



Dean J. Fox  
Director of Information Technology 832-5892

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TO: Chairperson Plank and Members of the Finance Committee  
Date: June 20th, 2013  
Re: Recommendation to purchase a new Avigilon Video Management System (VMS) from Lappen Security in Little Chute, WI.

#### Background

When the APD underwent the major remodeling in 2009 a Genetec VMS system was installed. At the time, the cameras that were installed were not the current technology available and the system continues to suffer as time has progressed. It has come to the point that we are unable to produce the needed video in our Booking and Interview rooms due to the numerous issues with the system.

#### Recommendation

I recommend we accept the bid of \$37,380 (includes licensing, hardware and installation for 34 inside cameras at APD) from Lappen Security in Little Chute, WI. This initial phase of the project will allow us to install all new IP cameras inside the APD and in particular the 6 Booking Rooms, Polygraph Room and 7 Interview Rooms of exponentially greater quality than currently exists along with a new VMS that is much easier to manage and use. In addition, since the original cameras were analog in type we need to install new wiring to connect them to the network. After reviewing multiple vendors and products across the VMS options, a bid request went out to Lappen Security the local authorized Avigilon dealer, Faith Technologies the authorized ONSSI dealer and Heartland Business Systems who sells multiple different VMS systems,( they chose to submit XProtect). Upon further testing, demo's and multiple meetings and interviews with the vendors, the references produced, representatives from the PD and DPW and I, it was agreed that the system that gives us the best options and the items most needed by the City is the system presented by Lappen Security with the Avigilon VMS. After reviewing the bids and factoring in the plan to migrate all cameras in the City into the new VMS, the licensing cost although initially more for year 1 will have a



*"...meeting community needs...enhancing quality of life."*

better return since we would require approximately 75 less licenses under the Avigilon VMS than we would with any other solution once it's fully implemented. The overall license and support savings going with the Avigilon system will be \$16,000 over about a 2 year period to add the current count of cameras. If you have any questions regarding this recommendation please contact Dean Fox.