PACIFIC DATA SYSTEMS
185 ILIPOG DRIVE
HBC BLDG SUITE 204A
TAMUNING, GUAM 96913
TELEPHONE: (671) 300-0200
FACSIMILE: (671) 300-0265

RECEIVED
OFFICE OF PUBLIC ACCOUNTABILITY
PROCUREMENT APPEALS
DATE: 5/12/14
TIME: 4:50 ☐AM ☐PM BY: AA
FILE NO OPA-PA: 14-003

BEFORE THE
OFFICE OF PUBLIC ACCOUNTABILITY

IN THE PROCUREMENT APPEAL OF:
PACIFIC DATA SYSTEMS, INC.

Procurement Appeal: OPA-PA-14-003
PDS Comments on Agency Report

Comes now Pacific Data System (PDS) to submit comments on the Agency Report provided by GVB in this matter on May 1, 2014.

I. THE PDS PROTEST WAS TIMELY

The PDS protest to GVB was made on March 24, 2014 within the 14 day timeline required. As noted in the original protest made by PDS, our protest was made based on information we received from GVB on March 10, 2014 in response to our Freedom of Information Act request. The GVB information and documents provided allowed PDS to confirm that GVB had not confirmed the G4S bid in contradiction to Guam Procurement Regulations. The PDS protest is timely and cannot be dismissed for this reason.

II. PDS COMMENTS ON THE GVB AGENCY REPORT:

Because GVB both refused to provide PDS with copies of the G4S Technical Bid, as required by procurement regulations and law, and to respond to PDS' Freedom of Information Act requests for this

information, PDS could only point out the obvious discrepancies between the two bids submitted by PDS and G4S in our Protest in this Appeal. Nonetheless, PDS had the reasonable expectation that GVB would adhere to procurement regulations and undertake a thorough review as mandated.

However, the Agency Report filed by GVB in response to the PDS Appeal has once more shown GVB's refusal to investigate the issues identified by PDS to insure that a proper evaluation and award was made in this procurement. Now however, PDS has the procurement documents (the G4S Technical bid) previously withheld by GVB which are needed by PDS to do a thorough review of the issues raised in our protest and to perform the analysis that GVB has heretofore refused to do in this case.

The following are the results of our analysis and evaluation of the points raised by the original PDS Protest and this OPA Appeal.

A. **PDS PROTEST/APPEAL:** The G4S bid included a CCTV Camera that was 80% less than the camera recommended by PDS ($837.50 vs. $3900).

PDS ANALYSIS: Had GVB gone back and looked at this issue (as required by GAR§3109(m)(3)) by reviewing the evaluation of the G4S Technical Bid, GVB would have found that the cameras recommended by G4S use the same old analog technology as the current CCTV system already in place and DO NOT meet the bid specifications which call for the ability of the cameras to perform high-quality Video and **Audio** Recording functions (**emphasis added**). See the attached copies of the datasheets for

the two CCTV cameras recommended by G4S at Exhibit A (Model GSD36NVW and Model GCD705N-VWU). Neither of these cameras has audio capture capabilities as required by the GVB IFB. See the following IFB references related to this requirement:

- IFB page 22 A. INTENT OF MULTI-STEP BID NO. GVB-2014-002MS SPECIFICATIONS second paragraph states "The Multi-Step Bid's Specifications cover the required equipment, cabling, and other work related to installing a high-quality **video and audio recording and surveillance system** designed to effectively monitor key locations within the Tumon area." (**emphasis added**)
- IFB page 47 B.3 INTENT OF SPECIFICATIONS second paragraph states "The Multi-Step Bid's Specifications cover the required equipment, cabling, and other work related to installing a high-quality **video and audio recording and surveillance system** designed to effectively monitor key locations within the Tumon area." (**emphasis added**)

If GVB would have looked into the difference in price between the PDS and G4S cameras (as required by procurement regulation GAR §3109(m)(3)), GVB would have found that the cameras recommended by G4S do not meet the IFB requirements, while the PDS cameras represent the latest in digital IP Surveillance with the ability to capture high resolution video and audio (see datasheets on the PDS camera at Exhibit B). This

finding should have been sufficient cause for GVB to reevaluate the Technical Bid of G4S and to make the determination that the G4S bid did not meet the bid specifications (as defined above) and that the G4S bid must be rejected as non-responsive for its failure to meet these IFB bid specifications (5 GCA §5211(g)).

B. **PDS PROTEST/APPEAL:** The amount bid by G4S for Task IV - Develop and perform Procedures to provide 24 hours a day, 7 days a week (24/7) CCTV System Monitoring Services, shows that the G4S will charge GVB less than the labor cost to provide this service to GVB, resulting in an annual loss of $20,000 to $40,000 a year to G4S to provide this service.

PDS ANALYSIS: Had GVB gone back and looked at this issue (as required by GAR §3109(m) (3)) by reviewing the evaluation of this part of the G4S Technical Bid, GVB would have found the reason that the G4S services were bid at less than half the price of the PDS bid for the same services is that the G4S services did not comply with the requirements of the CCTV System Monitoring Services as defined in the GVB bid specifications. The G4S bid was based on the CCTV System Monitoring Services being performed **remotely at the G4S National Control Center (NCC) in Tamuning using existing G4S NCC staff**, and **NOT with dedicated personnel operating on-site at the Frankie Smith GPD Precinct as required by the GVB IFB**. See the attached pages 46 and 47 (Exhibit C) of the G4S Technical Bid that describes the REMOTE VIDEO MONITORING SERVICE to be provided to GVB from the G4S NCC location in

Tamuning. The G4S Bid ignored the requirement for the bidder to provide dedicated personnel to monitor **and operate** the new CCTV system from the Central Monitor Control Center to be located at the GPD Frankie Smith Tumon Precinct. See the following IFB references related to this IFB requirement:

- Page 28 I. Background, at the second paragraph which states "**The Guam Police Department (GPD) Frankie Smith Precinct located in Tumon will be the central monitoring control facility…**"
- Page 30 VII. Monitoring Control Center - 24 Hours a Day; 7 Days a Week (24/7), first two sentences of the first paragraph "The CCTV system is intended to provide intelligent video assessment of questionable activities, **with monitoring of these activities primarily at the Frankie Smith Precinct in Tumon**. **On-Site personnel** may view non-alarm related video as they wish, sequentially, at random, or in a single screen multiple camera display, **at the current security console**."
- Page 30 VII. Monitoring Control Center - 24 Hours a Day; 7 Days a Week (24/7), at paragraph five "CCTV Surveillance System Monitoring 24/7: **This need requires an actual person to be physically present at the central security system network console** to ensure that all installed (existing and new) CCTV cameras are

functioning properly, monitoring and recording the land area it was designated to cover."

- Page 30 VII. Monitoring Control Center - 24 Hours a Day; 7 Days a Week (24/7), at paragraph seven "The 24/7 CCTV Surveillance **System Monitor's duties shall include but not limited to the operation of the CCTV Surveillance System cameras, communications links, maintaining the operational status of all installed CCTV cameras, receive incoming calls for assistance and dispatching personnel** to the scene of an emergency. The System Monitor must be technically trained **to operate the CCTV equipment**..."
- Page 31 X. Equipment Locations at 3. "**The location of the on-site recording equipment and operator's controls shall be located at the Frankie Smith Precinct in Tumon.**"

(**Emphasis added above**)

If GVB would have looked into the significant difference in price between the PDS and G4S bids for the 24/7 CCTV System monitoring and operation GVB would have found that the services offered by G4S did not comply with the requirement for the assigned System Monitor personnel to be on-site at the GPD Frankie Smith Tumon Precinct. As the above IFB specifications clearly define, it is only from this location, the GPD Frankie Smith Tumon Precinct, that these services could be performed due to the necessity to operate the system and interact with GPD

personnel at the site. The PDS Technical Proposal clearly showed that the PDS monitoring services to be provided would be based on dedicated personnel operating out of the GPD Frankie Smith Tumon Precinct as specified in the IFB.

This finding by GVB should have been made after a review of the issue contained in the PDS Protest and should have been sufficient cause for GVB to reevaluate the Technical Bid of G4S and to make the determination that the G4S bid did not meet the bid specifications (as defined above) and that the G4S bid must be rejected as non-responsive for its failure to meet these IFB bid specifications (5 GCA §5211(g)).

C. **PDS PROTEST/APPEAL:** The cost quoted by G4S to connect and install the CCTV cameras at existing Locations as listed on Bid Form B-14.2 is only $156 per site versus the $2,500 bid by PDS.

D. **PDS PROTEST/APPEAL:** The cost quoted by G4S to connect and install the New CCTV camera Locations as listed on Bid Form B-14.2 is only $156 per site versus the $21,000 bid by PDS.

PDS ANALYSIS: Both of the above large differences between the bids of PDS and G4S point to questions regarding the Scope of Work to be performed by the bidders in the installation of the proposed existing CCTV camera locations sites (C.) and the new CCTV camera location sites (D.) as defined in the IFB Scope of Work and the IFB Bid forms.

A review of the PDS bid would have revealed that PDS provided a detailed Project Plan and Technical Response to each of the IFB technical requirements. From the PDS response, it is very clear and easy for GVB to determine how the PDS Technical Proposal and Project Plan fully complied with the IFB requirements. The PDS response detailed specific recommendations and designs to meet the requirements for the CCTV camera installations at both the existing locations (including those locations that must be reconfigured from the current wireless system), and the 15 new CCTV camera locations identified by GVB. The PDS Technical response covered the design, construction, installation, and support of the proposed system, right down to the equipment to be provided at each location, and how each location would connect back to the central monitoring site at GPD Frankie Smith Tumon Precinct. The PDS Technical Bid and Project Plan provided GVB with a complete solution, within the timeline required of a fully functional and ready to use system.

In developing the PDS Technical Proposal and Project Plan, PDS was following the Scope of Work and the IFB instructions provided by GVB as summarized below:

- Pages 2-57 at the bottom of each page, "Multi-Step Bid No. GVB-2014-002MS ASSESSMENT OF EXISTING CCTV SURVEILLANCE SYSTEM; **DESIGN-BUILD-UPGRADE NEW ADDITIONAL CCTV INFRASTRUCTURE** MAINTENANCE SERVICES (including Typhoon Preparedness); 24/7 SYSTEM

MONITORING & SECURE ACCESS VIA INTERNET FOR GVB AUTHORIZED OFFICIALS".

- Page 26, GENERAL STATEMENT OF WORK, II. PROJECT DESCRIPTION AND LOCATIONS "The Scope of Work and Services for this project involves the design, upgrade, construct, service, repair, maintenance, and installation of GVB existing CCTV surveillance system. It also includes assessment, evaluation repair, and replacement of existing units prior to installations, site clearing and or grading, fencing, erection of poles **plus all other necessary and incidental works to make the system work and ready for use.**"
- Page 26, GENERAL STATEMENT OF WORK, III. GENERAL SCOPE OF SERVICES AND RESPONSIBILITIES, a., "**The Contractor must be responsible for the complete design and construction of the project.**"
- Page 26, GENERAL STATEMENT OF WORK, III. GENERAL SCOPE OF SERVICES AND RESPONSIBILITIES, f.,"The contractor shall be responsible for the identification of all necessary additional work/equipment, rehabilitation of existing system that is directly related to the Scope of Work and the Service in this bid, any interfacing requirements in the existing system, a new proposed design for the **completion of the work in every detail, and the handling over to GVB ready for complete, safe, reliable and continuous operation**".

- Page 27, GENERAL STATEMENT OF WORK, III. GENERAL SCOPE OF SERVICES AND RESPONSIBILITIES, g.,"**The supply of new equipment, supply cable i.e. fiber optic, wireless equipment, rough-in, cabling**, erection of antenna pole and design approved by the local engineers, repair, installation, programming, testing, commissioning, testing, documentation, and setting to work of a GVB CCTV System, shall be complete to the satisfaction of the GVB and performance required by all regulatory authorities having jurisdiction over the work."
- Page 27, GENERAL STATEMENT OF WORK, III. GENERAL SCOPE OF SERVICES AND RESPONSIBILITIES, h., "The reuse, re-configuration of existing equipment and devices that are identified as still in its normal operating condition shall be to the complete satisfaction of GVB."
- Page 27, GENERAL STATEMENT OF WORK, III. GENERAL SCOPE OF SERVICES AND RESPONSIBILITIES, i., **"The replacement of existing and upgrading** of devices that are identified as **"defective" or "faulty" or "obsolete/antiquated"** including testing shall be to the complete satisfaction of GVB."
- Page 32, A-1. TECHNICAL BIDS - REVIEW GUIDELINES AND EVALUATION CRITERIA AT PHASE I: at the second paragraph, "In Phase I the bidder or offeror **shall submit the "TECHNICAL BID" which provides a written**

detailed project plan to meet the Scope of Work and Services per the Multi-Step Bid's specifications. The Technical Bid shall explain the results from the assessment of the existing CCTV infrastructure and include recommended actions; provide recommendations on the design and layout for the new additional equipment to upgrade the current CCTV infrastructure; the bidders recommended action plan to provide 24x7 monitoring services, to provide signage at each camera location, and provide the maintenance and support services to be provided in the form of a maintenance agreement. The Technical Bid is the project plan for the contract deliverables and shall include supporting documentation, such as but not limited to photographs, product brochures, test data, how the proposed item(s) meets or exceeds the Bid specifications."

(**Emphasis added above**)

In contradiction to the GVB IFB instructions above, the G4S Technical Bid did not provide a Project Plan that defined how G4S would meet the IFB requirements or perform the work defined in the IFB. No detailed designs or site configuration are provided for the existing or new camera locations with details of how the work will be performed. The closest we can find to a detailed scope of work to be performed by G4S is at pages 13 and 14 of the Technical Bid Project Plan (attached as Exhibit D) which details the schedule of work to be

performed over the project timeline of about six (6) months (182 days between March 3 to September 1).

The Project Schedule provided by G4S is two pages of basically the same information; one page shows the tasks displayed in a Gantt chart format and the other page lists each of the tasks with columns for various task data. Both pages identify the Project work as "GVB Assessment of Existing & Design-Build Upgrade New CCTV" with the work to be performed in (4) four phases as follows:

1.1. Assessment Phase

1.1.1 Testing of Fiber Optic Cable

1.1.2 Testing of Camera

1.1.3 Testing of CCTV Equipment

1.2. Salvage & Restoration Phase

1.2.1 Salvaging of Equipment

1.2.2 Restoring of Working Equipment

1.3. System Design Phase

1.3.1 Design Approval

1.3.2 Drawing Approval

1.3.3 Cost Approval Proposal

1.4. Contract Award

1.4.1 Notice to Proceed

As the attached Exhibit D and the above summary clearly shows, G4S did not include any work in its Technical Proposal regarding the "Build" or installation part of the IFB. Instead the G4S Bid only includes; Testing/Assessment of the existing CCTV system components, Salvaging or Repair of the existing equipment that may be usable, the

creation of a design for the remaining parts of the IFB requirements, and finally a NEW CONTRACT AND AWARD to perform the installation work, though this is not clearly defined.

Instead of including the work required for the installation of new cameras or connections at the existing/new CCTV camera locations and the other work as defined in the IFB Scope of Work shown above, the G4S Technical Bid assumes that this work will be done under another contract award and in addition to the amounts that G4S has included in this bid. For G4S to ignore explaining this part of their Project Plan or to fail to include any one time or continuing costs for the required services is a serious deficiency that should have been revealed through a review of the bids after the opening of the Price Bids (ref GAR §3109(m)(3)). This further analysis and clarification would have lead to the rejection of the G4S bid since this bid **DID NOT MEET** the "*requirements and criteria set forth in the Invitation for Bids*" (ref. 5 G.C.A. § 5211(g)) and was not a responsive bid. This singular determination should have lead to the rejection of the G4S bid.

III. NEW PDS PROTEST FILED

In PDS's review of the above protest points and the G4S Technical and Price Bids provided as a part of the Agency Report, PDS has discovered new issues related to the GVB evaluation and award to G4S. Some of these issues may have already been indirectly covered in this current appeal, however other issues are new and have been included in a new protest that PDS has made to GVB today. A copy of this new protest is attached to this filing as Exhibit E.

IV. GVB CLAIM FOR ATTORNEY FEES

As the above PDS ANALYSIS has shown, PDS's original timely protest and this appeal raised serious issues related to how GVB's performed the evaluation and award of this procurement. Further, GVB's refusal to provided transparency in the procurement process and failure to provide a proper Procurement Record, as required by law and regulation, cast doubt over the integrity of the procurement process being conducted by GVB and even whether GVB can make a fair and impartial decision in this matter regardless of the clear facts that PDS has presented in this protest and appeal. The issues that PDS has raised in this Appeal are not made fraudulently, frivolously, or solely to disrupt the procurement process. These issues have been raised by PDS in effort to resolve serious problems regarding the evaluation and award of this procurement to a bidder that has made a bid that is not responsive. PDS would not have had to take these steps had GVB conducted a proper and fair evaluation of the Bids submitted or entered into negotiations with PDS to resolve the protest as allowed by law and regulation. Therefore, no award of attorney fees or expenses can be justified in this appeal.

V. CONCLUSION

PDS continues to request that the OPA undertake a *de novo* review of the IFB evaluation and GVB intent to award the bid to G4S. We further request that the OPA provide a ruling on the motion filed today by PDS requesting an immediate order to compel GVB to produce missing documents from the Procurement Record. PDS believes that the Procurement Record provided on April 23, 2014 is not complete and GVB

is withholding documents that have direct application to this matter and should have been included in the official Procurement Record that was due to be filed by GVB on April 24, 2014.

For the record, PDS requests a hearing on this matter before the OPA and requests granting of discovery from GVB and G4S as well as scheduling of depositions as may be required to fully define the history of the specifications involved in this procurement and evaluation decisions made by GVB.

Respectfully Submitted.

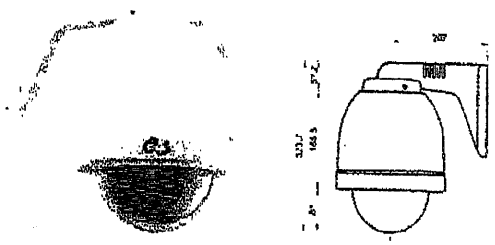
X_____
John Day-President/Pacific Data Systems

xc:

EXHIBIT A

Recommended Products:

All In One PTZ Dome
GSD36NVW



- 1152X Zoom (36X Optical, 32X Digital)
- 700 TV Lines Ultra Image Resolution
- Day & Night with True Night function, 0.001 Lux High Sensitivity
- Wide Dynamic Range (WDR), Privacy masking Zone & Digital Noise Reduction
- Endless Panning and Multi protocol support
- All In One Camera with Full accessories for mounting and connection
- Aluminum Die-Cast, IP66
- 360+ Continuous Rotation
- Built-in Heater, Blower & Sunshield for any weather for Indoor and Outdoor Applications

Technical Specifications

Module

Image Sensor	1/4" SONY Super HAD II CCD (Double Scan)
Picture Element	1028 (H) x 508 (V)
Zoom	36X Optical AF ,32X Digital
Resolution	700 TVL (Color), 800 TVL (BW)
Scanning Frequency	15.734KHz (H) x 60Hz (V)
Scanning System	Progressive(WDR On)/ Interlace
Focus	Auto / Zoom -Trig / Manual
Focal Length	3.4mm ~122.4mm (F 1.6 to 4.5)
Iris Control	Auto/Manual Selectable
Day & Night Mode	DSS & ICR
Min. Illumination	Color : 0.5lux
ICR	BW: 0.2 lux
DSS	Color : 0.001 lux
ICR+DSS	BW :0.0004 lux
S/N Ratio	More than 50dB(AGC off)
Sync. System	Internal

Input/output

Video Output	1 x BNC
Alarm In	8 alarm (NO/NC)
Alarm Out	2 relay out
Control Interface	RS485, RS422

Protocols

Supported Protocol	Multiple protocol (PELCO-D/P, VISCA)
Baud Rate	2400, 4800, 9600, 19200, 38400, 57600 bps selectable

Electrical

Power Source	21~28VAC 60Hz
Power Consumption	18 Watts
Heater	33 W
Fan	3.4 W

Mechanical

Pan	360° Endless Pan 0.1° to 90°/sec (64 steps proportional to zoom)
Preset Speed	380°/sec , 0.1° accuracy
Title	0.1°/sec to 90 °/sec
Preset Speed	150°/sec, 0.1° accuracy
Dimensions	236(Ø) x 323.7(H) mm – 166(Ø) dome
Weight	Approx. 4.4Kg (10.8 lbs)

Functions

Dome ID	Up to 255 selectable ID (rotary switch)
Preset	255 points, less than 0.1 accuracy
Tour	8 programmable
Pattern	4 patterns for 240 second
Digital Flip	ON/OFF
Auto Scan	8 programmable speed & diagonal
Privacy Zone	Off/8 Zones
Backlight	WDR/ BLC/ Off
D&N Control	Auto / Sens-in / Ext / Day / Night
Brightness	1 ~15 steps
Gain Control	Off / On
White Balance	ATW / One-Push / Indoor / Outdoor / Manual/ Auto
Digital Zoom	Off / Max 2x ~32x
Shutter Speed	Normal ~1/100,000sec
DNR	Off / Manual / Auto
Display	16 area title

Environmental

Operating Temp.	
Indoor	0°C ~ 50°C
Outdoor	-10°C ~ 50°C
Operating Humidity	0% ~ 90% (Non-Condensing)
Ingress Protection	IP66
Bubble	Ø 166mm, Polycarbonate Cover
Construction	Aluminum
Colour	Cool Grey

Approvals

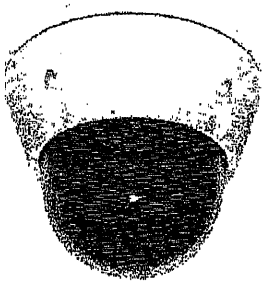
Approvals	CE, FCC CLASS A, RoHS

130122 Note: Specifications are subject to change without notice.

Securing Your World

G4S plc., The Manor, Manor Royal, Crawley, West Sussex, RH10 9UN, UK. www.g4s.com

VA Vandal-Proof Dome
GCD705-VWU



- 700 TV Lines Ultimate High Resolution
- Day & Night with True Night function, 0.03 Lux Sensitivity
- New enhanced video analytics: (Motion Detection & Tracking, Abandon Detection, Scene Change, Unfocus Detection, Loitering Detection)
- Privacy Masking Zone & Wide Dynamic Range
- Powerful 3D-DNR (3D-Digital Noise Reduction)
- New digital effects (Rotation ,Mirror ,V Flip, Nega, Freeze)
- Vandal-Proof Aluminum Die-cast, IP66
- Unshielded Twisted Pair (UTP) for far distances transmission

Technical Specifications

Sensor

Image sensor	1/3" Sony 960H DS SUPER HAD II CCD
Effective Pixel	
GCD705-VWU	976 (H) x 582 (V)
GCD705N-VWU	976 (H) x 494 (V)
Scanning system	2:1 Interlace
Scanning frequency	
GCD705-VWU	15.625KHz(H),50Hz(V)
GCD705N-VWU	15.734KHz(H),59.95Hz(V)
Sync. system	Internal / Line Lock

Video

Resolution	700 TVL
Day & Night Mode	ICR & DSS
Min. Illumination	0.14 Lux (Color), 0.03 Lux (BW) @ F1.2 50IRE
S/N ratio	More than 50dB

Lens

Focus	Vari-focal
Focal length	2.8 ~ 12mm
Lens Mount	Board Type
Pan/ Tilt Range	0° - 360°/ 0° - 180°
Rotate Range	0° - 360°

Functions

Video Analytics	4 configuration/ max. 10 jobs Motion Detection & Tracking, Abandon Detection, Scene Change, Unfocus Detection, Loitering Detection
Privacy Zones	Max 10 (Polygonal)
DIS	Off/ On
3D-DNR	Motion Adaptive 3DNR
WDR	30 FPS 54dB DUAL SCAN
BLC	Yes
Focus Aid	Yes
D-PTZ	~ x4(Zoom), D-PTZ Support
Ultra Deep Field (UDF)	Yes
Image Enhancement	ATR-EX
Digital Effects	Rotation ,Mirror ,V Flip, Nega, Freeze

Camera

White Balance	ATW/ Push/ User1/ User2/ Anti CR/ Manual/ Push Lock
Shutter Speed	1/50~1/10,000 Auto : ~100,000 1/60~1/10,000 Auto : ~100,000 (NTSC)
Language	English, Fench, German, Portuguese, Spanish
Sens-Up	x256

Input/output

Video output	1 x BNC (1.0Vp-p, 75ohms), UTP
Power input	2-Pin Terminal Block

Control

Camera Control	Joystick Switch
Protocols	Pelco-D, Pelco-P, Fastrax II

Mechanical

Dimensions	146.3mm Ø x 114.5mm H Bubble: Ø 99
Weight	760g
Ingress Protection	IP66/ IK10

Electrical

Power source	DC 12V / AC 24V± 10%
Power consumption	TBD

Environmental

Operating temp.	-10°C ~ +50°C
Operating humidity	20 ~ 80% RH

Approvals

Approvals	FCC (Class A), UL CE(Class A)

Note: Specifications are subject to change without notice.

130616

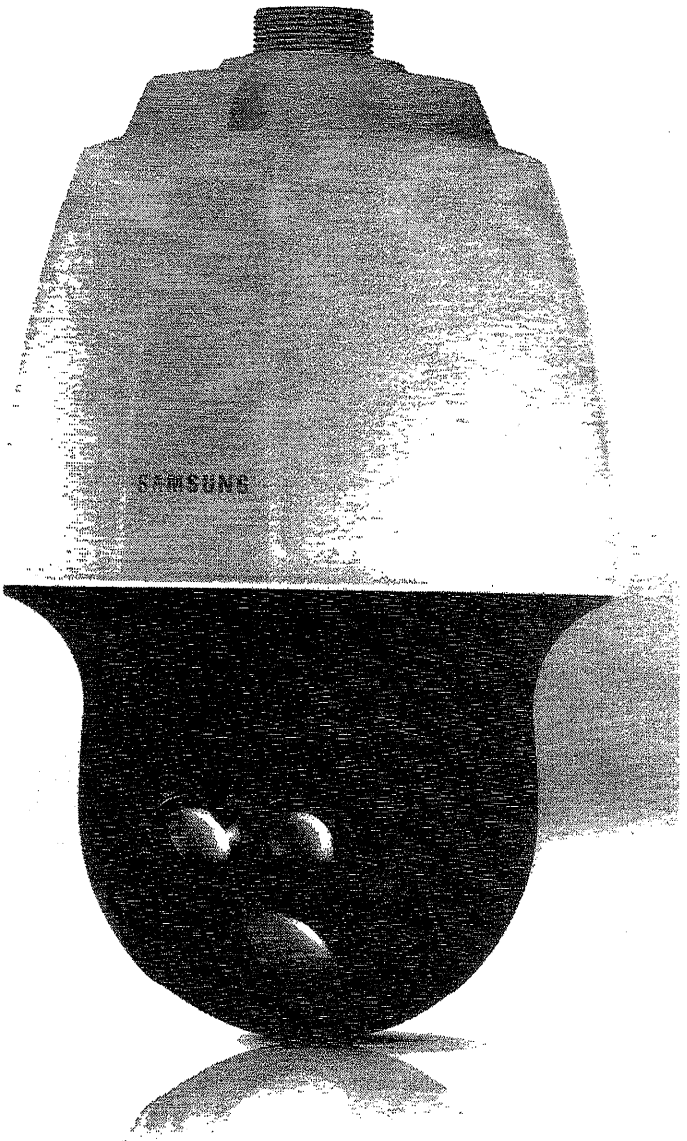
Securing Your World

G4S plc., The Manor, Manor Royal, Crawley, West Sussex, RH10 9UN, UK. www.g4s.com

EXHIBIT B

SAMSUNG TECHWIN

iPOLiS
Your smart security solution



Clearly Captured with Full HD and 20x Zoom in Complete Darkness

SNP-6200RH

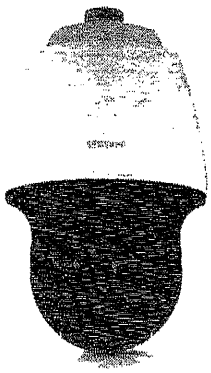
2MP 1080p Full HD 20x Network IR Dome Camera

- Max. 2MP (1920x1080) resolution
- 16 : 9 Full HD (1080p) resolution support
- Built-in 20x optical zoom lens (4.45 ~ 89mm)
- WDR, UPnP and face detection support
- IP66/IK10, IR LED (IR distance 100m, LED 2ea)

The SNP-6200RH is a Full HD PTZ dome camera with 20x optical zoom and focused IR illumintaion. The IR function illuminates objects at a distance of up to 100m by focusing the beam as the camera zooms, resulting in clear imaging in total darkness. The SNP-6200RH is also IP66 environment protected, IK10 vandal resistant and can withstand high temperature variations of -50°C to +55°C.

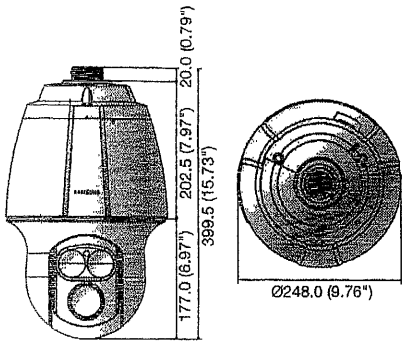
2MP 1080p Full HD 20x Network IR Dome

SNP-6200RH

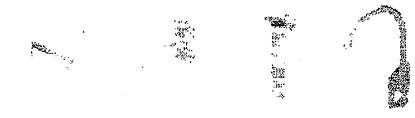


Dimensions

Unit : mm (inch)



Accessory (Optional)



SBP-300WM1 SBP-300WM SBP-300CM SBP-300LM

SBP-300P SBP-300PM SBP-300KM

Specifications

ONVIF

	SNP-6200RHN	SNP-6200RHP
VIDEO		
Imaging Device	1/3" 2M PS CMOS	
Total Pixels	2,010(H) x 1,108(V)	
Effective Pixels	1,944(H) x 1,092(V)	
Scanning System	Progressive	
Min. Illumination	Color : 1.5Lux (F1.6, 50IRE), B/W : 0Lux (IR LED on)	
S / N Ratio	50dB	
Video Output	CVBS : 1.0 Vp-p / 75Ω composite, 704 x 480(N), 704 x 576(P), for installation	
LENS		
Focal Length (Zoom Ratio)	4.45 ~ 89mm (20x)	
Max. Aperture Ratio	F1.6(Wide) / F2.9(Tele)	
Angular Field of View	H : 62.9°(Wide) ~ 3.10°(Tele) / V : 43.32°(Wide) ~ 2.34°(Tele)	
Min. Object Distance	1m (3.28ft)	
Focus Control	Auto / Manual / One shot	
Lens Type	DC auto iris	
Mount Type	Board-in type	
PAN / TILT / ROTATE		
Pan Range	360° Endless	
Pan Speed	Preset : 250°/sec, Manual : 0.024°/sec ~ 120°/sec	
Tilt Range	190°(-5° ~185°)	
Tilt Speed	Preset : 250°/sec, Manual : 0.024°/sec ~ 120°/sec	
Preset	255ea	
Preset Accuracy	±0.1°	
OPERATIONAL		
IR LED	2ea	
Viewable Length	100m (328.08ft)	
Camera Title	Off / On (Displayed up to 15 characters)	
Day & Night	Auto (ICR) / Color / B/W	
Backlight Compensation	Off / BLC / HLC / WDR	
Wide Dynamic Range	60dB	
Contrast Enhancement	SSDR (Samsung Super Dynamic Range) (Off / On)	
Digital Noise Reduction	SSNRIII (2D+3D noise filter) (Off / On)	
Digital Image Stabilization	Off / On	
Motion Detection	Off / On (1 programmable zones)	
Privacy Masking	Off / On (8 Rectangle programmable zones)	
Sens-up (Frame Integration)	Off / Auto (2x ~ 60x)	
Gain Control	Off / Low / Medium / High / Manual	
White Balance	ATW / Outdoor / Indoor / Manual / AWC (2,400°K ~ 10,500°K)	
Electronic Shutter Speed	Auto / FLK / Manual (1/30 ~ 33,000sec)	Auto / FLK / Manual (1/25 ~ 33,000sec)
Digital Zoom	Off / On (1x ~ 8x)	
Flip / Mirror	Off / On	
Intelligent Video Analytics	Tampering (Scene change), Virtual line, Enter / Exit, Appear / Disappear, Audio detection, Face detection (5ea)	
Alarm I/O	Input 4ea / Output 3ea	
Remote Control Interface	RS-485/422	
RS-485 Protocol	Samsung-T/E, Pelco-P/D, Panasonic, Honeywell, AD, Vicon, Bosch, GE	
Alarm Triggers	Alarm input, Motion detection, Intelligent video analytics, Network disconnect	
Alarm Events	File upload via FTP and E-mail, Notification via E-mail, TCP, Local storage (SD/SDHC/SDXC) recording at Network disconnected, External output, PTZ preset	
NETWORK		
Ethernet	RJ-45 (10/100BASE-T)	
Video Compression Format	H.264 (MPEG-4 part 10/AVC), MJPEG	
Resolution	1920 x 1080P (Full HD), SXGA (1280 x 1024), 1280 x 960, HD (16 : 9, 1280 x 720p), 1024 x 768, SVGA (800 x 600), VGA (640 x 480), QVGA (320 x 240)	
Max. Framerate	30fps (When WDR on, Max. framerate is Max 15fps.)	25fps (When WDR on, Max. framerate is Max 15fps.)
Video Quality Adjustment	H.264 : Compression level, Target bitrate level control, MJPEG : Quality level control	
Bitrate Control Method	H.264 : CBR or VBR, MJPEG : VBR	
Streaming Capability	Multiple streaming (Up to 6 profiles)	
Audio I/O	Mic(Line)-in selectable via UI, Line-out (Mono, 1Vrms)	
Audio Compression Format	G.711 u-law, G.726	
Audio Communication	Bi-directional audio	
IP	IPv4, IPv6	
Protocol	TCP/IP, UDP/IP, RTP(UDP), RTP(TCP), RTCP,RTSP, NTP, HTTP, HTTPS, SSL, DHCP, PPPoE, FTP, SMTP, ICMP, IGMP, SNMPv1/v2c/v3(MIB-2), ARP, DNS, DDNS, QoS, PIM-SM, UPnP	
Security	HTTPS(SSL) login authentication, Digest login authentication IP address filtering, User access log, 802.1x authentication	
Streaming Method	Unicast / Multicast	
Max. User Access	10 users at unicast mode	
Memory Slot	SD/SDHC memory slot	
ONVIF Conformance	Yes	
Webpage Language	English, French, German, Spanish, Italian, Chinese, Korean, Russian, Japanese, Swedish, Danish, Portuguese, Turkish, Polish, Czech, Rumanian, Serbian, Dutch, Croatian, Hungarian, Greek	
Web Viewer	Supported OS : Windows XP / VISTA / 7, MAC OS Supported Browser : Internet Explorer 7.0 or Higher, Firefox, Google Chrome, Apple Safari *Apple Safari, Windows Internet Explorer 9.0(32bit) / 8.0(32bit) / 7.0(32bit) *For Mac OS X, only the Safari browser is supported.	
Central Management Software	SmartViewer 4.0	
ENVIRONMENTAL		
Operating Temperature / Humidity	-50°C ~ +55°C (-58°F ~ +131°F) / Less than 100% RH	
Ingress Protection	IP66 grade	
Vandal Resistance	IK10	
ELECTRICAL		
Input Voltage / Current	24V AC only	
Power Consumption	Max. 30W (Heater Off) / 35W (Heater Off, IR on), 90W (Heater On, IR on)	
MECHANICAL		
Color / Material	Ivory / Aluminum	
Dimensions (WxH)	Ø248.0 x 399.5mm (Ø9.76" x 15.73")	
Weight	6.6Kg (14.95 lb)	

DISTRIBUTED BY

SAMSUNG TECHWIN AMERICA Inc.
100 Challenger Rd. Suite 700 Ridgefield Park, NJ 07660
Toll Free : +1-877-213-1222 Direct : +1-201-325-6920
Fax : +1-201-373-0124

SAMSUNG TECHWIN

2MP Full HD
Clear Image & 360° Pan Tilt Zoom

The SNP-6201/6201H is a compact PTZ dome camera which provides 20x images in Full HD resolution. The high resolution 20x optical zoom makes it possible to identify persons approximately 180 meters (55 feet) away. Now operators can get detailed and higher quality image from distance. Its intelligent video analytics function includes Tampering, Virtual Line, Enter/Exit, Appear/Disappear to help capture evidence more efficiently. The SNP-6201/6201H can be installed both indoor and outdoor wherever it requires a wide range coverage. The SNP-6201H, housing PTZ dome camera, withstands demanding environment with heater by POE+.

SNP-6201/6201H

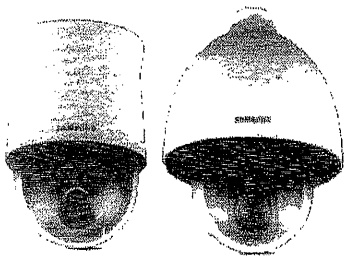
2MP Full HD 20x Compact Network PTZ Camera

- 2MP Full HD resolution
- Built-in 20x optical zoom lens (4.45 ~ 89mm)
- 30fps@1080p
- Day & Night (ICR)
- Intelligent video analytics
  : Face and audio detection, Tampering
- IP66 (SNP-6201H)
- IK10 (SNP-6201+SHP-3701H : IK10 accessory housing)

2MP Full HD 20x Compact Network PTZ Camera

SNP-6201/6201H

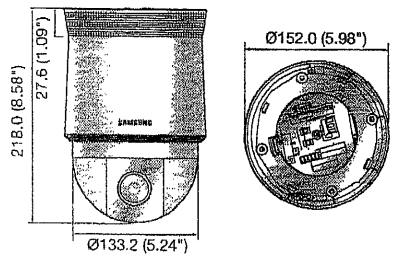
2M | Full HD 1080p | 20x | Day & Night | WDR | PoE+



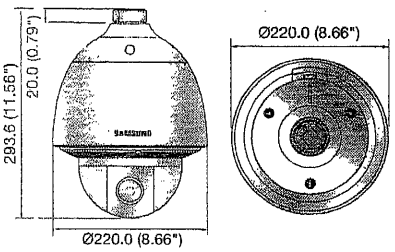
SNP-6201 SNP-6201H

Dimensions

Unit : mm (inch)



SNP-6201



SNP-6201H

Accessories (Optional)

SNP-6201

SBP-301HM3 SHP-3701H SHP-3701F

SBP-300WM1 SBP-300WM SBP-300CM SBP-300LM

SBP-300B SBP-300PM SBP-300KM

The Eco mark represents Samsung Techwin's will to create environment-friendly products,and indicates that the product satisfies the EU RoHS Directive.

Specifications

ONVIF

	SNP-6201N/P	SNP-6201HN/HP
VIDEO		
Imaging Device	1/3" 2M PS CMOS	
Total Pixels	2,010(H) x 1,108(V), 2.2M pixels	
Effective Pixels	1,944(H) x 1,092(V), 2.1M pixels	
Scanning System	Progressive	
Min. Illumination	Color : 1.5Lux (F1.6, 50IRE), B/W : 0.1Lux (F1.6, 50IRE)	
S / N Ratio	50dB	
Video Output	CVBS : 1.0 Vp-p / 75Ω composite, 704 x 480(N), 704 x 576(P), for installation	
LENS		
Focal Length (Zoom Ratio)	4.45 ~ 89mm (20x)	
Max. Aperture Ratio	F1.6(Wide) / F2.9(Tele)	
Angular Field of View	H : 63°(Wide) ~ 3.49°(Tele) / V : 37°(Wide) ~ 1.99°(Tele)	
Min. Object Distance	1m (3.28ft)	
Focus Control	Auto / Manual / One shot	
Lens Type	DC auto iris	
Mount Type	Board-in type	
PAN / TILT / ROTATE		
Pan / Tilt Range	360° Endless / 210° (-15° ~195°)	
Pan / Tilt Speed	Preset : 500°/sec, Manual : 0.024°/sec ~ 120°/sec	
Preset / Preset Accuracy	255ea / ±0.2°	
OPERATIONAL		
Camera Title	Off / On (Displayed up to 15 characters)	
Day & Night	Auto (ICR) / Color / B/W	
Backlight Compensation	Off / BLC / HLC / WDR	
Wide Dynamic Range	60dB	
Contrast Enhancement	SSDR (Samsung Super Dynamic Range) (Off / On)	
Digital Noise Reduction	SSNRIII (2D+3D noise filter) (Off / Low / Medium / High)	
Digital Image Stabilization	Off / On	
Motion Detection	Yes (4ea)	
Privacy Masking	Off / On (12 programmable zones)	
Sens-up (Frame Integration)	Off / Auto (2x ~ 60x)	
Gain Control	Off / Low / Medium / High / Manual	
White Balance	AWC / Manual / Indoor / Outdoor / ATW (2,400°K ~ 11,000°K)	
Electronic Shutter Speed	ESC / FLK / Manual (1/30 ~ 1/33,000)	
Digital Zoom	8x	
Flip / Mirror	Off / On	
Intelligent Video Analytics	Tampering, Virtual line, Enter/Exit, Appear / Disappear, Audio detection, Face detection (5ea)	
Alarm I/O	Input 4ea / Output 2ea	
Remote Control Interface	RS-485/422	
RS-485 Protocol	Samsung-T/E, Pelco-P/D, Panasonic, Honeywell, AD, Vicon, Bosch, GE	
Alarm Triggers	Alarm input, Motion detection, Intelligent video analytics, Network disconnect	
Alarm Events	File upload via FTP, E-Mail / Notification via E-Mail and TCP / Local storage (SD/SDHC) recording at Network disconnected / External output/ PTZ preset	
NETWORK		
Ethernet	RJ-45 (10/100BASE-T)	
Video Compression Format	H.264 (MPEG-4 part 10 / AVC), MJPEG	
Resolution	1920 x 1080P (Full HD), SXGA (1280 x 1024), 1280 x 960, HD (16 : 9, 1280 x 720p), 1024 x 768, SVGA (800 x 600), VGA (640 x 480), QVGA (320 x 240)	
Max. Framerate	Max. 30fps at all resolutions * When WDR on, Max. framerate is max. 15fps.	
Video Quality Adjustment	H.264 : Compression level, Target bitrate level control, MJPEG : Quality level control	
Bitrate Control Method	H.264 : CBR or VBR, MJPEG : VBR	
Streaming Capability	Multiple streaming (Up to 10 profiles)	
Audio I/O	Mic (Line)-in selectable via UI, Line-out (Mono, 1Vrms)	
Audio Compression Format	G.711 u-law, G.726	
Audio Communication	Bi-directional audio (2-way)	
IP	IPv4, IPv6	
Protocol	TCP/IP, UDP/IP, RTP(UDP), RTP(TCP), RTSP, NTP, HTTP, HTTPS, SSL, DHCP, PPPoE FTP, SMTP, ICMP, IGMP, SNMPv1/v2c/v3(MIB-2), ARP, DNS, DDNS, QoS, PIM-SM, UPnP	
Security	HTTPS(SSL) login authentication, Digest login authentication, IP address filtering, User access log, 802.1x authentication	
Streaming Method	Unicast / Multicast	
Max. User Access	10 users at unicast mode	
Memory Slot	SD/SDHC memory slot	
ONVIF Conformance	Yes	
Webpage Language	English, French, German, Spanish, Italian, Chinese, Korean, Russian, Japanese, Swedish, Danish, Portuguese, Turkish, Polish, Czech, Rumanian, Serbian, Dutch, Croatian, Hungarian, Greek	
Web Viewer	Supported OS : Windows XP / VISTA / 7, MAC OS Supported Browser : Internet Explorer 7.0 or Higher, Firefox, Google Chrome, Apple Safari *Apple Safari, Windows Internet Explorer 9.0 (32bit) / 8.0 (32bit) / 7.0 (32bit) *For Mac OS X, only the Safari browser is supported.	
Central Management Software	Smart Viewer	
ENVIRONMENTAL		
Operating Temperature / Humidity	-10°C ~ +55°C (+14°F ~ +131°F) / 20% ~ 80% RH	PoE+ : -30°C ~ +55°C (-22°F ~ +131°F) / Less than 90% RH (Heater on) 24V AC : -50°C ~ +55°C (-58°F ~ +131°F) / Less than ~ 90% RH (Heater on)
Ingress Protection	N/A	IP66 grade
Vandal Resistance	SNP-6201 only (When SNP-6201 + SHP-3701H : IK10 accessary housing)	
ELECTRICAL		
Input Voltage / Current	24V AC, PoE+ (IEEE802.3at)	
Power Consumption	PoE+ : Max. 13W, 24V AC : Max. 15W	PoE+, 24V AC : Max. 15W (Heater off), PoE+ : Max. 25W, 24V AC : Max. 53W (Heater on)
MECHANICAL		
Color / Material	Ivory / Plastic	Ivory / Aluminum / Plastic sun-shield
Dimensions (WxH)	Ø152.0 x 218.0mm (Ø5.98" x 8.58")	Ø220.0 x 293.6mm (Ø8.66" x 11.56")
Weight	1.8Kg (3.97 lb)	3.2Kg (7.05 lb)

Design and specifications are subject to change without notice.

DISTRIBUTED BY

SAMSUNG TECHWIN CO., LTD.
6, Pangyo-ro 319beon-gil, Bundang-gu, Seongnam-si, Gyeonggi-do, SEOUL 463-400 Rep. of KOREA
Tel : +82-70-7147-8741~8749, 8752~8760 Fax : +82-31-8018-3745 www.samsungsecurity.com www.samsungcctv.com

SAMSUNG TECHWIN AMERICA Inc.
100 Challenger Rd. Suite 700 Ridgefield Park, NJ 07660
Toll Free : +1-877-213-1222 Direct : +1-201-325-6920
Fax : +1-201-373-0124

SAMSUNG TECHWIN EUROPE LTD.
2nd floor No5 The Height, Brooklands, Weybridge, Surrey, KT13 0NY
Tel : +44-1932-82-6700 Fax: +44-1932-82-6701

SHANGHAI SAMSUNG TECHWIN CO., LTD.
32F, Blk 6, International Business Center,
No. 391 Guiping Rd., Shanghai, China, 200233
Tel : +86-21-5427-1155 Fax : +86-21-5423-5122

SAMSUNG TECHWIN

EXHIBIT C

Daryll Bataclan	Technician	Pipe Fitter/Cable Installer	3
Charles Camacho	Technician	Fire Alarm	3
Jonivin Cruz	Technician	Intrusion/CCTV	3
Dan Rios	Helper	Pipe Fitter/ Cable Installer	2

Equipment Maintenance Services:

After the initial installation, G4S Service Department provides maintenance service to ensure that security equipment are maintained in good working conditions. We have 24 hour on call technicians who can repair the system at any hour of the day, help customers arm or disarm the system if they are having trouble, again at any hour of the day. Service technician perform routine maintenance and testing to ensure the systems are in good working condition.

Customer Support Services:

Customer Support services is a concerted effort in the Integrated Security Services here at G4S. And what this means, G4S has the unique ability to coordinate all of its security services to satisfy the security needs of any customer.

So, a customer can call one number for any services and get a security officer, get help for his electronic security system, CCTV, or access system, or get information from NCC about alarm signal history and events, as well as get a security consultant.

National Control Center (NCC): 24 Hours Monitoring Station

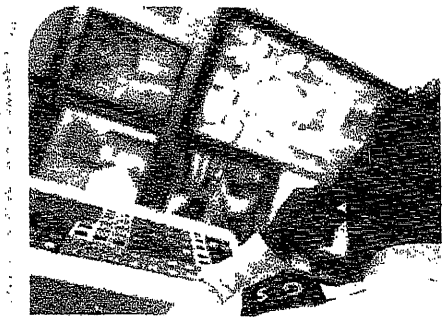
The G4S Marianas NCC Team is responsible for coordinating G4S activities for Guam and the Northern Marianas to serve the safety and security needs of our customers. Coordination is our single most critical focus which ensures that our security systems and personnel are utilized in the most efficient and effective manner. By effective coordination, G4S resources are integrated with fire and police first responders in order to provide customer peace of mind.

At the NCC nerve center, our team monitors intrusion, fire, and smoke alarms, closed circuit television, security guard activities, and customer service problems 24 hours a day, 7 days a week. Customer care interacts with customers to gather necessary information, address their concerns, schedule and dispatch service technicians, and track work orders in order to provide customer satisfaction.

When necessary, NCC notifies fire and police personnel to respond to critical incidents in conjunction with stationary and roving G4S guards. NCC ensures that G4S responds in a coordinated manner which will provide our customers with the best that security systems and people can bring at the most critical time.

Remote Video Monitoring Service:

As part of the security package unique to G4S, We appreciate the opportunity to provide a quotation for remote video surveillance (RVM). Many of our business customers appreciate the value of adding this service feature as part of their overall risk mitigation and security procedures.



G4S offers different service options of remote video monitoring. As outlined in the scope of work under 'Monitoring Service': *The security solution should include remote monitoring services for surveillance. Additionally, GVB is requiring first responders for any CCTV events. The purpose of the monitor services is to react, protect people and properties.*

G4S' interpretation of the above noted scope of work indicates a requirement for video surveillance monitoring personnel to be allocated and dedicated specifically for monitoring the G4S provided cameras associated with this project 24 hours daily, 7 days weekly. This will be accomplished with the appropriate remote connection software installed on the GVB system, remotely monitored by G4S staff at our local National Control Center in Tamuning. This is G4S' full service option identified as Active Remote Video Monitoring (ARVM).

As an added benefit, you and other authorized personnel will also be able to view the cameras from any internet-enabled portable device such as smart-phones, notepads, laptops and desktop computers. Secure access makes RVM an effective tool which provides peace of mind, by enabling you to see the activity at your property from anywhere you have internet connection.

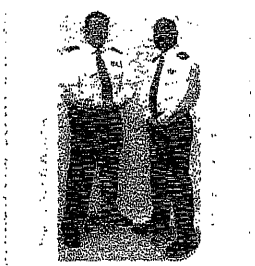
With the (ARVM) service feature, if a suspicious incident is detected, a G4S Patrol Supervisor will be dispatched to the designated locations to further assess the area. This is effective in deterring loitering, graffiti, homeless individuals and other criminal mischief.

The National Control Center is where we have professional Alarm monitors who are on alert to react and dispatch the proper personnel to your location where an alarm system has been triggered.

At the National Control Center is also where MSS Supervisors are directing and coordinating the Security Officers.

Manned Security Solutions (MSS):

MOBILE PATROL SOLUTIONS:

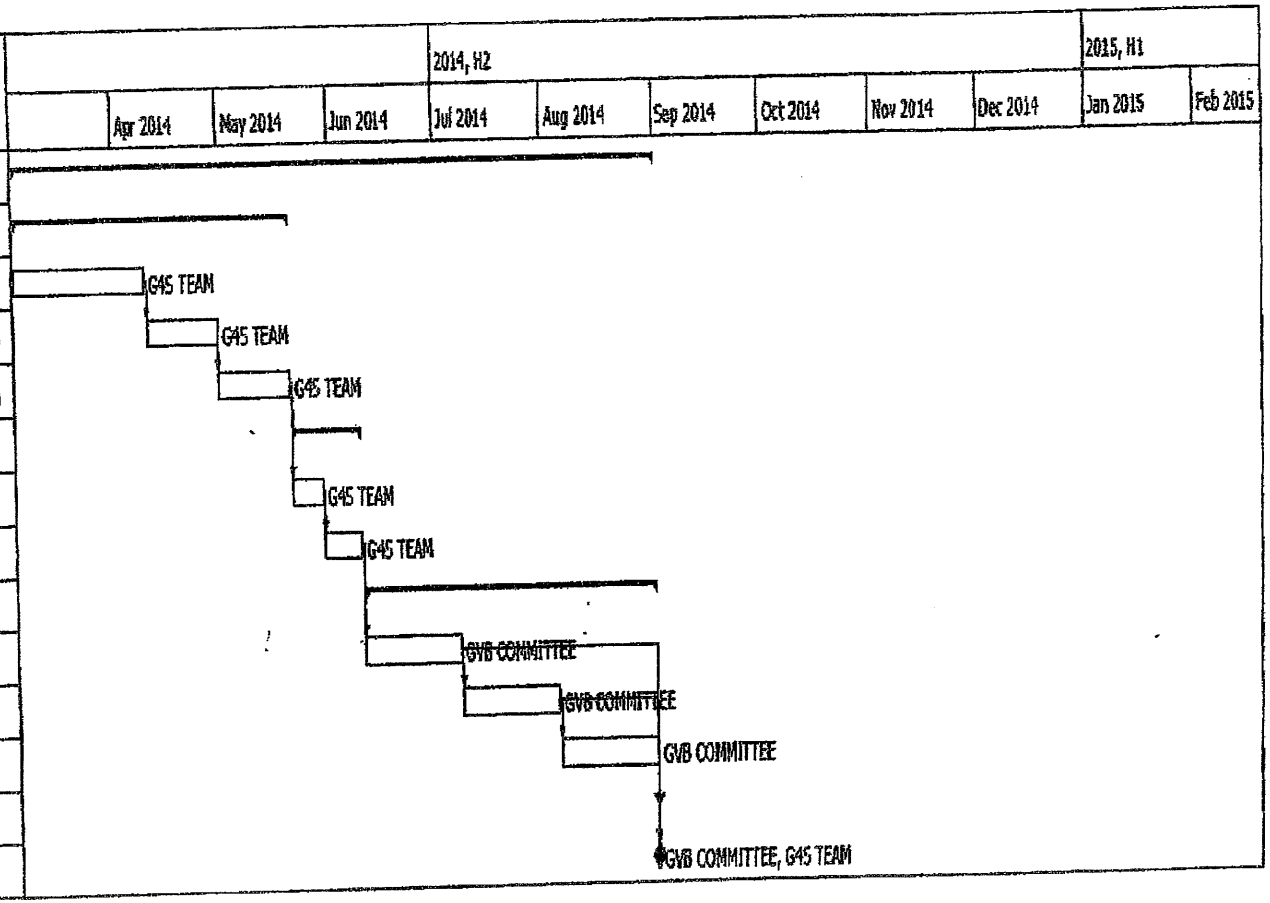


Sometime it does not make economic sense to place a security guard at your establishment. In these cases a mobile patrol solution may be a better alternative. While random patrol inspections are the key to this program, electronic check points verify that your facility has been inspected and high-threat areas visited. This verification is accomplished by the proxy-pen, a G4S product. Our mobile patrol officer will record into the proxy-pen event book his arrival time and location. He will then commence his patrol, checking all designated high-risk areas.

EXHIBIT D

Assessment Gantt Chart Schedule:

Name	Work
GVB ASSESSMENT OF EXISTING & DESIGN-BUILD UPGRADE NEW	131d
ASSESSMENT PHASE	57d
TESTING OF FIBER OPTIC CABLE	20d
TESTING OF CAMERA	14d 4h
TESTING OF CCTV EQUIPMENT	14d 4h
SALVAGING & RESTORATION PHASE	14d
SALVAGING OF EQUIPMENT	7d
RESTORING OF WORKING EQUIPMENT	7d
SYSTEM DESIGN PHASE	60d
DESIGN APPROVAL	20d
DRAWING APPROVAL	20d
COST PROPOSAL APPROVAL	20d
CONTRACT AWARD	
NOTICE TO PROCEED	



WBS	Name	Start	Finish	Work	Duration	Slack	Cost	Assigned to	% Complete
1	GVB ASSESSMENT OF EXISTING & DESIGN-BUILD UPGRADE NEW CCTV	Mar 3	Sep 1	131d	131d		0		0
1.1	ASSESSMENT PHASE	Mar 3	May 20	57d	57d	74d	0		0
1.1.1	TESTING OF FIBER OPTIC CABLE	Mar 3	Apr 9	28d	28d		0	G4S TEAM	0
1.1.2	TESTING OF CAMERA	Apr 10	Apr 30	14d 4h	14d 4h		0	G4S TEAM	0
1.1.3	TESTING OF CCTV EQUIPMENT	Apr 30	May 20	14d 4h	14d 4h		0	G4S TEAM	0
1.2	SALVAGING & RESTORATION PHASE	May 21	Jun 9	14d	14d	60d	0		0
1.2.1	SALVAGING OF EQUIPMENT	May 21	May 29	7d	7d		0	G4S TEAM	0
1.2.2	RESTORING OF WORKING EQUIPMENT	May 30	Jun 9	7d	7d		0	G4S TEAM	0
1.3	SYSTEM DESIGN PHASE	Jun 10	Sep 1	60d	60d		0		0
1.3.1	DESIGN APPROVAL	Jun 10	Jul 7	20d	20d		0	GVB COMMITTEE	0
1.3.2	DRAWING APPROVAL	Jul 8	Aug 4	20d	20d		0	GVB COMMITTEE	0
1.3.3	COST PROPOSAL APPROVAL	Aug 5	Sep 1	20d	20d		0	GVB COMMITTEE	0
1.4	CONTRACT AWARD	Sep 1	Sep 1				0		0
1.4.1	NOTICE TO PROCEED	Sep 1	Sep 1	N/A	N/A		0	G4S TEAM, GVB COMMITTEE	0

EXHIBIT E

Pacific Data Systems

May 12, 2014

via Hand Delivery

Mr. Karl Pangelinan
General Manager
Guam Visitors Bureau (GVB)
401 Pale San Vitores Road
Tumon, GU 96913

Re: Protest by Pacific Data Systems of GVB's Award Decision to G4S Security in Procurement GVB-2014-002MS

Dear Mr. Pangelinan:

This is a Protest by Pacific Data Systems ("PDS") reference 5 G.C.A. § 5425(a) to the award decision made by Guam Visitor's Bureau ("GVB") in the above referenced bid and evidenced by the GVB Notice of Award letter issued to G4S Security ("G4S") by GVB on February 27, 2014 (a copy of the Notice of Award is attached hereto as Exhibit "A"). This timely protest is based information contained within the Agency Report provided to the Office of Public Accountability (OPA) by GVB in the pending OPA Procurement Appeal 14-003 on May 1, 2014.

PDS' protest of GVB's actions in this procurement is based upon our finding that the GVB award to G4S has violated 5 G.C.A. § 5211(g). The G4S bid did not meet "the requirements and criteria set forth in the Invitation for Bids" and for this reason G4S was not a Responsive Bidder as defined by 5 G.C.A. § 5201(g). Also, since G4S did not submit a bid "which conforms in all material respects to the Invitation for Bids", all the more reason why G4S was not a "Responsive Bidder" as defined under the law.

Any proper evaluation of the G4S Technical Bid by GVB could only have lead to the G4S bid being rejected by GVB as non-responsive. The following summary of points gleaned from the G4S Technical bid contained in the OPA-PA-14-003 Agency Report provides a clear and indisputable showing that the G4S bid did not meet critical requirements of the IFB specifications:

1. The video cameras included in the G4S recommendations (G4S Model GSD36NVW and Model GCD705N-VWU, datasheets attached as Exhibit B) fail to meet the requirement to provide both video and audio surveillance capabilities at each of the camera locations. As specified in the following IFB references:

- IFB page 22 A. INTENT OF MULTI-STEP BID NO. GVB-2014-002MS SPECIFICATIONS second paragraph states "The Multi-Step Bid's Specifications cover the required equipment, cabling, and other work related to installing a high-quality **video and audio recording and surveillance system** designed to effectively monitor key locations within the Tumon area." (**emphasis added**)

- IFB page 47 B.3 INTENT OF SPECIFICATIONS second paragraph states "The Multi-Step Bid's Specifications cover the required equipment, cabling, and other work related to installing a high-quality **video and audio recording and surveillance system** designed to effectively monitor key locations within the Tumon area." (**emphasis added**)

The cameras recommended by G4S are based on analog technology and do not provided any audio capabilities (no microphone for recording audio from the camera location). This is a serious deficiency of the G4S Technical Bid which was either overlooked or ignored by GVB in its technical evaluation of the G4S Bid. A proper evaluation could only have determined that this part of the G4S Technical Bid **DID NOT MEET** the *"requirements and criteria set forth in the Invitation for Bids"* (ref. 5 G.C.A. § 5211(g)) and was therefore not a responsive bid. This singular determination should have lead to the outright rejection of the G4S bid.

2. The 24x7 CCTV monitoring and operations service to be provided by G4S do not meet the requirement for these services to be performed at the GPD Frankie Smith Tumon Police Precinct and that they be performed by dedicated personnel. Please note the following relevant IFB requirements references.

   - Page 28 I. Background, at the second paragraph which states "**The Guam Police Department (GPD) Frankie Smith Precinct located in Tumon will be the central monitoring control facility...**".

   - Page 29 III. Phase I: Assessment and Refurbishment of Existing Tumon CCTV Surveillance System, at first paragraph which states " **featuring on-site control and recording equipment at the Frankie Smith Precinct in Tumon...**".

   - Page 30 VII. Monitoring Control Center - 24 Hours a Day; 7 Days a Week (24/7), first two sentences of the first paragraph "The CCTV system is intended to provide intelligent video assessment of questionable activities, **with monitoring of these activities primarily at the Frankie Smith Precinct in Tumon**. **On-Site personnel** may view non-alarm related video as they wish, sequentially, at

random, or in a single screen multiple camera display, **at the current security console**."

- Page 30 VII. Monitoring Control Center - 24 Hours a Day; 7 Days a Week (24/7), at paragraph five "CCTV Surveillance System Monitoring 24/7: **This need requires an actual person to be physically present at the central security system network console** to ensure that all installed (existing and new) CCTV cameras are functioning properly, monitoring and recording the land area it was designated to cover."

- Page 30 VII. Monitoring Control Center - 24 Hours a Day; 7 Days a Week (24/7), at paragraph seven "The 24/7 CCTV Surveillance **System Monitor's duties shall include but not limited to the operation of the CCTV Surveillance System cameras, communications links, maintaining the operational status of all installed CCTV cameras, receive incoming calls for assistance and dispatching personnel** to the scene of an emergency. The System Monitor must be technically trained **to operate the CCTV equipment**..."

- Page 31 X. Equipment Locations at 3. "**The location of the on-site recording equipment and operator's controls shall be located at the Frankie Smith Precinct in Tumon.**"

(**emphasis added above**)

The G4S Technical Bid was based on performing the required 24x7 monitoring and operating services from almost 5 miles away in the G4S National Control Center (NCC) using existing NCC personnel, and **NOT** by dedicated personnel located at the GPD Frankie Smith Precinct at Tumon Bay. Exhibit C from page 47 of the G4S Technical Bid Project Plan clearly states how G4S will provide these services. This is a serious deficiency of the G4S Technical Bid was either overlooked or ignored by the GVB technical evaluation. Any proper evaluation should have determined that this part of the G4S Technical Bid **DID NOT MEET** the "*requirements and criteria set forth in the Invitation for Bids*" (ref. 5 G.C.A. § 5211(g)) and was therefore not a responsive bid. This singular determination should have lead to the outright rejection of the G4S bid.

3. The G4S Technical Bid was based on the use of an Internet Provider ("ISP") to provide connections to camera locations (please refer to attached Exhibit D for various references from the G4S Technical Bid). However there is no identification of what kind of services would be provided, what entity would provide the

service(s), or the cost of the required services over the defined IFB service period. This is a significant deficiency since the IFB speaks to problems with connections at existing camera locations and requires the Bidder to clearly define a new solution to address these issues via new fiber optic connections, or alternative wireless or broadband connections. The following IFB references clearly demonstrate this.

- Page 29 "IV. Phase 2: Provide New Additional CCTV Surveillance Cameras at Locations Identified by GVB: **The successful bidder shall design the layout, recommend the new additional system equipment, cabling, and required ancilliary accessories for the complete installation of the additional cameras at new sites (Appendix B),** specifically the JFK/Kmart Intersection and the Oka Payless Intersection to include monitoring the Sheraton, Santa Fe and Onward Resort areas."

- Page 29 VII. Minimum CCTV System Functionality and Capabilities, VII.a: Cameras and Housing at the second paragraph of this section: "Existing **fiber cable should be used to connect the cameras whenever practical and applicable**. The existing wireless cameras, even when operational, did not provide the video quality that was required. **The wireless cameras need to be reconfigured to a wired connection such as fiber or other broadband connection, unless the bidder or offeror submits an alternative solution** will consistently provide the video image quality required by GVB."

- Page 35 A-3.6 Wireless Equipment, "The wireless equipment for transmitting video and data signals should be replaced with hardware/fiber optic cables. The wireless equipment is not as reliable as the hard-wire, for sending video signals. This wireless equipment currently is not working."

- Page 35, A-3.7: Cabling, "With the exception of the coax cabling at the precinct, for the 5 fixed lens cameras, **the existing video cabling system are all single mode fiber. This cabling system will be retained and used, if found defective,** the contractor will have to replace or repair as necessary to achieve a reliable cabling system and will in the warranty period for 5 years."

  (emphasis added above)

The G4S Technical Bid did not define how the CCTV connections would be reconfigured from wireless for the existing CCTV camera locations and there is no information provided regarding the new camera locations at all. As noted by GVB in the IFB, these connections are critical to the proper operation and performance of

the existing and new CCTV cameras. And, as PDS found in preparing its own Bid, the cost to provide these connections can be very expensive and technically challenging.

Attached as Exhibit E hereto are pages 8-10 of the G4S Technical Bid Project Plan that identifies connections for the existing CCTV camera locations (page 8). In this schedule G4S has defined the new connection to be used to the current wireless locations as "ISP" but has provided no other information regarding the nature of the connection, capacity, or how the connection will be provisioned. Since these locations are on the top of several of Guam's tallest Hotels (PIC and Westin for example), these details are critical to insure that the solution configured by G4S will provide the required performance noted in the IFB specifications.

Exhibit E also contains page 10 of the G4S Technical Bid Project Plan that lists the 15 new CCTV locations identified by GVB in the IFB. However, G4S does not provide any information regarding how these new CCTV cameras will be connected to the GVB CCTV system. Since most of these cameras are located outside of where the existing GVB fiber optic cable is installed (along Tumon Bay Hotel Road), the cost to connect these locations back to the GPD Frankie Smith Precinct on Tumon Bay could be a significant cost to GVB.

G4S' failure to properly document this essential part of their Technical Bid explaining how the configuration of the existing and new CCTV camera connections back to the central monitoring location at the GPD Frankie Smith Precinct on Tumon Bay is a serious deficiency that should have lead to the outright rejection of the G4S bid. Any proper evaluation should have determined that this part of the G4S Technical Bid **DID NOT MEET** the "*requirements and criteria set forth in the Invitation for Bids*" (ref. 5 G.C.A. § 5211(g)) and was therefore not a responsive bid. This singular determination should have lead to the rejection of the G4S bid.

4. The G4S bid failed to provide the required Project Plan as part of the Bidder's Technical Bid that detailed how G4S would provide the design, upgrade, construct, service, repair, assessment, maintenance, monitoring, and signage to meet the requirements of the GVB IFB. Specifically the IFB defined the following requirements:

   - Page 2-57 at the bottom of each page, "Multi-Step Bid No. GVB-2014-002MS ASSESSMENT OF EXISTING CCTV SURVEILLANCE SYSTEM; DESIGN-BUILD-UPGRADE NEW ADDITIONAL CCTV INFRASTRUCTURE MAINTENANCE SERVICES (including Typhoon Preparedness); 24/7 SYSTEM

MONITORING & SECURE ACCESS VIA INTERNET FOR GVB AUTHORIZED OFFICIALS".

- Page 26, GENERAL STATEMENT OF WORK, II. PROJECT DESCRIPTION AND LOCATIONS "The Scope of Work and Services for this project involves the design, upgrade, construct, service, repair, maintenance, and installation of GVB existing CCTV surveillance system. It also includes assessment, evaluation repair, and replacement of existing units prior to installations, site clearing and or grading, fencing, erection of poles plus all other necessary and incidental works to make the system work and ready for use."

- Page 26, GENERAL STATEMENT OF WORK, III. GENERAL SCOPE OF SERVICES AND RESPONSIBILITIES, a., "**The Contractor must be responsible for the complete design and construction of the project.**"

- Page 26, GENERAL STATEMENT OF WORK, III. GENERAL SCOPE OF SERVICES AND RESPONSIBILITIES, f., "The contractor shall be responsible for the identification of all necessary additional work/equipment, rehabilitation of existing system that is directly related to the Scope of Work and the Service in this bid, any interfacing requirements in the existing system, a new proposed design for the **completion of the work in every detail, and the handling over to GVB ready for complete, safe, reliable and continuous operation**".

- Page 27, GENERAL STATEMENT OF WORK, III. GENERAL SCOPE OF SERVICES AND RESPONSIBILITIES, g., "**The supply of new equipment, supply cable i.e. fiber optic, wireless equipment, rough-in, cabling**, erection of antenna pole and design approved by the local engineers, repair, installation, programming, testing, commissioning, testing, documentation, and setting to work of a GVB CCTV System, shall be complete to the satisfaction of the GVB and performance required by all regulatory authorities having jurisdiction over the work."

- Page 27, GENERAL STATEMENT OF WORK, III. GENERAL SCOPE OF SERVICES AND RESPONSIBILITIES, h., "The reuse, re-configuration of existing equipment and devices that are identified as still in its normal operating condition shall be to the complete satisfaction of GVB."

- Page 27, GENERAL STATEMENT OF WORK, III. GENERAL SCOPE OF SERVICES AND RESPONSIBILITIES, i., "**The replacement of existing and upgrading** of devices that are identified as **"defective" or "faulty" or**

"obsolete/antiquated" including testing shall be to the complete satisfaction of GVB."

- Page 32, A-1. TECHNICAL BIDS - REVIEW GUIDELINES AND EVALUATION CRITERIA AT PHASE I: at the second paragraph, "In Phase I the bidder or offeror **shall submit the "TECHNICAL BID" which provides a written detailed project plan to meet the Scope of Work and Services per the Multi-Step Bid's specifications. The Technical Bid shall explain the results from the assessment of the existing CCTV infrastructure and include recommended actions; provide recommendations on the design and layout for the new additional equipment to upgrade the current CCTV infrastructure; the bidders recommended action plan to provide 24x7 monitoring services, to provide signage at each camera location, and provide the maintenance and support services to be provided in the form of a maintenance agreement.** The Technical Bid is the project plan for the contract deliverables and shall include supporting documentation, such as but not limited to photographs, product brochures, test data, how the proposed item(s) meets or exceeds the Bid specifications."

  (**emphasis added above**)

The G4S Technical Bid did not provide a Project Plan that defined how G4S would meet the IFB requirements or perform the work defined in the IFB. No designs or configuration is provided for the existing or new camera locations with details of how the work will be performed. The closest we can find to a detailed scope of work to be performed by G4S is at pages 13 and 14 of the Technical Bid Project Plan (attached as Exhibit F) which details the schedule of work to be performed over the project timeline of about six (6) months (182 days between March 3 to September 1). The Project Schedule provided by G4S is two pages of basically the same information; one page shows the tasks displayed in a Gantt chart format and the other page lists each of the tasks with columns for various task data. Both pages identify the Project work as "GVB Assessment of Existing & Design-Build Upgrade New CCTV" with the work to be performed in (4) four phases as follows:

1.1.	**Assessment Phase**
1.1.1	Testing of Fiber Optic Cable
1.1.2	Testing of Camera
1.1.3	Testing of CCTV Equipment
1.2.	**Salvage & Restoration Phase**
1.2.1	Salvaging of Equipment
1.2.2	Restoring of Working Equipment

1.3. System Design Phase
1.3.1 Design Approval
1.3.2 Drawing Approval
1.3.3 Cost Approval Proposal
1.4. Contract Award
1.4.1 Notice to Proceed

As the attached Exhibit F and the above summary clearly shows, G4S did not include any work in its Technical Proposal regarding the "Build" or installation part of the IFB. Instead the G4S Bid only includes; Testing/Assessment of the existing CCTV system components, Salvaging or Repair of the existing equipment that may be usable, the creation of a design for the remaining parts of the IFB requirements, and finally a NEW CONTRACT AND AWARD to perform the installation work, though this is not clearly defined.

Instead of including the work required for the installation of new cameras or connections at the existing/new CCTC camera locations and the other work as defined in the IFB Scope of Work shown above, the G4S Technical Bid assumes that this work will be done under another contract award and in addition to the amounts that G4S has included in this bid. For G4S to ignore explaining this part of their Project Plan or to fail to include any one time or continuing costs for the required services is a serious deficiency that should lead to the rejection of the G4S bid. Any proper evaluation should have determined that this part of the G4S Technical Bid **DID NOT MEET** the *"requirements and criteria set forth in the Invitation for Bids"* (ref. 5 G.C.A. § 5211(g)) and was not a responsive bid. This singular determination should have lead to the outright rejection of the G4S bid.

5. The G4S bid failed to provide the required Project Plan as part of the Bidders Technical Bid that detailed how G4S would perform all required services within the required 120 day delivery period. Specifically the IFB defined the following delivery requirements:

- Page 3 Required Delivery Date: **Within 120 days from Notice to Proceed, once final negotiations have been completed and Award accepted by successful offeror.**

- Page 11 **(X) 38. TIME FOR COMPLETION**: It is hereby understood and mutually agreed by and between the contractor and the Guam Visitors Bureau that the time for delivery to final destination or the timely performance of certain services is an essential condition of this contract.

- Page 25 **Delivery Period: Delivery shall be a period of 120 Calendar Days** upon receipt of Award's Notice to Proceed from the GVB GM & CPO.

- Page 32 **A-1. TECHNICAL BIDS - REVIEW GUIDELINES AND EVALUATION CRITERIA AT PHASE I:** at the second paragraph, "In Phase I the bidder or offeror shall submit the "Technical Bid" which provides a written detailed project plan to meet the Scope of Work and Services per the Multi-Step Bid specifications.

As noted in #4 above, the G4S Project Plan did not contain any specific plan that showed how G4S would meet the IFB delivery requirements and the one project schedule that was included in the G4S Project Plan defined an 182 day schedule that did not include all required work related to the installation of new cameras at existing camera locations, replacement of the existing wireless camera connections, and installation of new cameras and connections at the new CCTV sites. Clearly the G4S bid contained no information that confirmed that the bid submitted could be performed within the 120 day Delivery Period. On the contrary, the G4S bid provided a clear indication that the proposed Project Plan will take far longer than the time allowed in the IFB (and cost more money). This is a serious deficiency that should lead to the rejection of the G4S bid. Any proper evaluation should have determined that this part of the G4S Technical Bid **DID NOT MEET** the *"requirements and criteria set forth in the Invitation for Bids"* (ref. 5 G.C.A. § 5211(g)) and was not a responsive bid. This singular determination should have lead to the outright rejection of the G4S bid.

The above findings by PDS drawn from its review of the Agency Report submitted by GVB provide a clear and convincing showing that GVB failed to undertake a proper and impartial evaluation of the PDS and G4S Technical Bids; a clear violation of 5 G.C.A. § 5001(4). Against this backdrop of examples of G4S' non-responsiveness, it is interesting to note that according to the GVB Technical Bid Evaluation Score Summary (attached as Exhibit G) the G4S Project Plan, containing the above noted terminal deficiencies, scored an almost perfect 79 out of 80 points, while the PDS Project plan, which complied in all material aspects with the requirements of the IFB, scored only 56 out of 80 points. PDS believes that this evaluation speaks to serious problems with the integrity of this procurement and a clear and improper bias on the part of the GVB Evaluation Committee in favor of the G4S Bid. This conclusion is further reinforced by the failure of GVB to produce all documents required for the Procurement Record in this matter, particularly those documents specifically related to the development of the IFB specifications; a violation of 2 GAR 3119.x. Close scrutiny of GVB's IFB

Pacific Data Systems

specifications clearly shows that the specifications were not developed independently by GVB but in fact originated from G4S and were adapted almost verbatim by GVB for the purposes of this procurement.

PDS believes the points it has raised in this timely protest should result in GVB undertaking a further review and evaluation of the G4S Technical Bid with GVB paying close attention to the points raised herein. Since this IFB was defined by GVB as an "All or None" procurement (IFB General Terms and Conditions Page 6 at #7), if an evaluation by GVB sustains even just one of the points made by PDS above, then GVB must reject the entire G4S bid as non-responsive and make a new award to PDS as the lowest and most responsive and responsible bidder.

GVB is reminded that PDS has made this timely Protest according to 5 G.C.A. § 5245(g) and that any further action in this procurement by GVB is stayed until this Protest is resolved. PDS welcomes the opportunity to meet with you in an effort to negotiate a mutually acceptable resolution of these issues as provided for in 5 G.C.A. § 5245(b).

Sincerely,

John Day
President

Xc: Bill R. Mann – Attorney for Pacific Data Systems
Attachments: As stated.

GUAM VISITORS BUREAU

Ex A

February 27, 2014

Ms. Teresa K. Sakazaki
Marketing and Sales Director
G4S Security Systems (Guam) Inc.
1851 Army Drive
Harmon, Guam 96913

Subject: **Notice of Award**
Reference: **Multi-Step Bid No. GVB-2014-002MS for CCTV Surveillance System**

Håfa Adai Ms. Sakazaki,

Congratulations! GVB is pleased to issue this Notice of Award to G4S as the offeror selected by the evaluation committee as the lowest responsive and responsible offeror to complete the CCTV Surveillance Systems Scope of Work and Services as solicited in Multi-Step Bid No. GVB-2014-002MS. The Abstract is attached for your review.

As this project involves four phases to be completed over a period of time, as stated in the solicitation, a contract will be jointly developed and mutually agreed upon by GVB and G4S. Once the contract is signed, GVB will issue the Notice to Proceed.

Thank you for G4S Security Systems (Guam) Inc.'s (G4S) Technical and Cost Bid submissions in response to GVB 2014-002MS for CCTV Surveillance Systems.

Please contact our office at (671) 646-5278 should you have any questions.

Senseramente',

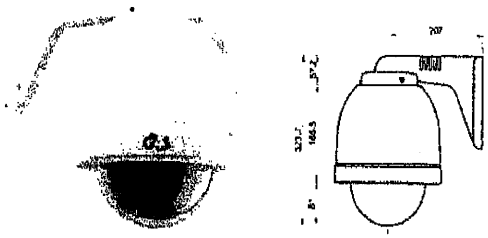
KARL A. PANGELINAN
General Manager and
Chief Procurement Officer

Attachment: Bid Abstract

Quinian SVO 2/28/14

Recommended Products:

All In One PTZ Dome
GSD36NVW



- 1152X Zoom (36X Optical, 32X Digital)
- 700 TV Lines Ultra Image Resolution
- Day & Night with True Night function, 0.001 Lux High Sensitivity
- Wide Dynamic Range (WDR), Privacy masking Zone & Digital Noise Reduction
- Endless Panning and Multi protocol support
- All In One Camera with Full accessories for mounting and connection
- Aluminum Die-Cast, IP66
- 360+ Continuous Rotation
- Built-in Heater, Blower & Sunshield for any weather for Indoor and Outdoor Applications

Technical Specifications

Module

Image Sensor	1/4" SONY Super HAD II CCD (Double Scan)
Picture Element	1028 (H) x 508 (V)
Zoom	36X Optical AF ,32X Digital
Resolution	700 TVL (Color), 800 TVL (BW)
Scanning Frequency	15.734KHz (H) x 60Hz (V)
Scanning System	Progressive(WDR On)/ Interlace
Focus	Auto / Zoom -Trig / Manual
Focal Length	3.4mm ~122.4mm (F 1.6 to 4.5)
Iris Control	Auto/Manual Selectable
Day & Night Mode	DSS & ICR
Min. Illumination	Color : 0.5lux
ICR	BW: 0.2 lux
DSS	Color : 0.001 lux
ICR+DSS	BW :0.0004 lux
S/N Ratio	More than 50dB(AGC off)
Sync. System	Internal

Input/output

Video Output	1 x BNC
Alarm In	8 alarm (NO/NC)
Alarm Out	2 relay out
Control Interface	RS485, RS422

Protocols

Supported Protocol	Multiple protocol (PELCO-D/P, VISCA)
Baud Rate	2400, 4800, 9600, 19200, 38400, 57600 bps selectable

Electrical

Power Source	21~28VAC 60Hz
Power Consumption	18 Watts
Heater	33 W
Fan	3.4 W

Mechanical

Pan	360° Endless Pan 0.1° to 90°/sec (64 steps proportional to zoom)
Preset Speed	380°/sec , 0.1° accuracy
Title	0.1°/sec to 90 °/sec
Preset Speed	150°/sec, 0.1° accuracy
Dimensions	236(Ø) x 323.7(H) mm – 166(Ø) dome
Weight	Approx. 4.4Kg (10.8 lbs)

Environmental

Operating Temp.	
Indoor	0°C ~ 50°C
Outdoor	-10°C ~ 50°C
Operating Humidity	0% ~ 90% (Non-Condensing)
Ingress Protection	IP66
Bubble	Ø 166mm, Polycarbonate Cover
Construction	Aluminum
Colour	Cool Gray

Functions

Dome ID	Up to 255 selectable ID (rotary switch)
Preset	255 points, less than 0.1 accuracy
Tour	8 programmable
Pattern	4 patterns for 240 second
Digital Flip	ON/OFF
Auto Scan	8 programmable speed & diagonal
Privacy Zone	Off/8 Zones
Backlight	WDR/ BLC/ Off
D&N Control	Auto / Sens-in / Ext / Day / Night
Brightness	1 ~15 steps
Gain Control	Off / On
White Balance	ATW / One-Push / Indoor / Outdoor / Manual/ Auto
Digital Zoom	Off / Max 2x ~32x
Shutter Speed	Normal ~1/100,000sec
DNR	Off / Manual / Auto
Display	16 area title

Approvals

Approvals	CE, FCC CLASS A, RoHS

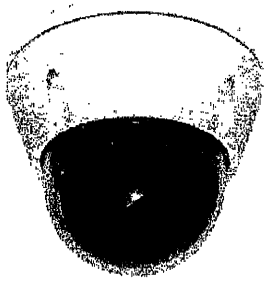
NO AUDIO

130122 Note: Specifications are subject to change without notice.

G4S plc., The Manor, Manor Royal, Crawley, West Sussex, RH10 9UN, UK. www.g4s.com

Securing Your World

VA Vandal-Proof Dome
GCD705-VWU



- 700 TV Lines Ultimate High Resolution
- Day & Night with True Night function, 0.03 Lux Sensitivity
- New enhanced video analytics: (Motion Detection & Tracking, Abandon Detection, Scene Change, Unfocus Detection, Loitering Detection)
- Privacy Masking Zone & Wide Dynamic Range
- Powerful 3D-DNR (3D-Digital Noise Reduction)
- New digital effects (Rotation ,Mirror ,V Flip, Nega, Freeze)
- Vandal-Proof Aluminum Die-cast, IP66
- Unshielded Twisted Pair (UTP) for far distances transmission

Technical Specifications

Sensor

Image sensor	1/3" Sony 960H DS SUPER HAD II CCD
Effective Pixel	
GCD705-VWU	976 (H) x 582 (V)
GCD705N-VWU	976 (H) x 494 (V)
Scanning system	2:1 Interlace
Scanning frequency	
GCD705-VWU	15.625KHz(H),50Hz(V)
GCD705N-VWU	15.734KHz(H),59.95Hz(V)
Sync. system	Internal / Line Lock

Video

Resolution	700 TVL
Day & Night Mode	ICR & DSS
Min. Illumination	0.14 Lux (Color), 0.03 Lux (BW) @ F1.2 50IRE
S/N ratio	More than 50dB

Lens

Focus	Vari-focal
Focal length	2.8 ~ 12mm
Lens Mount	Board Type
Pan/ Tilt Range	0° - 360°/ 0° - 180°
Rotate Range	0° - 360°

Functions

Video Analytics	4 configuration/ max. 10 jobs Motion Detection & Tracking, Abandon Detection, Scene Change, Unfocus Detection, Loitering Detection
Privacy Zones	Max 10 (Polygonal)
DIS	Off/ On
3D-DNR	Motion Adaptive 3DNR
WDR	30 FPS 54dB DUAL SCAN
BLC	Yes
Focus Aid	Yes
D-PTZ	~ x4(Zoom), D-PTZ Support
Ultra Deep Field (UDF)	Yes
Image Enhancement	ATR-EX
Digital Effects	Rotation ,Mirror ,V Flip, Nega, Freeze

Camera

White Balance	ATW/ Push/ User1/ User2/ Anti CR/ Manual/ Push Lock
Shutter Speed	1/50~1/10,000 Auto : ~100,000 1/60~1/10,000 Auto : ~100,000 (NTSC)
Language	English, Fench, German, Portuguese, Spanish
Sens-Up	x256

Input/output

Video output	1 x BNC (1.0Vp-p, 75ohms), UTP
Power Input	2-Pin Terminal Block

Control

Camera Control	Joystick Switch
Protocols	Pelco-D, Pelco-P, Fastrax II

Mechanical

Dimensions	146.3mm Ø x 114.5mm H Bubble: Ø 99
Weight	760g
Ingress Protection	IP66/ IK10

Electrical

Power source	DC 12V / AC 24V± 10%
Power consumption	TBD

Environmental

Operating temp.	-10°C ~ +50°C
Operating humidity	20 ~ 80% RH

Approvals

Approvals	FCC (Class A), UL CE(Class A)

NO AUDIO

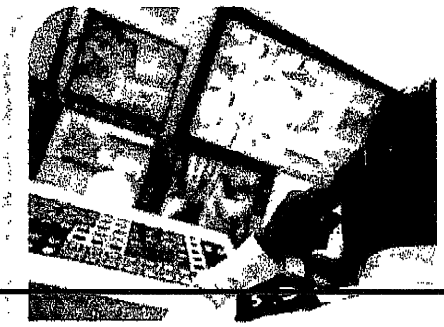
Note: Specifications are subject to change without notice.

130616

Securing Your World

G4S plc., The Manor, Manor Royal, Crawley, West Sussex, RH10 9UN, UK. www.g4s.com

G4S offers different service options of remote video monitoring. As outlined in the scope of work under 'Monitoring Service': *The security solution should include remote monitoring services for surveillance. Additionally, GVB is requiring first responders for any CCTV events. The purpose of the monitor services is to react, protect people and properties.*



G4S' interpretation of the above noted scope of work indicates a requirement for video surveillance monitoring personnel to be allocated and dedicated specifically for monitoring the G4S provided cameras associated with this project 24 hours daily, 7 days weekly. This will be accomplished with the appropriate remote connection software installed on the GVB system, remotely monitored by G4S staff at our local National Control Center in Tamuning. This is G4S' full service option identified as Active Remote Video Monitoring (ARVM).

As an added benefit, you and other authorized personnel will also be able to view the cameras from any internet-enabled portable device such as smart-phones, notepads, laptops and desktop computers. Secure access makes RVM an effective tool which provides peace of mind, by enabling you to see the activity at your property from anywhere you have internet connection.

With the (ARVM) service feature, if a suspicious incident is detected, a G4S Patrol Supervisor will be dispatched to the designated locations to further assess the area. This is effective in deterring loitering, graffiti, homeless individuals and other criminal mischief.

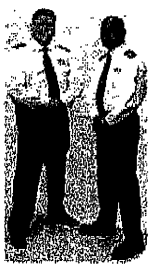
The National Control Center is where we have professional Alarm monitors who are on alert to react and dispatch the proper personnel to your location where an alarm system has been triggered.

At the National Control Center is also where MSS Supervisors are directing and coordinating the Security Officers.

Manned Security Solutions (MSS):

MOBILE PATROL SOLUTIONS:

Sometime it does not make economic sense to place a security guard at your establishment. In these cases a mobile patrol solution may be a better alternative. While random patrol inspections are the key to this program, electronic check points verify that your facility has been inspected and high-threat areas visited. This verification is accomplished by the proxy-pen, a G4S product. Our mobile patrol officer will record into the proxy-pen event book his arrival time and location. He will then commence his patrol, checking all designated high-risk areas.



Equipment Recommendation for Existing CCTV Camera Under A-3.11

No.	Existing Camera Type	Connection Type	Location (Installed)	Proposed Camera Model	Camera Brand	Comments
1	PTZ	Fiber	GPA Substation	GSD36NVW	G4S ULC	
2	PTZ	Fiber	Hilton Entrance	GSD36NVW	G4S ULC	
3	PTZ	Fiber	Ypao Intersection	GSD36NVW	G4S ULC	
4	PTZ	Fiber	Across PIC	GSD36NVW	G4S ULC	
5	PTZ	Fiber	Marriot Intersection	GSD36NVW	G4S ULC	
6	PTZ	Fiber	Across Fountain Plaza	GSD36NVW	G4S ULC	
7	PTZ	Fiber	Fiesta Hotel	GSD36NVW	G4S ULC	
8	PTZ	Fiber	Across Church	GSD36NVW	G4S ULC	
9	PTZ	Fiber	Tumon Sands	GSD36NVW	G4S ULC	
10	PTZ	Fiber	Across Hyatt	GSD36NVW	G4S ULC	
11	PTZ	Fiber	Across Sandcastle	GSD36NVW	G4S ULC	
12	PTZ	Fiber	Across Market Place	GSD36NVW	G4S ULC	
13	PTZ	Fiber	Outrigger Entrance	GSD36NVW	G4S ULC	
14	PTZ	Fiber	DFS Traffic Light	GSD36NVW	G4S ULC	
15	PTZ	Fiber	Western Gun Club	GSD36NVW	G4S ULC	
16	PTZ	None	Open Port	GSD36NVW	G4S ULC	
17	PTZ	ISP	Westin Roadside	GSD36NVW	G4S ULC	
18	PTZ	ISP	Westin Beachside	GSD36NVW	G4S ULC	
19	PTZ	ISP	Sam Choi	GSD36NVW	G4S ULC	
20	PTZ	ISP	Grand Plaza	GSD36NVW	G4S ULC	
21	PTZ	ISP	VKT Beachside	GSD36NVW	G4S ULC	
22	PTZ	ISP	PIC Beachside	GSD36NVW	G4S ULC	
23	PTZ	ISP	PIC Beachside	GSD36NVW	G4S ULC	
24	PTZ	ISP	VKT Beachside	GSD36NVW	G4S ULC	

currently wireless

Ex D

New locations

ISP?

B-14.2: MANDATORY USE OF BID COST PRICE FORMS IS A CONDITION OF BIDDING.
Price Quote for New CCTV Equipment Locations. Prospective bidders Shall Enter the Manufacturer's Model Type Offered by the Bidder, Unit Camera Price and Extended Price. Prospective Bidders Shall Also Enter the Camera Connection Type and Total Cost to Connect and Install.

NEW Installations By Location	Camera Type	Function 180 or 360 deg	Camera Manufacturer Model/Type Offered	Qty Required	Camera Unit Price	Enter Connection Type	Price to Connect & Install Camera
Farenholt Avenue and Camp Watkins	PTZ	360	G4S ULC	1	$837.50	ISP	$156.00
Onward Agana Beach Hotel (aimed on top of hotel to view roadside and one to beach side of the hotel)	PTZ	360	G4S ULC	1	837.50	ISP	$156.00
Onward Agana Beach Hotel (aimed on top of hotel to view roadside and one to beach side of the hotel)	PTZ	360	G4S ULC	1	$837.50	ISP	$156.00
Treton and Farenholt Avenue	PTZ	360	G4S ULC	1	$837.50	ISP	$156.00
Route 14 and Farenholt Avenue	PTZ	360	G4S ULC	1	$837.50	ISP	$156.00
ITC Building (aimed to Route 14 and 1)	PTZ	360	G4S ULC	1	$837.50	ISP	$156.00
Route 1 and JFK School	PTZ	360	G4S ULC	1	$837.50	ISP	$156.00
Holiday Hotel, Tumon	PTZ	360	G4S ULC	1	$837.50	ISP	$156.00
Route 14 and Chichirica St., Tumon	PTZ	360	G4S ULC	1	$837.50	ISP	$156.00
Power Pole Across Aurora Hotel (aimed to Westbound on Gun Beach road towards Route 14 and Santos Hill.)	Dome	180	G4S ULC	1	$223.75	ISP	$78.00
Route 1 and Hill (aimed on top of Horizon Condominium)	PTZ	360	G4S ULC	1	$837.50	ISP	$156.00
Route 1 and Boonsri Plaza, Upper Tumon (aimed on top of the building close to the road)	Dome	180	G4S ULC	1	$223.75	ISP	$78.00
Route 1 and 16, Harmon (aimed on top of the building that houses Invisalign at the corner of Route 1 and 16, Harmon Side)	PTZ	360	G4S ULC	1	$837.50	ISP	$156.00
Route 1 East Agana (aimed on top of retaining wall with the Guam and America flag)	Dome	180	G4S ULC	1	$223.75	ISP	$78.00
Route 1 East Agana (aimed on top of Uttams Building or on top of Stanton furniture building)	Dome	180	G4S ULC	1	$223.75	ISP	$78.00
Total Quoted Cost for CCTV Camera Equipment->			$ 10,107.50			Total Cost to Connect & Install->	$ 2,028.00

Equipment Recommendation for Existing CCTV Camera Under A-3.11

No.	Existing Camera Type	Connection Type	Location (Installed)	Proposed Camera Model	Camera Brand	Comments
1	PTZ	Fiber	GPA Substation	GSD36NVW	G4S ULC	
2	PTZ	Fiber	Hilton Entrance	GSD36NVW	G4S ULC	
3	PTZ	Fiber	Ypao Intersection	GSD36NVW	G4S ULC	
4	PTZ	Fiber	Across PIC	GSD36NVW	G4S ULC	
5	PTZ	Fiber	Marriot Intersection	GSD36NVW	G4S ULC	
6	PTZ	Fiber	Across Fountain Plaza	GSD36NVW	G4S ULC	
7	PTZ	Fiber	Fiesta Hotel	GSD36NVW	G4S ULC	
8	PTZ	Fiber	Across Church	GSD36NVW	G4S ULC	
9	PTZ	Fiber	Tumon Sands	GSD36NVW	G4S ULC	
10	PTZ	Fiber	Across Hyatt	GSD36NVW	G4S ULC	
11	PTZ	Fiber	Across Sandcastle	GSD36NVW	G4S ULC	
12	PTZ	Fiber	Across Market Place	GSD36NVW	G4S ULC	
13	PTZ	Fiber	Outrigger Entrance	GSD36NVW	G4S ULC	
14	PTZ	Fiber	DFS Traffic Light	GSD36NVW	G4S ULC	
15	PTZ	Fiber	Western Gun Club	GSD36NVW	G4S ULC	
16	PTZ	None	Open Port	GSD36NVW	G4S ULC	
17	PTZ	ISP	Westin Roadside	GSD36NVW	G4S ULC	
18	PTZ	ISP	Westin Beachside	GSD36NVW	G4S ULC	
19	PTZ	ISP	Sam Choi	GSD36NVW	G4S ULC	
20	PTZ	ISP	Grand Plaza	GSD36NVW	G4S ULC	
21	PTZ	ISP	VKT Beachside	GSD36NVW	G4S ULC	
22	PTZ	ISP	PIC Beachside	GSD36NVW	G4S ULC	
23	PTZ	ISP	PIC Beachside	GSD36NVW	G4S ULC	
24	PTZ	ISP	VKT Beachside	GSD36NVW	G4S ULC	

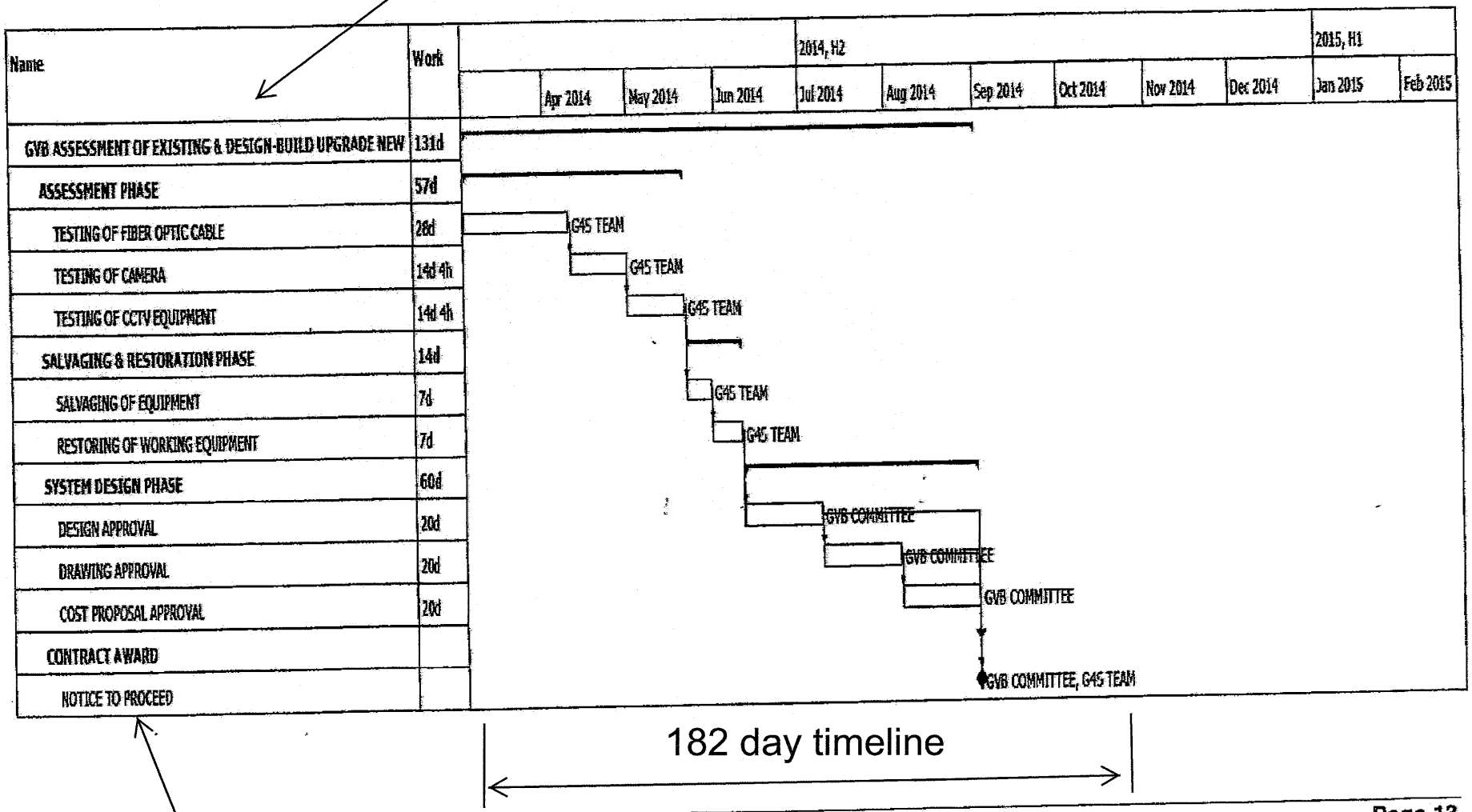
25	Fixed	Coax	Office Entry	GCD705N-VWU	G4S ULC	
26	Fixed	Coax	Desk SGT. Entry	GCD705N-VWU	G4S ULC	
27	Fixed	Coax	Interview Room	GCD705N-VWU	G4S ULC	
28	Fixed	Coax	Holding Cell 1	GCD705N-VWU	G4S ULC	
29	Fixed	Coax	Holding Cell 2	GCD705N-VWU	G4S ULC	

Equipment Recommendation for New CCTV Camera at New Location Under A-3.12

No	Location	Camera Type	Camera Brand	Proposed Camera Model	Qty
1	Farenholt Avenue and Camp Watkins	PTZ	G4S ULC	GSD36NVW	1
2	Onward Agana Beach Hotel (aimed on top of hotel to view roadside and one to beach side of the hotel)	PTZ	G4S ULC	GSD36NVW	2
3	Treton and Farenholt Avenue	PTZ	G4S ULC	GSD36NVW	1
4	Route 14 and Farenholt Avenue	PTZ	G4S ULC	GSD36NVW	1
5	ITC Building (aimed to Route 14 and 1)	PTZ	G4S ULC	GSD36NVW	1
6	Route 1 and JFK School	PTZ	G4S ULC	GSD36NVW	1
7	Holiday Hotel, Tumon	PTZ	G4S ULC	GSD36NVW	1
8	Route 14 and Chichirica St., Tumon	PTZ	G4S ULC	GSD36NVW	1
9	Power Pole Across Aurora Hotel (aimed to Westbound on Gun Beach road towards Route 14 and Santos Hill.)	Dome	G4S ULC	GCD705N-VWU	1
10	Route 1 and Hill (aimed on top of Horizon Condominium)	PTZ	G4S ULC	GSD36NVW	1
11	Route 1 and Boonsri Plaza, Upper Tumon (aimed on top of the building close to the road)	Dome	G4S ULC	GCD705N-VWU	1
12	Route 1 and 16, Harmon (aimed on top of the building that houses Invisalign at the corner of Route 1 and 16, Harmon Side)	Pan/Tilt/Zoom	G4S ULC	GSD36NVW	1
13	Route 1 East Agana (aimed on top of retaining wall with the Guam and America flag)	Dome	G4S ULC	GCD705N-VWU	1
14	Route 1 East Agana (aimed on top of Uttams Building or on top of Stanton furniture building)	Dome	G4S ULC	GCD705N-VWU	1

work to be performed

Assessment Gantt Chart Schedule:



additional award required?

EX F

WBS	Name	Start	Finish	Work	Duration	Slack	Cost	Assigned to	% Complete
1	GVB ASSESSMENT OF EXISTING & DESIGN-BUILD UPGRADE NEW CCTV	Mar 3	Sep 1	131d	131d		0		0
1.1	ASSESSMENT PHASE	Mar 3	May 20	57d	57d	74d	0		0
1.1.1	TESTING OF FIBER OPTIC CABLE	Mar 3	Apr 9	28d	28d		0	G4S TEAM	0
1.1.2	TESTING OF CAMERA	Apr 10	Apr 30	14d 4h	14d 4h		0	G4S TEAM	0
1.1.3	TESTING OF CCTV EQUIPMENT	Apr 30	May 20	14d 4h	14d 4h		0	G4S TEAM	0
1.2	SALVAGING & RESTORATION PHASE	May 21	Jun 9	14d	14d	60d	0		0
1.2.1	SALVAGING OF EQUIPMENT	May 21	May 29	7d	7d		0	G4S TEAM	0
1.2.2	RESTORING OF WORKING EQUIPMENT	May 30	Jun 9	7d	7d		0	G4S TEAM	0
1.3	SYSTEM DESIGN PHASE	Jun 10	Sep 1	60d	60d		0		0
1.3.1	DESIGN APPROVAL	Jun 10	Jul 7	20d	20d		0	GVB COMMITTEE	0
1.3.2	DRAWING APPROVAL	Jul 8	Aug 4	20d	20d		0	GVB COMMITTEE	0
1.3.3	COST PROPOSAL APPROVAL	Aug 5	Sep 1	20d	20d		0	GVB COMMITTEE	0
1.4	CONTRACT AWARD	Sep 1	Sep 1				0		0
1.4.1	NOTICE TO PROCEED	Sep 1	Sep 1	N/A	N/A		0	G4S TEAM, GVB COMMITTEE	0

Ex F

GUAM VISITORS BUREAU | GUAM

conforms to all IFB specifications

Multi-Step Bid No. GVB-2014-002MS CCTV Surveillance Systems
Technical Bid Evaluation Score Summary - CERTIFIED
Tuesday, Feb. 18, 2014, 1:20 to 2:25 PM, Conf. Rm.

79 out of 80

56 out of 80

TECHNICAL BID EVALUATION CRITERIA	Max Pts.	G4S SECURITY SYSTEMS (G4S) RH	G4S DA	G4S AM	G4S MP	G4S ALL	PACIFIC DATA SYSTEMS (PDS) RH	PDS DA	PDS AM	PDS MP	PDS ALL
1. Project Plan: Conformance to ALL specifications	20										
Equipment and design met Scope of Work and Services	5	5	5	5	5	20	4	4	5	5	18
Qualifications, design layout, client references submitted to support recommendation	5	5	5	5	5	20	3	1	5	3	12
GVB's 24/7 Monitoring & Maintenance services specifications met	5	5	5	5	5	20	3	3	2	5	13
Assessment of existing CCTV infrastructure supports bidder's recommendations & project plan	5	5	5	5	4	19	4	1	3	5	13
2. Contractor's Logistical and Service Support	20										
Repair, maintenance, and sheltering facility	5	5	5	5	5	20	4	1	3	4	12
Service capability and timeliness of service	5	4	5	5	5	19	3	2	3	4	12
Service Technician Qualifications/Certifications	5	4	5	5	5	19	4	2	2	2	10
Availability of consumable parts and supplies	5	4	5	5	1	15	3	2	2	5	12
3. Warranty Provisions	20										
Warranty provisions and coverage	10	10	8	10	10	38	7	8	6	10	31
Manufacturer and factory warranty support	5	5	3	5	1	14	4	4	3	4	15
Designated warranty Support representative.	5	4	3	5	1	13	3	4	3	3	13
4. Key Project Milestones and Delivery Schedule	20										
Manufacture and Delivery Timelines.	10	9	8	10	10	37	9	4	5	10	28
Acceptability of shipping and delivery procedures	5	4	5	5	5	19	4	4	3	4	15
Progress check control procedures	5	4	5	5	5	19	4	3	3	4	14
5. Demonstrated Capabilities and Qualifications	20										
CCTV Surveillance system design past engineering performance	5	5	5	5	5	20	4	4	2	5	15
Satisfactory Track Record supported with customer references	5	5	5	5	5	20	4	4	3	5	16
Business relationship w/Manufacturer's recommended products	5	5	4	5	5	19	5	4	3	3	15
Demonstrated On-Time technical & performance on similar projects supported by customer references	5	5	4	5	5	19	3	4	2	5	14
TOTAL MAXIMUM POINTS - ALL CRITERIA	100	93	90	100	87	370	75	59	58	86	277
		A	A	A	A	92.5 AVG	PA	U	U	A	69 AVG
		Acceptable - Move to Phase II					Potentially Acceptable - Move to Phase II				

Legend:
A - ACCEPTABLE; 80-100 pts
PA - POTENTIALLY ACCEPTABLE; 60 - 79 pts.
U - UNACCEPTABLE; 59 pts. & below

RH - Robert Hofmann
DA - Doris Ada
AM - Antonio Muna
MP - Meriza Peredo

PREPARED BY: _____ DATE: 2/18/14
Anne T. S. Camacho, Administration

CERTIFIED BY: _____ DATE: 02/19/2014
Laurette Perez, Accounting

Evaluators' Approval Signatures:
Robert Hofmann: _____
Doris Ada: _____
Antonio Muna: _____
Meriza Peredo: _____

Ex G