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**Appendix A: Notice of Appeal Form**

**PROCUREMENT APPEAL**

FILE NO OPA-PA: 14-007<sup>ty</sup>

**PART I- To be completed by OPA**

In the Appeal of )

**NOTICE OF APPEAL**

Pacific Data Systems, Inc (PDS) )

(Name of Company), APPELLANT )

Docket No. OPA-PA -14-007

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**PART II- Appellant Information**

Name: Pacific Data Systems, Inc (PDS)

Mailing Address: 185 Ilipog Drive, Suite 204A

Tamuning, GU 96913

Business Address: same as above

Email Address: John@pdsguam.com

Daytime Contact No: 671-300-0202

Fax No.: 671-300-0265

.....  
**PART III- Appeal Information**

A) Purchasing Agency: Guam Visitors Bureau (GVB)

B) Identification/Number of Procurement, Solicitation, or Contract: Invitation for Bid  
GVB-2014-002MS

C) Decision being appealed was made on June 10, 2014 (date) by:

GVB Chief Procurement Officer \_ Director of Public Works \_ Head of Purchasing Agency

*Note: You must serve the Agency checked here with a copy of this Appeal within 24 hours of filing.*

D) Appeal is made from:

*(Please select one and attach a copy of the Decision to this form)*

Decision on Protest of Method, Solicitation or Award

Decision on Debarment or Suspension

Decision on Contract or Breach of Contract Controversy

(Excluding claims of money owed to or by the government)

Determination on Award not Stayed Pending Protest or Appeal

(Agency decision that award pending protest or appeal was necessary to protect the substantial interests of the government of Guam)

E) Names of Competing Bidders, Offerors, or Contractors known to Appellant:

- **G4S Security Systems (Guam) Inc.**

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**PART IV- FORM AND FILING**

**INTRODUCTION**

This is a §12201 Procurement Appeal made by Pacific Data Systems (PDS) of a Protest Decision by Guam Visitors Bureau (GVB) regarding the award in the above referenced procurement. The original protest made by PDS in this Appeal was made on May 12, 2014 (see Exhibit A). The PDS Protest was denied by GVB in a letter delivered to PDS on June 10, 2014 (see Exhibit B). It should be noted that this procurement is already the subject of a separate, but currently pending Procurement Appeal previously filed by PDS with the OPA on April 16, 2014; OPA-PA-14-003. This appeal is pending a decision by the OPA.

**BACKGROUND**

On January 31, 2014, GVB issued a Multi-Step Invitation for Bid, GVB-2014-002MS, for "ASSESSMENT OF EXISTING CCTV SURVEILLANCE SYSTEM; DESIGN-BUILD-UPGRADE NEW CCTV INFRASTRUCTURE; MAINTENANCE SERVICES (Including Typhoon Preparedness); 24/7 SYSTEM MONITORING & SECURE ACCESS VIA INTERNET FOR GVB AUTHORIZED OFFICIALS".

On February 14, 2014, two bidders, G4S Security Systems (Guam) Inc. (G4S), and Pacific Data Systems (PDS), submitted bids in response to the IFB. GVB conducted a technical evaluation of both bidder's Technical bids and rated each bidder's offer as technically acceptable. On February 17, 2014, GVB publicly opened the Cost Bid Forms for each bidder (see Exhibit C copies of PDS and Exhibit D for G4S Cost Bid Forms). On February 27, 2014, GVB sent a notice of award to G4S (see Exhibit E) and a notice of non-selection to PDS (see Exhibit F).

On March 24, 2014, PDS filed a protest with GVB regarding the failure of GVB to confirm the bid submission of G4S based on the large discrepancies between the Cost bid submitted by G4S and PDS for various phases of the bid. On April 1, 2014, GVB denied the PDS protest and on April 16, 2014, PDS filed an Appeal to the OPA (reference OPA-PA-14-003) regarding this decision. As part of the OPA-PA-14-003 OPA Appeal, on May 1, 2014, GVB provided the Agency Report for this procurement that contained a copy of the G4S Technical bid. Upon receipt of the GVB Agency Report, PDS was able to review the G4S Technical bid and as a result of this review PDS filed the aforementioned timely protest on May 12, 2014, with GVB that detailed specific technical deficiencies with the G4S bid.

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## **BASIS FOR PDS PROTEST AND APPEAL**

PDS' Protest and this Appeal of GVB's actions in this procurement are based upon our findings that the GVB award to G4S violates 5 G.C.A. § 5211(g) since 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) since G4S DID NOT submit a bid "which conforms in all material respects to the Invitation for Bids". A proper evaluation of the G4S Technical bid by GVB should have lead to the G4S bid being rejected by GVB as non-responsive.

The technical analysis performed by PDS provides specific evidence from the G4S Technical bid that shows that the G4S bid did not meet critical requirements and specifications of the GVB IFB as follows:

### **1. THE G4S TECHNICAL BID FAILS TO MEET THE IFB REQUIREMENT FOR AUDIO RECORDING.**

See the following IFB references that define the requirements for this capability:

- 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 CCTV 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) and the G4S system configuration provides no information on any audio recording capabilities as a part of the system being recommended to GVB. This serious deficiency of the G4S Technical bid was overlooked or ignored by the GVB technical evaluation. The PDS bid included cameras that had an audio capability. A 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 rejection of the G4S bid.

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**2. THE 24X7 CCTV MONITORING AND OPERATIONS SERVICE TO BE PROVIDED BY G4S DID NOT MEET THE REQUIREMENT FOR THESE SERVICES TO BE PERFORMED AT THE GPD FRANKIE SMITH TUMON POLICE PRECINCT AND WITH DEDICATED PERSONNEL TO BE PROVIDED BY THE BIDDER.**

See the following IFB specifications related to this 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 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)**

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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, **NOT** at the GPD Frankie Smith Precinct at Tumon Bay. See Exhibit G from page 47 of the G4S Technical bid Project Plan which clearly states that G4S will provide these services from “the G4S NCC” not the GPD Frankie Smith Precinct on Tumon Bay as required by the IFB specifications. This serious deficiency of the G4S Technical bid was overlooked or ignored by the GVB technical evaluation. A 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 rejection of the G4S bid.

3. **THE G4S TECHNICAL BID IS BASED ON THE USE OF AN UNKNOWN THIRD PARTY INTERNET SERVICE PROVIDER (“ISP”) TO PROVIDE BROADBAND CONNECTIONS TO NEW AND EXISTING CAMERA LOCATIONS, BUT THE G4S TECHNICAL BID DOES NOT NAME THE ISP TO BE USED, THE CAPABILITIES OF THE SERVICE, OR THE COSTS TO INSTALL OR OPERATE THE REQUIRED SERVICES/CONNECTIONS.**

See attached Exhibit H for various references from the G4S Technical Bid, however there is no identification contained within the G4S Technical bid defining what kind of services would be provided (wireline or wireless, asymmetrical or symmetrical capacity, upload and download capacities, etc.). There is also no identification of what entity would act as the “ISP” to provide the required service(s). In the G4S Bid form no details have been provided detailing the costs for the required services; typically these costs would include the cost of installing the services and monthly service charges for each of the locations to be served. Given the anticipated term of the contract related to this procurement, this oversight could be in the hundreds of thousands of dollars of additional costs to GVB that are not identified or defined in the G4S bid. 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. See the following IFB references.

- 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 ancillary accessories for the complete installation of the additional cameras at new sites (Appendix B), specifically the JFK/Kmart Intersection and the Oka**

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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)**

It is clear from the IFB requirements that it is the Bidder that is required to provide the required connections for all new and existing CCTV camera locations, yet the G4S Technical bid did not define how the CCTV camera connections would be reconfigured from wireless for the existing CCTV camera locations and there is no information provided regarding how the new camera locations defined by GVB in Appendix B/IFB Schedule A-3.12 (see page 38 of the GVB IFB) would be supported. 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 our Bid, the cost to provide these connections can be very expensive and challenging given the fact that many of the CCTV cameras are mounted on the tops of tall buildings or on street light/power poles that have limited communications infrastructure at the various locations specified by GVB.

Attached as Exhibit H are pages 8-10 of the G4S Technical Bid Project Plan that identifies connections for the existing CCTV camera locations (page 8). In this

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schedule G4S has defined the new connections to replace the current wireless locations as "ISP" but has not provided any other information regarding the nature of the connection, capacity, who will provide these services, 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 I also contains page 10 of the G4S Technical bid Project Plan that lists the 15 new CCTV locations identified by GVB in the IFB (IFB Appendix B/IFB Schedule A-3.12 at page 38). 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 at a significant cost to GVB.

G4S' failure to properly document this essential part of their Technical bid explaining how G4S will configure the connections of the existing and new CCTV cameras 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 rejection of the G4S bid. A 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 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".

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- 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.”**

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- 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 are provided for the existing or new camera locations with details of how the work would be performed based on the “Design-Build” requirement of the IFB. 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 J) 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 in a table format with columns for various tasks and 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**

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- 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 K 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. A 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 rejection of the G4S bid.

**5. THE G4S TECHNICAL BID PROJECT PLAN FAILED TO PROVIDE A PLAN THAT COULD BE PERFORMED WITHIN THE REQUIRED 120 DAY DELIVERY PERIOD SPECIFIED IN THE IFB.**

The GVB IFB clearly defined 120 days as the required delivery timeline for the project. See the following IFB references:

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

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- 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.

**(emphasis added above)**

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, or the time required to arrange for and install the "ISP" connections. Clearly the G4S bid contained no information that confirmed that the bid submitted could be performed within the 120 day Delivery Period required by the IFB. The G4S bid did provide a clear indication that the proposed G4S Project Plan will take far longer than the time allowed in the IFB (as well as cost more money than what was bid). This is a serious deficiency that should lead to the rejection of the G4S bid. A 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 rejection of the G4S bid.

## **GVB DENIAL OF PDS PROTEST**

A review of the June 10, 2014 letter (see Exhibit B) from GVB denying the PDS Protest (see Exhibit A) provides significant insight into the fundamental lack of integrity and procurement compliance issues within GVB that have resulted in the issues with this

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procurement. PDS makes the following observations regarding the points made and justification used by GVB to deny the original PDS protest in this matter:

1. GVB claims that the PDS Protest was untimely, though PDS only had access to the G4S Technical bid on May 1, 2014 and PDS filed its Protest based on its analysis of the G4S Technical bid on May 12, 2014; well within the 14 day timeline allowed for the filing of a procurement protest.
2. GVB claims that the G4S CCTV cameras were not required to have any audio capability and that the G4S cameras met the minimum CCTV specifications. However, GVB has overlooked the fact that the IFB called for video and audio recording capabilities from the various locations throughout Tumon Bay. There is no evidence provided in the G4S Technical bid that the system recommended by G4S has any audio capabilities to meet the requirements of the IFB.
3. Regarding the issue that PDS raised related to the stated plan by G4S to provide 24x7 video monitoring from its National Control Center (NCC) in Harmon, GVB responses in its denial letter that GVB has "confirmed" with G4S that G4S will in fact provide its monitoring from the Frankie Smith Tumon Precinct. This statement is in direct contradiction to the G4S Technical bid (see Exhibit G) that states that the monitoring will be performed at the G4S NCC. Any change to the G4S Technical bid after bid turn in would represent a late submission and should not be considered by GVB in its evaluation. Instead, GVB has allowed G4S to modify its Technical bid AFTER BID OPENING in violation of Guam Procurement Law and Regulation.
4. Regarding the issue raised by PDS related to how new and existing CCTV camera locations will be connected to the GVB monitoring center at Frankie Smith Tumon Precinct, GVB is unconcerned that G4S has failed to provide how this will be accomplished, by who, with what capabilities, and at what cost. Though "ISP" is mentioned along with broadband connections, these references do not fulfill the obligations of the Bidder to clearly address the details of how these connections will be made. More importantly, the G4S bid does not contain any costs, one time or recurring, associated with these services. The PDS bid included all costs for these connections and clearly articulated how these connections would be made. If PDS was allowed to remove these costs from its bid, the PDS bid would have actually been lower than the amount bid by G4S.
5. Regarding the G4S Project Plan and the deficiencies noted by PDS, GVB simply states that the G4S Project Plan was deemed to be acceptable by GVB in spite of the numerous issues specifically identified by PDS. It is clear that GVB has no intention of applying fair and equal evaluation guidelines to the Technical bids submitted, since such an application would clearly disqualify the G4S Technical bid.
6. Regarding the timeline and delivery dates for the project as defined in the G4S Technical bid, GVB agrees that the G4S bid did not meet the 120 day IFB delivery

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requirement but excuses this deficiency of the G4S bid. Essentially GVB has chosen to modify the IFB terms and conditions, AFTER BID SUBMISSION and specifically to the benefit of G4S. Just as in point #3 above, this is a serious breach of Guam Procurement Law and Regulations.

## **CONCLUSION**

The above findings by PDS provide convincing evidence of a failure by GVB to undertake a proper and impartial evaluation of the PDS and G4S Technical Bids; a clear violation of 5 G.C.A. § 5001(4). It is interesting to note that according to the GVB Technical Bid Evaluation Score Summary (attached as Exhibit L), the G4S Project Plan, containing the above noted numerous 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 biased opinions 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 IFB specifically related to the development of the IFB specifications, and the protest denial letter written by GVB that modifies the bid specifications and G4S bid submission AFTER OPENNING to the benefit of the G4S bid submission. A close review of the GVB IFB specifications clearly shows that these 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. Even so, G4S still did not submit a Technical bid that complied with the technical specifications and requirements of the procurement, though GVB has skewed its evaluation to favor the G4S bid in making this improper and illegal award.

Since GVB has defined this IFB as an "All or None" procurement (IFB General Terms and Conditions Page 6 at #7), if a determination by the OPA sustains any of the points made by PDS above, then GVB must be ordered to reject the entire G4S bid as non-responsive and make a new award to PDS as the lowest and most responsive and responsible bidder in this procurement.

## **RULING REQUESTED BY THE OPA IN THIS APPEAL:**

- A. PDS seeks a *de novo* review of the award made by GVB in this procurement. Specifically, PDS requests that the OPA review G4S Technical bid for compliance with the GVB IFB specifications and requirements. PDS believes that this review will determine that the G4S bid did not meet the requirements of the IFB and should

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therefore be rejected as non-responsive.

- B. PDS requests an order from the OPA that rescinds the GVB Award to G4S and directs GVB to award the contract to PDS as the lowest and most responsive and responsible bidder.
- C. PDS requests reimbursement of any and all applicable costs as may be determined by the OPA in this matter.
- D. PDS requests that a hearing be held on this matter at the earliest opportunity.

**SUMMARY OF SUPPORTING EXHIBITS ATTACHED HERETO:**

- Exhibit A: May 12, 2014, Protest made by PDS to GVB in this procurement
- Exhibit B: June 10, 2014, GVB letter denying PDS Protest
- Exhibit C: Copies of PDS Cost Bid Forms
- Exhibit D: Copies of G4S Cost Bid Forms
- Exhibit E: February 27, 2014 GVB Notice of Award to G4S
- Exhibit F: February 27, 2014 GVB Notice of Non-Selection to PDS
- Exhibit G: Page 47 of the G4S Technical bid Project Plan
- Exhibit H: Pages 8-10 of the G4S Technical bid Project Plan that identifies connections for the existing CCTV camera locations
- Exhibit I: Page 10 of the G4S Technical Bid Project Plan that lists the 15 new CCTV locations identified by GVB in the IFB
- Exhibit J: Pages 13 and 14 of G4S Technical bid Project Plan, only detailed scope of work provided by G4S
- Exhibit K: G4S Technical bid regarding the "Build" or installation part of the IFB
- Exhibit L: GVB Technical bid Evaluation Score Summary

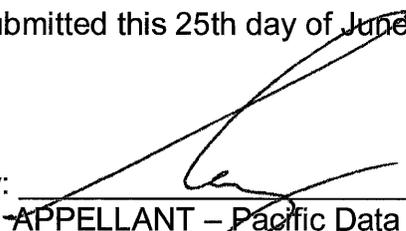
*Appendix A: Notice of Appeal Form*  
**PROCUREMENT APPEAL**

**PART V – DECLARATION REGARDING COURT ACTION**

The undersigned party does hereby confirm that to the best of his knowledge, no case or action concerning the subject of this Appeal has been commenced in court. All parties are required to and the undersigned party agrees to notify the Office of Public Accountability within 24 hours if court action commences regarding this Appeal or the underlying procurement action.

Submitted this 25th day of June, 2014.

By: \_\_\_\_\_

  
APPELLANT – Pacific Data Systems  
by John Day, its President

**Exhibit A:**

**May 12, 2014, Protest made by PDS to GVB in this procurement**



May 12, 2014

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,

A handwritten signature in black ink, appearing to be 'John Day', written over a white background.

John Day  
President

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



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 SUOD 2/28/14*

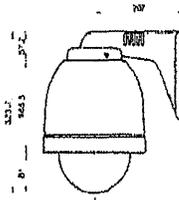
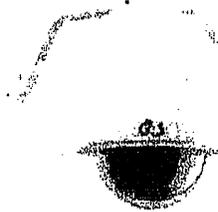




Recommended Products:



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)/ Interface
Focus	Auto / Zoom -Trig / Manual
Focal Length	3.4mm ~122.4mm (F 1.8 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/IP, 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
Tilt	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

Approvals

Approvals	CE, FCC CLASS A, RoHS
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NO AUDIO

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

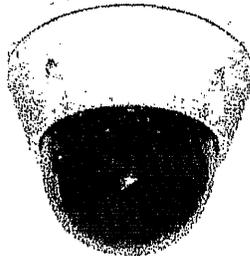
130122 Note: Specifications are subject to change without notice.

G4S plc., The Manor, Manor Royal, Crawley, West Sussex, RH10 9UN, UK. [www.g4s.com](http://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

Camera

White Balance	ATW/ Push/ User 1/ User 2/ 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, French, German, Portuguese, Spanish
Sens-Up	x256

Input/output

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

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

Control

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

Lens

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

Mechanical

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

Functions

Video Analytics	4 configurations/ 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

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)
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NO AUDIO

Note: Specifications are subject to change without notice.

130616

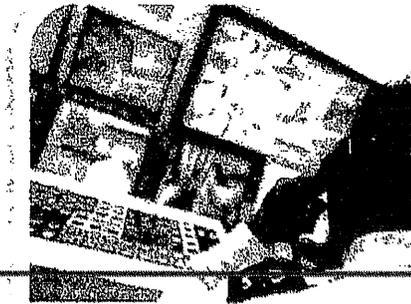
G4S plc., The Manor, Manor Royal, Crawley, West Sussex, RH10 9UN, UK.

[www.g4s.com](http://www.g4s.com)

Securing  
Your  
World



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.

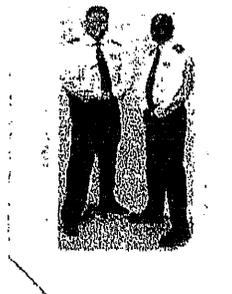
The National Control Center is where we have professional Alarm monitors who are on alert to react and dispatch the proper personnel to your location where an alarm system has been triggered.

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 Chiphirica 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	

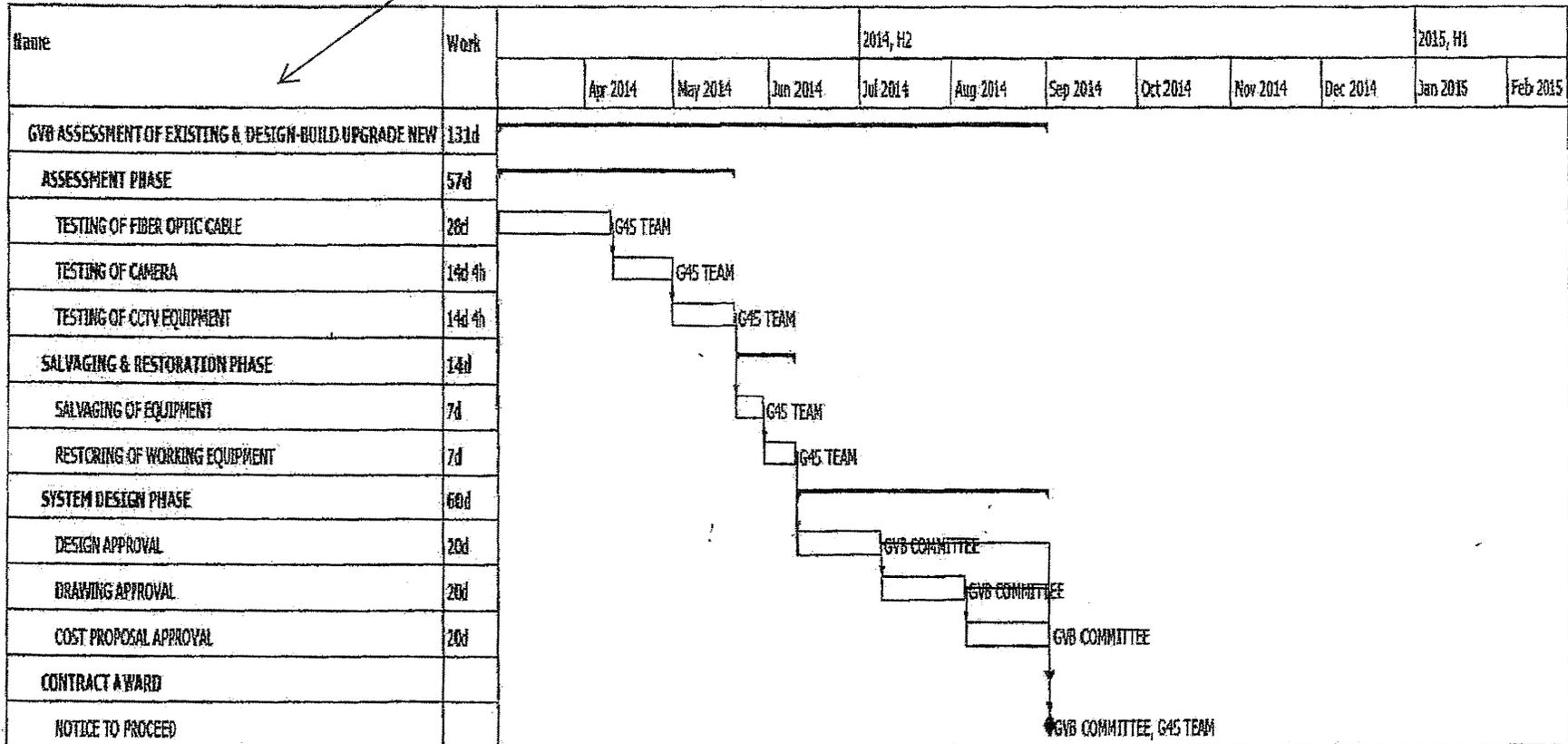


**Equipment Recommendation for New CCTV Camera at New Location Under A-3.12**

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



**Assessment Gantt Chart Schedule:** work to be performed



182 day timeline

additional award required?

EX F



WBS	Name	Start	Finish	Work	Duration	Slack	Cost	Assigned to	% Complete
1	<b>GVB ASSESSMENT OF EXISTING &amp; DESIGN-BUILD UPGRADE NEW CCTV</b>	Mar 3	Sep 1	131d	131d		0		0
1.1	<b>ASSESSMENT PHASE</b>	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	<b>SALVAGING &amp; RESTORATION PHASE</b>	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	<b>SYSTEM DESIGN PHASE</b>	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	<b>CONTRACT AWARD</b>	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



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.
<b>1. Project Plan: Conformance to ALL specifications</b>	<b>20</b>
Equipment and design met Scope of Work and Services	5
Qualifications, design layout, client references submitted to support recommendation	5
GVB's 24/7 Monitoring & Maintenance services specifications met	5
Assessment of existing CCTV infrastructure supports bidder's recommendations & project plan	5
<b>2. Contractor's Logistical and Service Support</b>	<b>20</b>
Repair, maintenance, and sheltering facility	5
Service capability and timeliness of service	5
Service Technician Qualifications/Certifications	5
Availability of consumable parts and supplies	5
<b>3. Warranty Provisions</b>	<b>20</b>
Warranty provisions and coverage	10
Manufacturer and factory warranty support	5
Designated warranty Support representative.	5
<b>4. Key Project Milestones and Delivery Schedule</b>	<b>20</b>
Manufacture and Delivery Timelines.	10
Acceptability of shipping and delivery procedures	5
Progress check control procedures	5
<b>5. Demonstrated Capabilities and Qualifications</b>	<b>20</b>
CCTV Surveillance system design past engineering performance	5
Satisfactory Track Record supported with customer references	5
Business relationship w/Manufacturer's recommended products	5
Demonstrated On-Time technical & performance on similar projects supported by customer references	5
<b>TOTAL MAXIMUM POINTS - ALL CRITERIA</b>	<b>100</b>

G4S SECURITY SYSTEMS (G4S)					
RH	DA	AM	MP	ALL	
5	5	5	5	20	20
5	5	5	5	20	20
5	5	5	5	20	20
5	5	5	4	19	19
5	5	5	5	20	20
4	5	5	5	19	19
4	5	5	1	15	15
10	8	10	10	38	38
5	3	5	1	14	14
4	3	5	1	13	13
9	8	10	10	37	37
4	5	5	5	19	19
4	5	5	5	19	19
5	5	5	5	20	20
5	5	5	5	20	20
5	4	5	5	19	19
5	4	5	5	19	19
53	59	100	87	370	370

PACIFIC DATA SYSTEMS (PDS)					
RH	DA	AM	MP	ALL	
4	4	5	5	18	18
3	1	5	3	12	12
3	3	2	5	13	13
4	1	3	5	13	13
4	1	3	4	12	12
3	2	3	4	12	12
4	2	2	2	10	10
3	2	2	5	12	12
7	8	6	10	31	31
4	4	3	4	15	15
3	4	3	3	13	13
9	4	5	10	28	28
4	4	3	4	15	15
4	3	3	4	14	14
4	4	2	5	15	15
4	4	3	5	16	16
5	4	3	3	15	15
3	4	2	5	14	14
15	59	58	86	278	278

Legend:  
 A - ACCETABLE; 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

PA U A  
 Potentially Acceptable - 60-79 pts  
 69.5  
 AVG

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

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

Evaluators' Approval Signatures:  
 Robert Hofmann: [Signature]  
 Doris Ada: [Signature]

Antonio Muna: [Signature]  
 Meriza Peredo: [Signature]

EX G

**Exhibit B:**

**June 10, 2014, GVB letter denying PDS Protest**



0110114  
4:17pm  
Amber

June 10, 2014

Mr. John Day  
Pacific Data Systems  
185 Illipog Dr., Suite 204A  
Tamuning, Guam 96913

**In re Your Second Protest, GVB 2014-002MS**

Dear Mr. Day,

The Guam Visitors Bureau (GVB) is in receipt of your second protest regarding the above referenced solicitation dated May 12, 2014. The GVB considered your ten (10) page protest with exhibits, and rejects the same as without merit and out of time.

You contend that your second protest is timely based on information provided in the Agency Report filed by the GVB before the Office of Public Accountability (OPA) in pending procurement appeal case number OPA-PA 14-003. In fact, the arguments set forth in the second protest are merely detailed contentions of the same arguments alleged in your first protest dated March 24, 2014. In both untimely protests, you allege that the GVB did not conduct a proper analysis of the G4S bids.

As stated in response to your first protest, the GVB performed an analysis of the G4S bid and was satisfied with the process and outcome of its analysis. Pursuant to 5 GCA § 5211(e), GVB evaluated and scored the technical bids submitted by Pacific Data Systems (PDS) and G4S Security Systems (G4S) in accordance with criteria set forth under A-2. Phase I: Maximum Score Points for Technical Bid Criteria. See page 33 of *Multi-Step Bid No. GVB-2014-002MS*.

Under Phase I, G4S scored 92.5 out of 100 total points and was deemed "acceptable" to continue to Phase II. PDS scored only 69.5 out of 100 total points, falling in the "potentially acceptable" range. See *Technical Bid Evaluation Score Summary - Certified, Agency Report at Tab F, OPA-PA 14-003*. You will recall the GVB met with you on February 24, 2014, to discuss the "potentially acceptable" technical proposal submitted by PDS, which was ultimately deemed acceptable to continue to Phase II.

The GVB acted within the scope of the law and its discretion and you offer no evidence to the contrary. Responses to your particular contentions are enumerated below.

1. "The cameras recommended by G4S are based on analog technology and do not provided [*sic*] any audio capabilities (no microphone for recording audio from the camera location)." See *your Second Protest, May 12, 2014, at p. 2*.

The minimum specifications for the cameras do not require audio capability - only video. See page 29, Section VII.a: *Cameras and Holding of Multi-Step Bid No. GVB-2014-002MS*. GVB outlined the minimum specifications for the CCTV system components under Section B-1, pages 40 through 45 of *Multi-Step Bid No. GVB-2014-002MS*. Requirements for audio



capability are only found under the minimum specifications for the Digital Video Recorder (subsection h) and the LCD Monitor (subsection k-m).

2. "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." See your *Second Protest, May 12, 2014, at p. 3.*

G4S confirmed to the GVB that its personnel will be stationed at the GPD Frankie Smith Precinct in Tumon, and that the G4S National Control Center will serve as a secondary monitoring site.

3. "The G4S Technical Bid did not define how the CCTV connections would be reconfigured from wireless for the existing CCTV camera locations...G4S does not provide any information regarding how these new CCTV cameras will be connected to the GVB CCTV system." See your *Second Protest, May 12, 2014, at pp. 4, 5.*

The G4S bid states an Internet service provider (ISP) would be utilized. There are no ISP's in Guam that offer lower than broadband speeds, which meet the minimum requirement for connectivity of the surveillance cameras to the GPD Frankie Smith Precinct in Tumon.

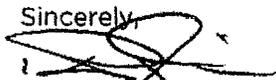
4. "The G4S Technical Bid did not provide a Project Plan that defined how G4S would meet the IFB requirements or perform the work defined in the IFB [and] ...that detailed how G4S would perform all required services within the required 120 day delivery period." See your *Second Protest, May 12, 2014, at pp. 7, 8.*

The G4S bid satisfactorily outlined a proposed Project Plan from the initial phase of assessment through the installation, maintenance and monitoring of the CCTV surveillance system, and was deemed responsive to the multi-step bid.

As stated by PDS, "...there are 'unknowns' associated with the project...[that] could affect the actual time required to install the proposed system." See *PDS Technical Bid, Section 7 - Project Schedule*. The GVB evaluation committee accepted the 131-day project schedule outlined in the G4S bid. See *Technical Bid Evaluation Score Summary Item 4 Line 1 - Certified Agency Report at Tab F, OPA-PA 14-003.*

Accordingly, your second protest is rejected as without merit and out of time. Please be aware that you have a right to administrative and judicial review of this decision. See 5 GCA §5425(c)(2).

Sincerely,



**KARL A. PANGELINAN**  
General Manager

CC: Legal Counsel

**Exhibit C:**  
**Copies of PDS Cost Bid Forms**



**B-14.2: MANDATORY USE OF BID COST PRICE FORMS IS A CONDITION OF BIDDING.**

Price Quote to Replace Existing CCTV Equipment. Prospective bidders Shall Enter the Manufacturer's Model Type Offered by the Bidder, and Enter the Unit Price for Each Existing Camera Location. Qty = 1 for each existing location.

Location (installed)	Camera Type	Qty required	Camera Manufacturer Model/Type Offered	Camera Unit Price	Connection Type	Connection Unit Price	Price to install and Connect
GPA Substation	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 1Gb	\$ 1,500.00	\$ 2,500.00
Hilton Entrance	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
Ypao Intersection	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
Across PIC	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
Marriot Intersection	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 1Gb	\$ 1,500.00	\$ 2,500.00
Across Fountain Plaza	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
Fiesta Hotel	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
Across Church	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 1Gb	\$ 1,500.00	\$ 2,500.00
Tumon Sands	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
Across Hyatt	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
Across Sandcastle	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
Across Market Place	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
Outrigger Entrance	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 1Gb	\$ 1,500.00	\$ 2,500.00
DFS Traffic Light	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 1Gb	\$ 1,500.00	\$ 2,500.00
Western Gun Club	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
Open Port	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 1Gb	\$ 1,500.00	\$ 2,500.00
Westin Roadside	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
Westin Beachside	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
Sam Choi	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
Grand Plaza	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
VK Tasi Beachside	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
PIC Beachside	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
PIC Beachside	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
VKT Beachside	Pan/Tilt/Zoom	1	Samsung/SNP-6200RH	\$ 3,900.00	Fiber 100Mb	\$ 1,500.00	\$ 2,500.00
Office Entry	Existing	1	n/a	\$ -	existing Coax	\$ 100.00	\$ 600.00
Desk SGT. Entry	Existing	1	n/a	\$ -	existing Coax	\$ 100.00	\$ 600.00
Interview Room	Existing	1	n/a	\$ -	existing Coax	\$ 100.00	\$ 600.00
Holding Cell 1	Existing	1	n/a	\$ -	existing Coax	\$ 100.00	\$ 600.00
Holding Cell 2	Existing	1	n/a	\$ -	existing Coax	\$ 100.00	\$ 600.00
<b>TOTAL QUOTED COST FOR CCTV CAMERA EQUIPMENT -&gt;</b>				<b>\$93,600</b>	<b>TOTAL QUOTED COST TO CONNECT &amp; INSTALL -&gt;</b>		<b>\$63,000</b>



**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 Installation 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	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
Onward Agana Beach Hotel (aimed on top of hotel to view roadside and one to beach side of hotel)	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
Onward Agana Beach Hotel (aimed on top of hotel to view roadside and one to beach side of hotel)	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
Treton and Farenholt Avenue	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
Route 14 and Farenholt Avenue	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
ITC Building (aimed to route 14 and 1)	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
Route 1 and JFK School	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
Holiday Hotel, Tumon	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
Route 14 and Chichirica St., Tumon	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
Power Pole Across Aurora Hotel (aimed to Westbound on Gun Beach road towards Route 14 and Santos Hill.)	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
Route 1 and Hill (aimed on top of Horizon Condominium)	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
Route 1 and Boonsri Plaza, Upper Tumon (aimed on top of the building close to the road)	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
Route 1 and 16, Harmon (aimed on top of the building that houses Invisalgn at the corner of Route 1 and 16, Harmon Side)	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
Route 1 East Agana (aimed on top of retaining wall with the Guam and America flag)	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
Route 1 East Agana (aimed on top of Uttams Building or on top of Stanton furniture building)	Pan/Tilt/Zoom	360	Samsung/SNP-6200RH	1	\$ 3,900.00	Fiber 1Gb loop	\$21,000
<b>Total Quoted Cost for CCTV Camera Equipment -&gt;</b>				<b>\$58,500</b>	<b>Total Cost to Connect &amp; Install -&gt;</b>		<b>\$315,000</b>



**B-14.3 MANDATORY USE OF BID COST PRICE FORMS IS A CONDITION OF BIDDING.**  
 Quote purchase price per item; the bidder's price/ cost to connect and install the unit; and the annual maintenance rate for each CCTV system component listed:

CCTV SURVEILLANCE SYSTEM EQUIPMENT DESCRIPTION	NEW UNIT PRICE	PRICE TO CONNECT & INSTALL	ANNUAL MAINTENANCE SERVICE PRICE
Pan-Tilt-Zoom Dome, Pendant/Wall-Mounted	3,900.00	2,500.00	487.50
Fixed Camera	2,500.00	2,500.00	312.50
Keyboard Controller	650.00	100.00	81.25
Digital Video Recorder	20,000.00	1,500.00	2,500.00
Matrix Switcher	5,000.00	500.00	625.00
LCD Monitor	985.00	100.00	123.13
Camera Power Supply	600.00	250.00	75.00
Camera Mounting Bracket/Housing	500.00	250.00	62.50
Cabling	1.50/foot	\$10/foot	0.00
Video Decoder and Encoder	350.00	100.00	43.75
Uninterruptable Power Supply.	2,850.00	500.00	356.25
Conduits, fittings and joints	\$10/foot	\$2/foot	0.00

**Quote Hourly Labor Rate Only: (parts to be charged per incident)**

CCTV SURVEILLANCE SYSTEM MAINTENANCE, REPAIR, NETWORK, TECHNICAL SUPPORT SERVICES	Hourly Rate During Warranty Period	Standard Hourly Rate Monday to Friday 8am - 5pm	After-Hours Support or Service Calls (weekend, holidays, after work hours)
HARDWARE - Equipment	\$100	\$150	\$225
SOFTWARE - CCTV System Operating & Network Software	\$200	\$250	\$375
Help-Desk Technical Support	\$100	\$150	\$225
Technical Training Services	\$150	\$200	\$300
Technical Assistance/Consultation	\$150	\$200	\$300
Network Advisory/ Consultation Services	\$200	\$250	\$375

**System Documentation Charges: (Quote Total Cost to Prepare One (1) Manual)**

A) Operating Manual:	B) System Configuration:	C) Help-Desk Procedures Manual:
A) \$2,500	B) \$1,500	C) \$1,000

**Exhibit D:**  
**Copies of G4S Cost Bid Forms**

<b>B-14.1: MANDATORY USE OF BID COST PRICE FORMS IS A CONDITION OF BIDDING</b>		
<b>SCOPE OF WORK AND SERVICES</b>	<b>DESCRIPTION</b>	<b>TOTAL BID COST</b>
<p><b>TASK I:</b> Perform Assessment of Existing CCTV Surveillance System</p>	Assess existing CCTV infrastructure to evaluate the operating or non-operating condition of installed system components (including existing fiber optic cables, power sources, ancillary system components); and recommend existing components to scrap; to replace; to repair; to re-use or recycle existing system components.	<p>\$ <u>49,679.34</u></p> <p><b>TOTAL LUMP SUM TO COMPLETE TASK I.</b></p>
<p><b>TASK II:</b> Recommend and Design-Build-Upgrade New Additional CCTV Infrastructure</p>	Design and propose NEW CCTV equipment to upgrade the surveillance system to provide maximum coverage of the Tumon Bay Area. Proposed upgrades will include NEW equipment, supplies, and ancillary accessories, and the cost of installation	<p>\$ <u>496,001.73</u></p> <p><b>TOTAL COST FOR TASK II; EQUIPMENT, CONNECTION, AND INSTALLATION.</b></p>
<p><b>TASK III:</b> Design CCTV System Maintenance Service Plan (to include Typhoon Preparedness)</p>	Determine basic terms and conditions to establish an annual maintenance and repair service equipment to maintain the CCTV Surveillance System to minimize system down-time and/or equipment failure	<p>\$ <u>22,291.83</u> /YEAR</p> <p>\$ <u>52.00</u> /HOUR</p>
<p><b>TASK IV:</b> Develop and Perform Procedures to Provide 24 Hours A Day, 7 Days A Week (24/7) CCTV System Monitoring Services Inclusive of Required Human Resources to Perform CCTV System Monitoring Worker Duties.</p>	Provide 24 hours / 7 days a week (24/7) CCTV Surveillance and prepare reports to GVB on a quarterly schedule. Bidder shall quote service and support as an annual (12 – month) charge.	<p>\$ <u>128,491.14</u> /YEAR</p>
	Provide and schedule human resources to perform the duties of a CCTV Surveillance System Monitoring worker for continuous monitoring of all installed CCTV surveillance cameras. Each worker shall be assigned a standard 8 hour work schedule. The 24 hour period shall require a minimum of three workers. The bidder shall enter the base hourly rate to be paid to the CCTV monitoring workers that complies with US DOL FLSA requirements. ( <a href="http://www.bls.gov/oes/current/oes_gu.htm#33-0000">http://www.bls.gov/oes/current/oes_gu.htm#33-0000</a> )	<p>a) Standard Shift Hourly Rate:</p> <p>a) \$ <u>14.71</u> /HOUR</p> <p>b) Night Shift: Hourly Rate:</p> <p>b) \$ <u>14.71</u> /HOUR</p>
<p><b>TASK V:</b> Provide identification signage at each CCTV surveillance camera location in the Tumon Area</p>	Install a sign at each camera site to inform public that all activities are monitored and recorded by a CCTV surveillance system in the Tumon area.	<p>\$ <u>27,759.05</u></p> <p><b>TOTAL COST TO COMPLETE TASK V.</b></p>
<p><b>TASK VI:</b> Establish Guam Visitors Bureau's Secured CCTV System Access Via the Internet</p>	Provide remote access via the internet for surveillance monitoring by GVB authorized officials	<p>\$ <u>2,363.86</u> /YEAR</p> <p>\$ <u>NOT APPLICABLE</u> /HOUR</p>

**B-14.2: MANDATORY USE OF BID COST PRICE FORMS IS A CONDITION OF BIDDING.**

Price Quote to Replace Existing CCTV Equipment. Prospective bidders Shall Enter the Manufacturer's Model Type Offered by the Bidder, and Enter the Unit Price for Each Existing Camera Location. Qty = 1 for each existing location.

Location (Installed)	Camera Type	Qty required	Camera Manufacturer Model/Type Offered	Camera Unit Price	Connection Type	Connection Unit Price	Price to Install and Connect
GPA Substation	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Hilton Entrance	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Ypao Intersection	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Across PIC	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Marriot Intersection	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Across Fountain Plaza	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Fiesta Hotel	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Across Church	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Tumon Sands	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Across Hyatt	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Across Sandcastle	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Across Market Place	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Outrigger Entrance	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
DFS Traffic Light	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Western Gun Club	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Open Port	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Westin Roadside	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Westin Beachside	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Sam Choi	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Grand Plaza	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
VK Tasi Beachside	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
PIC Beachside	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
PIC Beachside	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
VKT Beachside	PTZ	1	G4S ULC	\$837.50	FIBER	\$52.00	\$156.00
Office Entry	Dome	1	G4S ULC	\$223.75	COAX	\$52.00	\$78.00
Desk SGT. Entry	Dome	1	G4S ULC	\$223.75	COAX	\$52.00	\$78.00
Interview Room	Dome	1	G4S ULC	\$223.75	COAX	\$52.00	\$78.00
Holding Cell 1	Dome	1	G4S ULC	\$223.75	COAX	\$52.00	\$78.00
Holding Cell 2	Dome	1	G4S ULC	\$223.75	COAX	\$52.00	\$78.00
<b>TOTAL QUOTED COST FOR CCTV CAMERA EQUIPMENT-&gt;</b>			\$ 21,218.75		<b>TOTAL QUOTED COST TO CONNECT &amp; INSTALL-&gt;</b>		\$ 4,134.00

**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
<b>Total Quoted Cost for CCTV Camera Equipment-&gt;</b>			<b>\$ 10,107.50</b>		<b>Total Cost to Connect &amp; Install-&gt;</b>		<b>\$ 2,028.00</b>

**B-14.3: MANDATORY USE OF BID COST PRICE FORMS IS A CONDITION OF BIDDING.**

Quote purchase price per unit item; the bidder's price/cost to connect and install the unit; and the annual maintenance rate for each CCTV system component listed:

CCTV SURVEILLANCE SYSTEM EQUIPMENT DESCRIPTION	NEW UNIT PRICE	PRICE TO CONNECT & INSTALL	ANNUAL MAINTENANCE SERVICE PRICE
Pan-Tilt-Zoom Dome, Pendant/Wall-Mounted	\$837.50	\$156.00	\$312.00
Fixed Camera	\$223.75	\$78.00	\$104.00
Keyboard Controller	\$387.50	\$78.00	\$104.00
Digital Video Recorder	\$1,737.50	\$156.00	\$104.00
Matrix Switcher	\$5,000.00	\$156.00	\$104.00
LCD Monitor	\$1,138.66	\$78.00	\$52.00
Camera Power Supply	\$76.69	\$156.00	\$104.00
Camera Mounting Bracket/Housing	\$37.50/\$93.75	\$156.00	\$52.00
Cabling	\$125.00	\$156.00	\$104.00
Video Decoder and Encoder	\$1,875.00/\$2,125.00	\$156.00	\$104.00
Uninterruptable Power Supply.	\$1,518.75	\$156.00	\$104.00
Conduits, fittings and joints	\$918.50	\$156.00	\$104.00

**Quote Hourly Labor Rate Only: (parts to be charged per incident)**

CCTV SURVEILLANCE SYSTEM MAINTENANCE, REPAIR, NETWORK, TECHNICAL SUPPORT SERVICES	Hourly Rate During Warranty Period	Standard Hourly Rate Monday to Friday 8am – 5pm	After-Hours Support or Service Calls (weekends, holidays, after work hours)
HARDWARE - Equipment	\$52.00	\$52.00	\$78.00
SOFTWARE - CCTV System Operating & Network Software	\$52.00	\$52.00	\$78.00
Help-Desk Technical Support	\$52.00	\$52.00	\$78.00
Network Technical Support	\$52.00	\$52.00	\$78.00
Technical Training Services	\$52.00	\$52.00	\$78.00
Technical Assistance/Consultation	\$52.00	\$52.00	\$78.00
Network Advisory/ Consultation Services	\$52.00	\$52.00	\$78.00

**System Documentation Charges: (Quote Total Cost to Prepare One (1) Manual)**

A) Operating Manual:	B) System Configuration:	C) Help-Desk Procedures Manual:
A) \$ 20.80	B) \$ 20.80	C) \$ 20.80

Exhibit E:

February 27, 2014, GVB Notice of Award to G4S



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 SUO 2/28/14*



**Exhibit F:**

**February 27, 2014, GVB Notice of Non-Selection to PDS**



February 27, 2014

Mr. John Mantanona  
Government Accounts Manager  
Pacific Data Systems (PDS)  
185 Ilipog Drive  
HBC Suite 204A  
Tamuning, Guam 96913

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

*Håfa Adai* Mr. Mantanona,

Thank you for Pacific Data Systems' (PDS) Technical and Cost Bid submissions in response to GVB 2014-002MS for CCTV Surveillance Systems. The evaluation committee has completed its work and reviewed all the proposals.

GVB has elected to pursue a contract with another offeror. The Abstract is attached for your review.

We appreciate PDS' time and effort to prepare and submit your proposal. As other opportunities arise, GVB will keep PDS informed and we thank you for the business relationship PDS and GVB have built over the years.

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

*Senseramente,*

**KARL A. PANGELINAN**  
General Manager  
Chief Procurement Officer

*Attachment: Bid Abstract*

Exhibit G:

Page 47 of the G4S Technical bid Project Plan

of equipment and devices.

- Schematic wiring diagram shall include any interlocking details.
- Central Monitoring Station (CMS) escalation process layout that include contact number of the persons to communicate with, in case of system failure and alarm.

**z. Training**

- Training by the contractor will involve instruction by a qualified representative involved with the operation, supervision and administration of the system.
- Training shall be performed prior to the handover of the system to ensure Owner is fully capable of operating the installed system.

**B-3: INTENT OF SPECIFICATIONS**

The intent of Multi-Step Bid is to provide specifications to allow prospective bidders or offerors to prepare a bid cost to complete delivery of the Scope of Work and Services described in this solicitation. The Guam Visitors Bureau seeks the expertise of vendors engaged in the business of recommending, installing, maintaining and repairing the component equipment, cabling of a CCTV Surveillance System. A key deliverable will be the secured link to the surveillance system by authorized Guam Visitors Bureau officials using the internet.

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. The Scope of Work and Services will be delivered in phases and will include the design, delivery, testing, maintaining, and training that meets the specifications contained in this Multi-Step Bid.

The Scope of Work and Services seeks the professional expertise and technical skills of the successful bidder. The Technical Bid is the forum for prospective bidders or offerors to submit the project plan to meet the CCTV Surveillance System specifications of this Multi-Step Bid.

Bidders who meet all the requirements in Phase I – Submission of Technical Bid, and who demonstrate the competency to complete the Scope of Work and Services shall move to Phase II – Evaluation of Bid Cost. A bidder or offeror who does not meet the Technical Bid specifications will have their Bid Cost returned with the seal intact to protect their business interests.

Bids shall only be considered from bidders representing manufacturing companies that have an established reputation in the sales and marketing of CCTV Surveillance System equipment, support and maintenance. The prospective bidder or offeror shall specify the manufacturing company they represent, and shall be able to provide the technical personnel and service facilities for the repair and service of the CCTV Surveillance System equipment, monitoring, support and maintenance services marketed and sold by the bidder or offeror. Evidence of such a facility shall be included in bid.

**Exhibit H:**

**Pages 8-10 of the G4S Technical bid Project Plan that identifies connections for the existing CCTV camera locations**



**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

**Exhibit I:**

**Page 10 of the G4S Technical Bid Project Plan that lists the 15 new CCTV locations identified by GVB in the IFB**



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

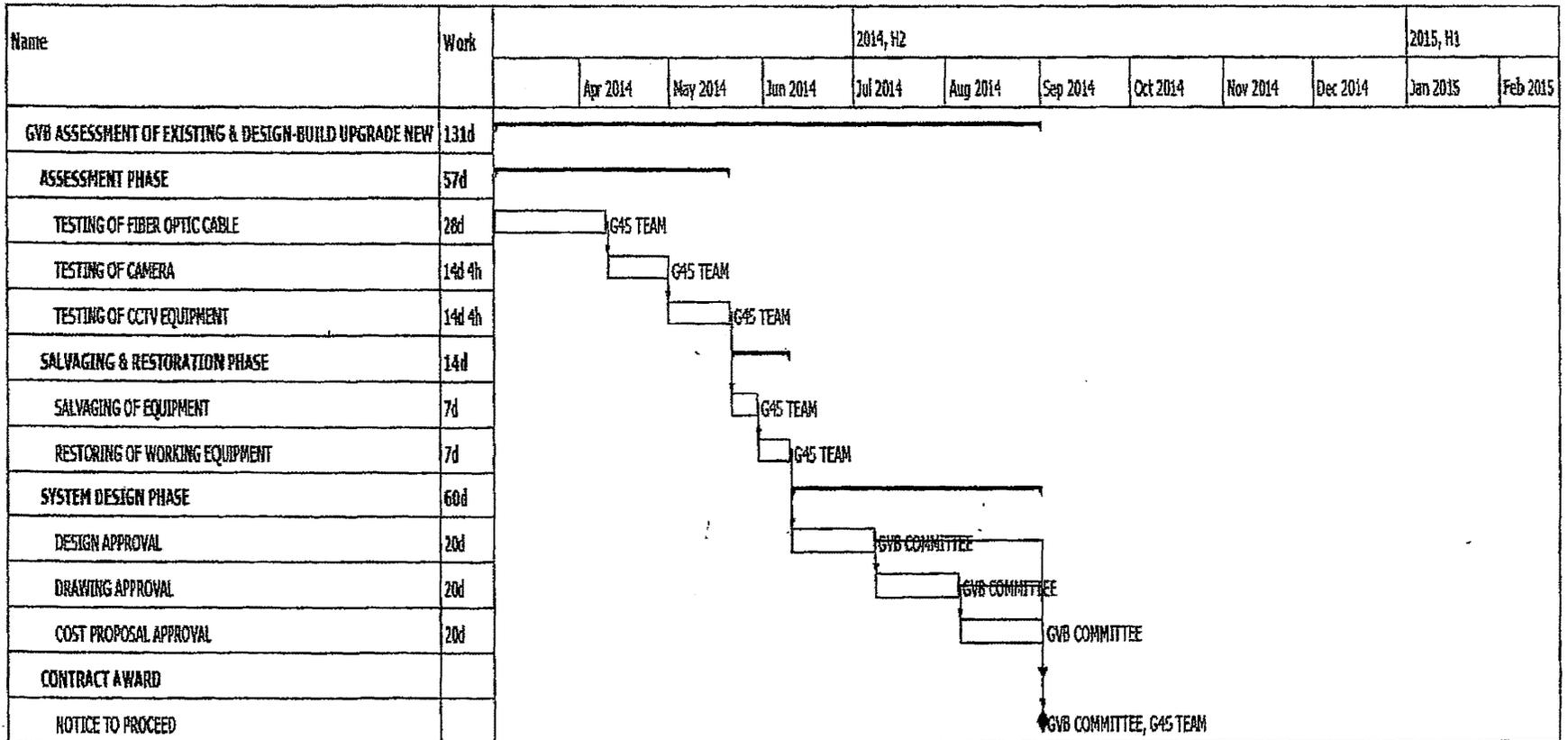
No	Location	Camera Type	Camera Brand	Proposed Camera Model	Qty
1	Farenholt Avenue and Camp Watkins	PTZ	G4S ULC	GSD36NVW	1
2	Onward Agana Beach Hotel (aimed on top of hotel to view roadside and one to beach side of the hotel)	PTZ	G4S ULC	GSD36NVW	2
3	Treton and Farenholt Avenue	PTZ	G4S ULC	GSD36NVW	1
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

**Exhibit J:**

**Pages 13 and 14 of G4S Technical bid Project Plan,  
only detailed scope of work provided by G4S**



**Assessment Gantt Chart Schedule:**





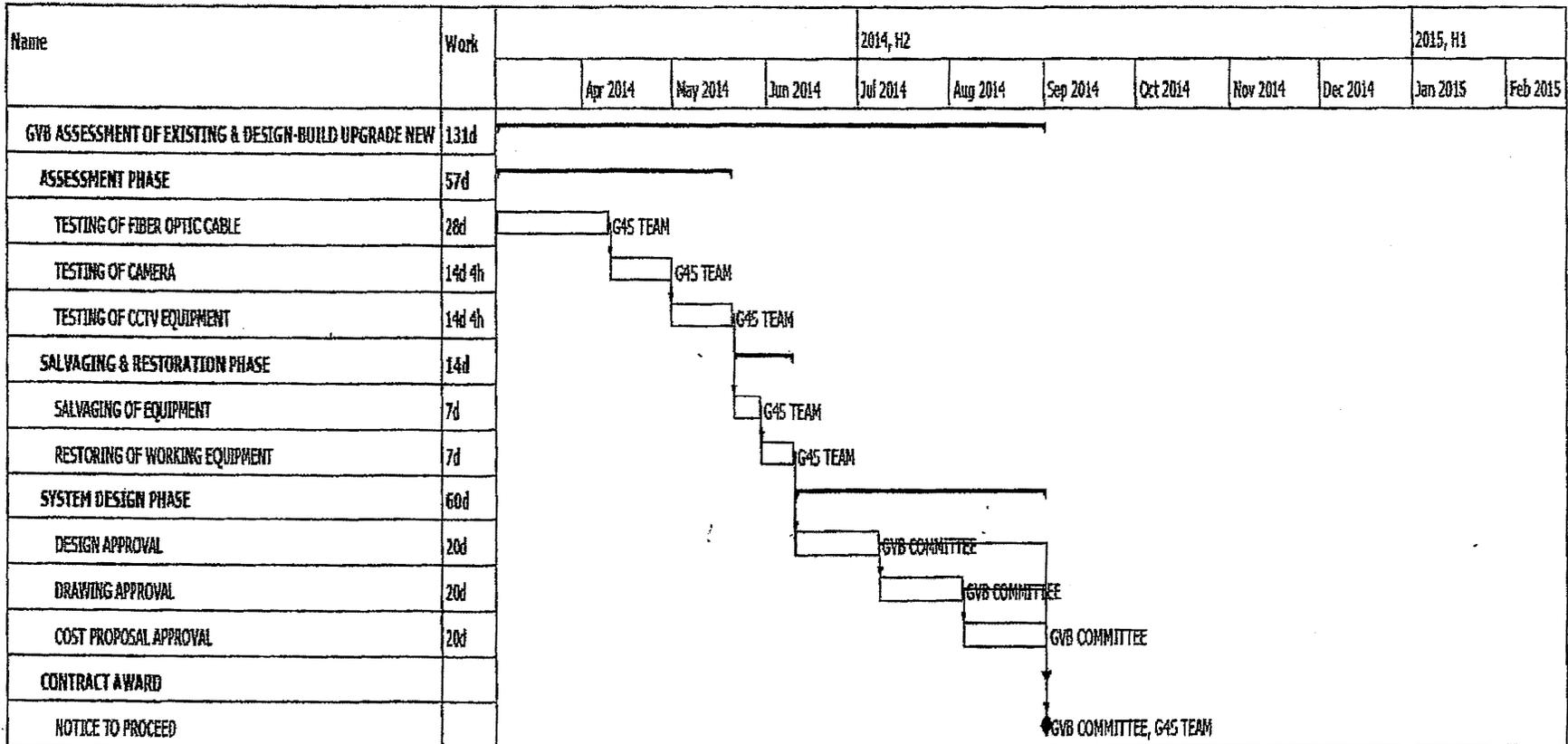
WBS	Name	Start	Finish	Work	Duration	Slack	Cost	Assigned to	% Complete
1	<b>GVB ASSESSMENT OF EXISTING &amp; DESIGN-BUILD UPGRADE NEW CCTV</b>	Mar 3	Sep 1	131d	131d		0		0
1.1	<b>ASSESSMENT PHASE</b>	Mar 3	May 20	57d	57d	74d	0		0
1.1.1	TESTING OF FIBER OPTIC CABLE	Mar 3	Apr 9	28d	28d		0	G4S TEAM	0
1.1.2	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	<b>SALVAGING &amp; RESTORATION PHASE</b>	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	<b>SYSTEM DESIGN PHASE</b>	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	<b>CONTRACT AWARD</b>	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 K:

G4S Technical bid regarding the "Build" or  
installation part of the IFB



**Assessment Gantt Chart Schedule:**





WBS	Name	Start	Finish	Work	Duration	Slack	Cost	Assigned to	% Complete
1	<b>GVB ASSESSMENT OF EXISTING &amp; DESIGN-BUILD UPGRADE NEW CCTV</b>	Mar 3	Sep 1	131d	131d		0		0
1.1	<b>ASSESSMENT PHASE</b>	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	<b>SALVAGING &amp; RESTORATION PHASE</b>	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	<b>SYSTEM DESIGN PHASE</b>	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	<b>CONTRACT AWARD</b>	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 L:  
GVB Technical bid Evaluation Score Summary



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.

TECHNICAL BID EVALUATION CRITERIA	Max Pts.	G4S SECURITY SYSTEMS (G4S)					PACIFIC DATA SYSTEMS (PDS)				
		RH	DA	AM	MP	ALL	RH	DA	AM	MP	ALL
<b>1. Project Plan: Conformance to ALL specifications</b>	<b>20</b>										
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
<b>2. Contractor's Logistical and Service Support</b>	<b>20</b>										
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
<b>3. Warranty Provisions</b>	<b>20</b>										
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
<b>4. Key Project Milestones and Delivery Schedule</b>	<b>20</b>										
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
<b>5. Demonstrated Capabilities and Qualifications</b>	<b>20</b>										
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
<b>TOTAL MAXIMUM POINTS - ALL CRITERIA</b>	<b>100</b>						<b>75</b>	<b>59</b>	<b>58</b>	<b>86</b>	<b>278</b>
Legend:		RH - Robert Hofmann					PA U U A 69%				
A - ACCETABLE; 80-100 pts		DA - Doris Ada					AVG				
PA - POTENTIALLY ACCEPTABLE; 60 - 79 pts.		AM - Antonio Muna									
U - UNACCEPTABLE; 59 pts. & below		MP - Meriza Peredo									

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

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

Evaluators' Approval Signatures:  
 Robert Hofmann: [Signature]  
 Doris Ada: [Signature]

Antonio Muna: [Signature]  
 Meriza Peredo: [Signature]