



To: Cindy Foster

From: Cliff Karlisen

Subject: Wi-Fi and camera installation in the Parks

Four companies were requested to provide bids on installing Wi-Fi and cameras in Negley, Memorial, Maple Street and Fort Couch Parks.

1. IntelliSite LLC, 212 S Tyron St. Suite 1000, Charlotte, NC 28281
2. M3T Corp., 2250 Bumble Bee Hollow Rd, Mechanicsburg, Pa 17055
3. EAW Security 6198 Butler Pike Suite 135, Blue Bell, Pa 19422
4. Hilton's Lock and Security, 1787 W Trindle Rd Suite 801, Carlisle, Pa 17015

The bidding process began with an in-house interview of the companies' representatives. The interview consisted of a review of the companies' abilities, past projects, and a detailed description of the "Lemoynes" project and our expectations. Each company then had a tour of the facilities in question.

Three bids were received, of these three two were for the installation of Wi-Fi and cameras (IntelliSite and M3T Corp.), one was a bid on cameras only (EAW Security) and we received no bid proposal from Hilton Lock and Security.

Upon reviewing the packages submitted by both companies, it appears that IntelliSite LLC is providing the Borough with the relatively same finished product at a much lower cost.

Both packages include the following:

- Park Wi-Fi
- Upgraded camera systems
- Expandable systems
- Offsite monitoring via App and internet
- Internet service is not included and will an additional monthly fee

IntelliSite LLC	Wi-Fi	Cameras	Monthly Total
Maple Street Park	\$112.00	\$54.00*	\$166.00
Memorial Park	\$336.00	\$400.00**	\$736.00
Negley Park	\$336.00	\$212.00*	\$548.00
Fort Couch	N/A	\$175.00	\$175.00
Total	\$784.00	\$841	\$1625.00

*Using existing cameras

** Using existing cameras and adding 3 additional cameras

Note: Intellisite LLC has a one-time \$16,380 set-up and installation fee

M3T Corporation	Wi-Fi	Cameras***	Hdwe/Installation	Monthly Total
Maple Street Park	\$310.00	\$282.00	\$458.00	\$740.00
Memorial Park	\$529.00	\$613.00	\$879.00	\$1492.00
Negley Park	\$471.00	\$608.00	\$764.00	\$1372.00
Fort Couch	N/A	\$301.00	\$212.00	\$513.00
Total	\$1,310.00	\$1,804.00	\$2,313.00	\$4117.00

***Replacing all existing cameras and adding 3 additional cameras to Memorial Park

5 year pay out	IntelliSite LLC	M3T Corporation
Year 1	\$35,880.00	\$49,404.00
Year 2	\$19,500.00	\$49,404.00
Year 3	\$19,500.00	\$49,404.00
Year 4	\$19,500.00	\$49,404.00
Year 5	\$19,500.00	\$49,404.00
Total	\$113,880.00	\$247,020.00