



DOWNTOWN PARTNERSHIP

Downtown Partnership of Baltimore Security Operation Center

Downtown Central Business District / 106 Blocks of the Downtown Management Authority Area
November 2, 2022

RFP OBJECTIVES

Downtown Partnership of Baltimore (DPOB) seeks a qualified security and technology provider (“consultant”) to implement an end-to-end enterprise technology ecosystem that unifies voice, video, data and analytics to improve safety and operation measuring, tracking, and productivity in Downtown Baltimore. The primary focus of this project is on the capital equipping of security and safety enhancements in Baltimore City’s central business district. This request for proposals (RFP), is not to be construed as an offer, contract or commitment of any kind; nor does it commit DPOB to pay any costs incurred by the bidder in the preparation of its bid. *This RFP is being publicized as a means to meet Maryland State funding requirements.*

ABOUT DPOB

Downtown Partnership of Baltimore is the organization that is the primary champion of the downtown core in Baltimore, Maryland. DPOB is the member organization that connects businesses, residents, and visitors to all that is taking place in Maryland’s largest business center, cultural district, and fastest-growing neighborhoods. DPOB initiatives range from leading, promoting and supporting new development to helping organize Baltimore Restaurant Week. DMA staff handle responsibilities that include providing directions and assistance, cleaning alleys and supporting the Downtown’s many urban parks. As the steward of Downtown Baltimore and the economic engine that is the Central Business District, DPOB made a request to the Maryland State Legislature during the FY2023 Session that highlighted the Central Business District’s capital needs. DPOB was awarded funding from the State to address projects that were in DPOB’s pipeline and focused on enhancing the look and feel of Downtown.

ABOUT THE SITE

Downtown Partnership is primarily focused on the safety and security of the DMA Boundaries, map included for reference. The Strategic Operations Center will be located at 10 E Baltimore Street, Baltimore, MD 21201. Photo included for reference.

DPOB Staff Vision:

Enhancements to the overall area:

- Approx. 30 (thirty) video surveillance cameras: 360-degree, multi-sensor, network switches, waterproof enclosures
- Situational Awareness and Real-Time Intelligence
- Dispatch consoles
- Build out state-of-the-art physical location of the Command Center with monitors, dispatch consoles,

- Radios with GPS, text messaging, internet access, android, cellular integration, Man-down, Salesforce integration, radio network infrastructure – repeaters, antennas, duplexers
- Cloud-based business workflow automation tool that creates alarms, workflows,

SCOPE OF WORK

The selected vendor will:

1. Coordinate vision with DPOB to layout the design of the enterprise technology ecosystem, from cameras to radios, and everything needed to create an end-to-end system.
2. Develop a project road map, highlighting how we can use the safety technologies to manage safety and operations assets and supporting information.
3. Identify potential impact to existing and proposed road network, if impacted at all.
4. Identify the estimated timeline for construction.
5. Provide detailed cost estimates for the work, overall-itemized and as specific as possible.
6. Coordinate with other local and state agencies for the Work.
7. Provide potential maintenance and operational expenses.

SUBMISSION REQUIREMENTS

All bids shall be submitted to DPOB. Bidders MUST provide DPOB with their bids signed by an employee or officer having legal authority to submit bids on behalf of the bidder. The entire cost of preparing and providing responses shall be borne by the bidder.

1. Cover letter
2. Project team: Please list the staff members who will comprise the team and provide relevant biographies.
3. Approach and Timeline: Describe how your team will approach this project with DPOB.
4. Qualifications and Experience: Please provide your team's qualifications and experience with similar projects.
5. MBE Requirement: Due to the fact the primary funding of this work will be State funding, there is a 29% certified MBE participation goal for this overall project. Please provide any MBE certification with your proposal.
6. Resident Business: Due to the fact the primary funding of this work will be State funding and DPOB is the steward of Downtown, we are encouraged to solicit and hire Maryland resident business to design and construct this project. Please provide documentation that you are registered to do work in the State of Maryland with this proposal.
7. The bidder shall submit a rough layout of the camera system and supporting technology ecosystem as well as the layout of the Command Center, which shall be the choice of each individual proposer on the overall feel and design of the space. These can simply be bubble drawings but will be used to ensure the overall concept is in alignment with the vision.
8. Fee: Provide your fee to complete the project, inclusive of travel expenses and reimbursables including design, construction, and implementation costs for the project. Please also include billing rates for additional tasks outside of the scope of work.
9. Prevailing wage requirements: Due to the fact the primary funding of this work will be State funding prevailing wage requirements will go into effect, if this project reaches more than \$1,000,000 in total expenditures, which we are relying on the consultant within this scope to determine. The implementer of this project MUST obtain the

prevailing wage rate for this project from the State Commission of labor and Industry. To view the prevailing wage rates, visit [DLLR Website](#)

10. References: Provide two references (name, title, organization, email, and phone) who can attest to expertise in the field.

As stated previously, this project is to be funded primarily with State dollars through the Maryland Capital Grants Program. DPOB is looking to bring on a partner to help ensure the project remains within the parameters of the grant requirements. Please be sure to review the site and CGL booklet: [Capital Grants Program Website](#)

SOLICITATION ADMINISTRATION

Notification of Intent

Parties who are interested in responding to the RFP should notify DPOB of their interest in formulating a response by emailing cjolin@dpob.org. These parties will be placed on a distribution list for notice of any amendments to the RFP, sent responses to questions asked during the Q&A period, and will receive any other updates/notices pertaining to the RFP. Failure of an interested party to notify DPOB of their desire to be added to the solicitation distribution list could result in the party missing key information about the solicitation and its requirements.

Amendments

DPOB reserves the right to make amendments to the RFP as necessary. Any amendments will be sent to the Respondents who have notified DPOB of its intent to participate in the process,

Solicitation Timeline

Respondents shall submit their response in a PDF document to **Claudia Jolin, Vice President of Economic Development** at cjolin@dpob.org by December 2, 2022 2:00 pm ET. All questions and commentary are also to be submitted to Claudia Jolin.

Issue Date: November 2, 2022

There will not be a formal site visit/tour, however, the site is public and respondents are encouraged to

review the site(s) prior to submission. DPOB Can assist with the site tour if needed.

Deadline for Questions: November 14, 2022

Deadline for Answers: November 18, 2022

Submission Due Date: December 2, 2022

DPOB reserves the right to set up meetings/interviews to review proposals with the respondents, prior to selection.

Project Award: January 2023

APPENDICES

1. Maryland Capital Grants Booklet