



Finance and Administrative Services Department

**PURCHASING DIVISION**

115 S. Andrews Avenue, Room 212 • Fort Lauderdale, Florida 33301 • 954-357-6066 • FAX 954-357-8535

**TRANSMITTED VIA EMAIL**

November 6, 2019

Joseph Nizza, Vice President  
EarthCam  
650 E. Crescent Ave.  
Upper Saddle River, NJ 074458  
Email: [joe@earthcam.com](mailto:joe@earthcam.com)

Catherine Redondo, Florida Account Director  
EarthCam  
Southeast Region Miami Office  
Email: [credondo@earthcam.com](mailto:credondo@earthcam.com)

RE: Solicitation No. PNC2119831G1, Convention Center Construction Cameras

Dear Mr. Nizza and Ms. Redondo:

This is to confirm that the Director of Purchasing has accepted your solicitation response to GSA Contract Number: GS-35F-0719P with Proposal Number: PN101119608578, with item(s) awarded to your firm per contract PNC2119831G1.

The Contract is in effect for the period beginning November 6, 2019 and ending June 1, 2023. Purchase Order(s) will be placed as and when required.

A copy of this Notice, with a copy of your solicitation response, including all terms and conditions, is being forwarded to all applicable Using Agencies.

Thank you for your interest in doing business with Broward County.

Sincerely,

Brenda J. Billingsley, Director  
Purchasing Division

SEAN O'DONNELL

Digitally signed by SEAN  
O'DONNELL  
Date: 2019.11.06 16:08:28 -05'00'

By: \_\_\_\_\_  
Sean O'Donnell, Purchasing Agent

C: Alan Cohen, Administration, Assistant County Administrator  
Connie Mangan, Purchasing, Purchasing Manager  
David Clemente, Purchasing, Purchasing Manager  
Mike Jorgensen, Public Communications, Audio Video Supervisor



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**PURCHASING DIVISION**

115 S. Andrews Avenue, Room 212, Fort Lauderdale, Florida 33301 | 954-357-6066 | FAX 954-357-8535 | [broward.org/Purchasing](http://broward.org/Purchasing)  
Hours of Operation: Monday through Friday 8:30 a.m. to 5:00 p.m.

**PURCHASING AGENT'S REPORT**

DATE: November 28, 2019

TO: Connie Mangan, Purchasing Manager, Purchasing Division  
David Clemente, Purchasing Manager, Purchasing Division

FROM: Sean O'Donnell, Purchasing Agent, Purchasing Division SEAN O'DONNELL

Digitally signed by SEAN O'DONNELL  
Date: 2019.11.01 08:18:08 -04'00'

SUBJECT: Request for Approval to Piggyback and Award EarthCam GSA Contract No. GS-35F-0719P - Authorized Federal Acquisition Service Information Technology Schedule Pricelist General Purpose Commercial Information Technology Equipment, Software and Services

REFERENCE: Requisition No. ADM0000076

ESTIMATED NOT-TO-EXCEED: \$200,000.00

Using Division[s]: County Administration

**AGENT ANALYSIS:** County Administration is requesting approval to piggyback off U.S. GSA Contract No. GS-35F-0719, Authorized Federal Acquisition Service Information Technology Schedule Pricelist General Purpose Commercial Information Technology Equipment, Software and Services for construction cameras for the Convention Center Expansion and Headquarters Hotel Projects.

The County is seeking a fully integrated turnkey solution and associated services to monitor and record the construction progress of the Convention Center Expansion and Headquarters Hotel Project. The product will serve as an important public relations tool to better promote the project and Convention Center as a destination for the meetings industry and will serve to document site conditions in real time. This will prove effective in countering false claims from contractors against the county on false representations (i.e.: weather related delays). Piggybacking this contract would allow for federal savings and access to their products as they are launched under the contract. Broward County initial savings is approximately \$9,000 from original quotation provided by EarthCam versus using the piggyback contract. (Exhibit 1)

As this project involves procurement services through a pre-existing contract, the Office of Economic and Small Business Development (OESBD) was not requested to review the contract (research of other piggyback contracts did not always include review since contract is not a Broward County solicitation). Therefore, the project was not reviewed for Small Business Enterprise/County Business Enterprise (CBE) Reserve or CBE goals.

The Office of the County Attorney reviewed the GSA contract and approved the terms and conditions. (Exhibit - 2).

Enterprise Technology Services reviewed the purchase and used the same review completed on 05/14/2019 for EarthCam Sunny.org Beach Camera use. Security recommendations remain the same, as restated below:

Standard Security Evaluation Memo NOT issued. Instead Informal security review performed with draft disclosures due to the following reason: Vendor identified but did not complete standard Vendor Security Questionnaire required for Sole Source. Agency declined completing form due to low purchase amount. Disclosures draft attached along with supporting documentation for Agency's review/consideration.

Approval by ETS does not constitute approval to purchase the described application. The using agency requesting this approval must obtain any necessary approvals from the Purchasing Division and the using agency (including, if applicable, County Attorney Office's review of the Terms and Conditions applicable to this purchase). (Exhibit 3)

Risk Management Division has reviewed and approved EarthCam's insurance (Exhibit 4)

**RECOMMENDATION AND REASONS:**

In accordance with the Broward County Procurement Code, Section 21.36 - Procurement from Contracts of Other Governments and Published Catalog Prices, the Purchasing Agent recommends approval to utilize EarthCam's GSA Contract (GS-35F-0719) for turnkey camera equipment, maintenance and repair service, term software licenses, and electronic commerce services in order to achieve cost savings by utilizing the buying power of combined governmental agencies.

The requested action would be for an open-end agreement to EarthCam Inc. for Equipment and Services, not-to-exceed value of \$200,000. This initial spend is based on two-cameras, for 3.5 years, is approximately \$95,000. Additional threshold will allow additional cameras (if required) or upgrade to initial cameras onsite.

The EarthCam GSA contract is valid through August 4, 2024. (Exhibit 5)

**EXHIBITS:**

- Exhibit 1 – EarthCam GSA Savings
- Exhibit 2 – County Attorney Email Approval, Neil Sharma
- Exhibit 3 – ETS Agency Security Questionnaire (ASQ) Approval
- Exhibit 4 – Risk Management Division Approval
- Exhibit 5 – EarthCam, Inc. GSA Contract: GS-35F-0719P

**APPROVAL AUTHORITY**

APPROVE       DISAPPROVE

Reason/suggested action (if disapproved):

CONSTANCE S.      Digitally signed by CONSTANCE S.  
MANGAN      MANGAN  
Date: 2019.11.01 12:20:36 -04'00'

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Signature/Title

Sean O'Donnell  
 Broward County  
 115 S. Andrews Ave. Suite 212  
 Fort Lauderdale, FL 33301

Ship to: Sean O'Donnell  
 Broward County  
 115 S. Andrews Ave. Suite 212  
 Fort Lauderdale, FL 33301

 Buy Now

954-357-6074  
 sodonnell@broward.org

954-357-6074  
 sodonnell@broward.org

CAMERA SYSTEMS	Quantity	Price	Total
<b>ConstructionCam HD</b>	2	\$6,295	\$12,590.00
<b>16 GB Image Backup</b>	2	\$517	\$1,034.00
<b>EarthCam Strut Kit with Pole Adapter</b>	2		Included
<b>JOBSITE SERVICES</b>			
<b>On Location Maintenance Service (3.58 Years)</b> <i>(ConstructionCam HD)</i>	2	\$4,815.11	\$9630.21
<b>Certified Installation Services</b>	2	\$1350	\$2700
<b>Pre-installation Site Survey</b>	1		Included
<b>MANAGED SERVICES</b>			
<b>Live Video Hosting and Robotic Software Service</b> <i>(Archive every 5 minutes with panorama support)</i>	(43 months) 2	\$787	\$67682
<b>EarthCam Consulting Services</b>	1		Included
<b>Hand Edited Time-Lapse Movie - Premium</b>	2		Included
<b>Website Development and MP Image Integration - Premium</b>	1		Included
<b>EarthCam University</b>	1		Included
<b>Multi-layer Panorama - Monthly</b>	(43 months) 2	\$0	Included
<b>Total</b>			<b>\$93,636.21</b>

Notes

Includes GSA Pricing with Free Ground Shipping & Additional Discounts  
 Tax Exempt Form Required  
 Client to Provide Power & Hardline Internet

# What's Included

Proposal Number:  
**PN101119608578**

## CAMERA SYSTEMS

### ConstructionCam HD

- Streams 16:9 full-frame live HD video
- Multi-stream H.265 and H.264
- Precise Pan/Tilt/Zoom controls with multiple preset compositions
- 30x optical, 12x digital zoom
- Auto-generated daily 360° panoramas
- Up to 300 megapixel multi-layer panoramas
- 2.1 megapixel image archives: 1,920 x 1,080 pixels
- Day and night function
- Housed in a thermostatically controlled enclosure
- Maintenance-free wiper to ensure clear images
- Fast, dependable, solid state Linux system
- 4G cellular modem



## JOBSITE SERVICES

### Certified Installation Services

EarthCam provides a worldwide network of qualified installers and on-site technical support.



#### On Location Maintenance Service (3.58 Years)

- Priority dispatch of an EarthCam Technician to your site
- Factory specified parts provided
- Dedicated Technical Support
- Camera cleaning and software updates performed during all service calls
- On location diagnosis and service for warranty repairs
- Insured, qualified technicians and reliable service
- Nationwide coverage in every major city across the US
- Complete inspection of electrical components
- Check all mounts and physical connections
- Flexible hours to work around your schedule
- Customer to provide all necessary/required lifts, ladders, scaffolding, etc. to safely access the mounting location of the System during installation and service calls
- Travel, transportation and overnight accommodations additional if your camera system is located in a remote area where service by an authorized EarthCam technician is not available.

#### Pre-installation Site Survey

- On-site technical walk through
- Insured, qualified installers and reliable service
- Determination of best camera placement for optimal coverage
- Report on jobsite specifics and camera installation requirements
- Nationwide coverage in every major city across the US
- Flexible hours to work around your schedule
- Customer to provide all necessary/required lifts, ladders, scaffolding, etc. to safely access the mounting location of the System during installation and service calls
- Travel, transportation and overnight accommodations additional if your camera system is located in a remote area where service by an authorized EarthCam technician is not available.

#### Certified Installation Services

- Authorized, guaranteed expert installation of your camera system
- Insured, qualified technicians and reliable service
- Pre-installation consultation with EarthCam engineers
- Tailored engineering support during the critical installation process
- Nationwide coverage in every major city across the US
- Flexible hours to work around your schedule
- Customer to provide all necessary/required lifts, ladders, scaffolding, etc. to safely access the mounting location of the System during installation and service calls
- Travel, transportation and overnight accommodations additional if your camera system is located in a remote area where service by an authorized EarthCam technician is not available.

#### MANAGED SERVICES

## Control Center 8

Empower users with feature-rich software that improves productivity - anytime on any device.



- Responsive HTML5 Design for Cross-Platform Access
- LIVE Streaming Video and HD Archives
- Instant Live Snapshot and Video Recording
- Project Dashboard for Viewing Multiple Cameras
- Data Dashboard for Checking System Performance
- Email, Save and Share Images at Any Time
- Photo Filters and Graphical Markup Tools
- Social Media Integration and Marketing Tools
- Project Management Integration
- Control Center 8 Mobile Application

#### Live Video Hosting and Robotic Software Service

- Live simultaneous video streams at full frame
- One archived image every 5 minutes
- User-controllable Pan/Tilt/Zoom movements with multiple preset compositions
- Daily and monthly Ultra HD auto-generated 360° panoramas
- 2 Megapixel (1,920 x 1,080 pixels) images
- Weekly 15-second 1080i broadcast quality video clips
- Live and archived time, date and weather information
- Share Image Tool for saving, printing, emailing and posting to Hall of Fame
- Marketing Section for posting and sharing camera images with notes
- Website and social media integration
- Timeline navigation system for selecting specific images and times
- Time-lapse feature with optional time date overlay for instant time-lapse viewing, downloading and embedding
- System monitoring and data management
- Mobile device support

#### Multi-layer Panorama - Monthly

- Monthly auto-generated 360° multi-layer panoramas
- 10x larger than the daily panorama

#### EarthCam Consulting Services

- Single source management for the entire process
- Expert advice by trained engineers
- Custom camera design-build solutions

#### EarthCam University

- Join our complimentary weekly classes
- Learn useful techniques to monitor and manage your projects effortlessly with Control Center 8
- Receive unlimited training from our dedicated staff
- Providing customized training based on your business needs

#### MARKETING & PROMOTION PACKAGE

### Hand Edited Time-Lapse Movie

Think all time-lapse movies are the same? Think again.



#### Website Development and MP Image Integration - Premium

- Individually designed, custom embed code or standalone web page
- Expert customization to increase organic traffic and search engine rankings
- Multiple camera web page integration
- Panorama web page integration
- Professional Creative and Design consultation
- Integration of multiple company logos and project renderings
- Interactive image calendar and digital camera controller
- Full screen mode
- Social Media Integration
- Image sharing (Post to Facebook and Twitter, email and save)
- Live and archived time, date and weather information
- Up-to-date streaming time-lapse movie
- Mobile device detection and display

#### Hand Edited Time-Lapse Movie - Premium

- Professionally edited time-lapse created through hand-picked image selection
- Image stabilization and color enhancement utilized in editing
- Multiple distribution formats available
- Digital panning and zooming for detailed project display
- Incorporates multiple angles of view
- Includes opening graphic
- Customized music available

#### CUSTOMER BENEFITS

##### EarthCam's Full Service Support

With EarthCam's zero-cost maintenance guarantee, enjoy the freedom of unlimited customer support, proactive remote management and many more valuable services over the life of your camera system. Benefits include:

- Continuous system monitoring with machine to machine self-healing technology
- Lifetime camera warranty for active software subscribers
- 24/7 full service technical support
- Unlimited customer support
- Automatic online software upgrades
- Quality control by our professional engineers and technicians
- EarthCam University weekly customized training classes
- Complete image archives at the end of project

**\$0** Maintenance\*

Your Account Manager:

**Catherine Redondo** (201) 488-1111

Date Generated: 10/11/19. This proposal is confidential and valid for 15 days. All prices are quoted in US Dollars. While EarthCam, Inc. will endeavor to meet the customer's desired delivery date, no shipment date can be scheduled until after order is accepted by EarthCam, Inc. Payment in full must precede acceptance, which may be made by cash, cleared check, Fed wire, ACH or major credit card. All sales are final. All orders and services are subject to force majeure. All services shall automatically renew for successive one (1) month periods and continue until customer shall provide thirty (30) days written notice of termination to EarthCam, Inc. Any and all liability arising out of products or services included in this proposal, however or whenever arising, shall not, under any and all circumstances, exceed the actual payments received by EarthCam, Inc. in connection therewith or one month's service fee, whichever is less. In no event shall EarthCam, Inc. be liable for any special, incidental or consequential damages. Lifetime camera warranty for active software subscribers. Additional parts covered under standard 1 year manufacturer warranty.