. Project Team
- e. Key Staff Experience and Resumes
- f. Integrator Past Experience
- g. Licenses and Certifications
- h. **Continuity of Security**
- i. **Post Installation Support**
- j. Safety and Security Approach
- k. Financial Capacity and References



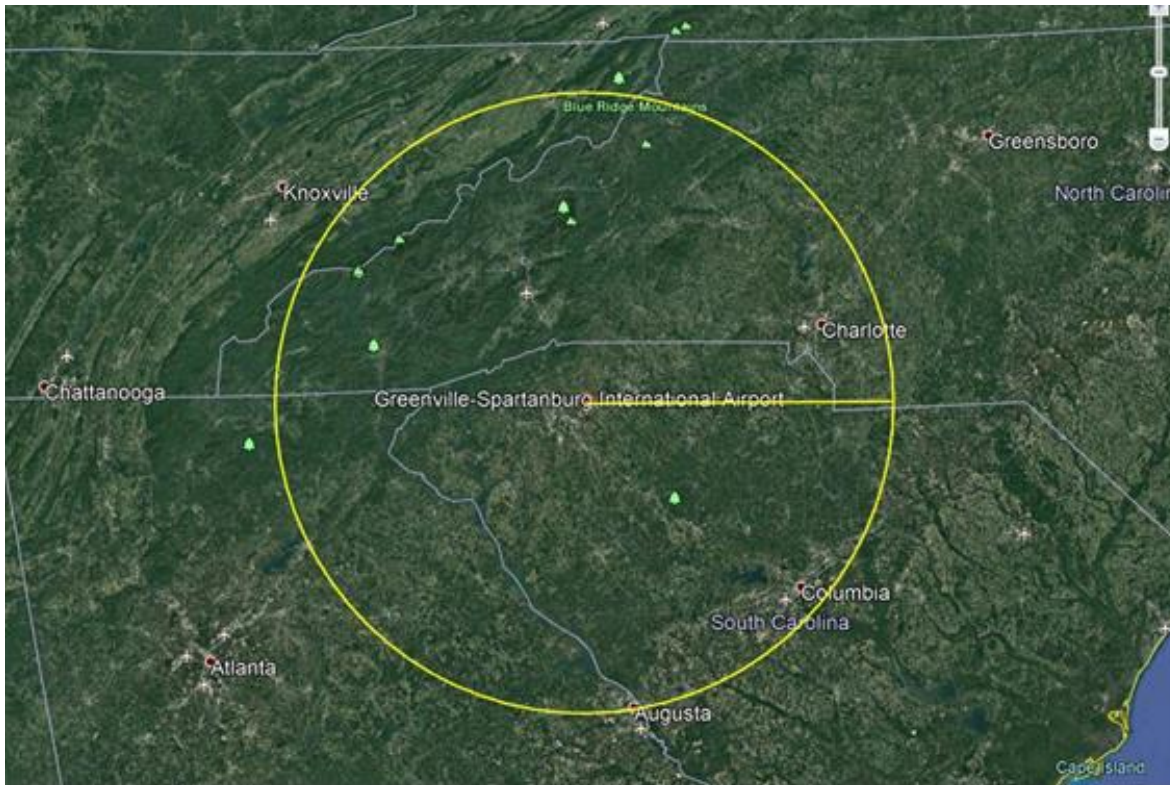
# Minimum Qualifications

- The System Integrator must have an established full service (Installation, Service, Sales) office in existence for a minimum of one (1) year prior to the date of this RFQ and located within 100-mile radius of Greenville-Spartanburg International Airport as measured with Google Earth.
- The System Integrator team member involved in configuring the operating systems and database software must have a current Microsoft Certified Solutions Expert certification.





# Minimum Qualifications



# Minimum Qualifications

- The System Integrator team member involved in configuring the software applications must have current certifications by the manufacturer of the software being proposed for this project.
- The System Integrator team member involved in developing the processing and storage hardware requirements and providing coordination with the Airport IT staff for those configurations of hardware must have a current VMWare Certified Professional - Data Center Virtualization (VCP-DCV) certification.



# Minimum Qualifications

- The System Integrator team member coordinating network connections with Airport IT must have a current Cisco Certified Network Associate (CCNA) certification.
- The System Integrator must have the requisite state and local business licenses to perform Security Installation services at the Airport



# Minimum Qualifications

- The System Integrator must have two (2) successful projects performed by the local service office in the last three (3) years, involving installation of PRODUCTS that have been previously installed at similar sized airports in the USA. Those projects referenced above by the Integrator do not have to be installed at airports, just the PRODUCT installed by the Integrator must be currently installed at an airport in the USA of similar size as GSP.
- The System Integrator must be certified at the highest level by the manufacturer on those PRODUCTS which have been previously installed at similar sized airports in the USA and have maintained that certification for at least one (1) year prior to the date of this RFQ.



# Project/Client References

- Must be able to answer Yes to ALL the following:
  - Project installed by local project office
  - Project installed at a facility with approximately 200 card readers and 200 cameras and has rigorous security requirements
  - Project was an integrated ACS/VMS installation
  - PRODUCTS installed by the contractor were installed at a commercial airport in the USA



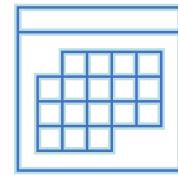
# Security Requirements

- Security Badge
  - After award of the project
  - Contractor employees must be badged according to GSP policy and procedures
- Sensitive Security Information (SSI)
  - During the Bidding Phase
  - Signed Non-Disclosure Agreement (NDA)
  - Documents cannot be duplicated
  - All contractors and sub-contractors must comply



# Project Schedule

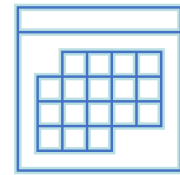
- Issue RFQ: November 09, 2020
- Pre-Qual Meeting: November 18, 2020
- Final Questions: November 20, 2020  
10:00am (EST) Submitted in writing to:
  - [jstone@GSPAairport.com](mailto:jstone@GSPAairport.com)
- Addendum: November 24, 2020
  - Attendee list and answers to questions.
- **Qualifications Packets Due no later than  
2:00pm (EST) December 4, 2020.**
- Select Pre-Qualified: December 11, 2020
- RFP Documents: January 2021



# Attendee List

For those on the call, please send an email containing contact information to:

[dcaputo@faithgroupllc.com](mailto:dcaputo@faithgroupllc.com)







THANK YOU