

**JEFFERSON R-VII SCHOOL DISTRICT**  
**REQUEST FOR PROPOSALS (RFP)**  
**DISTRICTWIDE SECURITY & SAFETY TECHNOLOGY PLATFORM**  
**PROPOSAL IMPLEMENTATION PROJECT**

**ISSUE DATE**

06/15/2026

**PROPOSAL DUE DATE**

08/03/2026

9:00 AM

**ANTICIPATED BOARD APPROVAL DATE**

08/19/2026

**DISTRICT CONTACT**

Darren Schaffer

Executive Director of Administrative Services

1250 Dooling Hollow Road

Festus, MO 63028

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Phone: 636-937-7940

## NOTICE TO VENDORS

The Jefferson R-VII School District ("District") is soliciting sealed proposals from qualified vendors for the design, purchase, installation, integration, configuration, training, warranty, and support of a districtwide security and safety technology platform and associated cabling and warranty support across multiple educational and operational facilities:

- Platin Primary School
- Telegraph Intermediate School
- Danby-Rush Tower Middle School
- Jefferson High School
- Transportation Garage

The District intends to award this RFP to one (1) vendor only as the single prime contractor responsible for all system components, subcontractors, integration, implementation, warranty, training, and support. This is a performance-based, value-driven, vendor-designed solicitation.

All proposals must be mailed or hand delivered in a **sealed, clearly marked envelope** with company name and proposal description and marked **SCHOOL DISTRICT INTEGRATED SECURITY CAMERA SYSTEM PROJECT. Email and Fax submissions are not acceptable and will be rejected.**

### 1. PURPOSE AND INTENT

The District is seeking a fully installed, configured and operational comprehensive districtwide security and safety technology platform that prioritizes student and staff safety, operational efficiency, and rapid incident response. This procurement emphasizes everyday user simplicity for building personnel, strict local data autonomy, and tight geographic proximity for emergency maintenance.

The District seeks a vendor-designed solution that maximizes:

- Coverage of both inside and outside areas of buildings and school facilities.
- Everyday user interface simplicity for front-office administrative staff and building principals.
- Local storage control and NVR processing autonomy to protect district network bandwidth.
- Long-term value, reliability, and local support sustainability over lowest upfront hardware cost.

### 2. DISTRICT GOALS AND OBJECTIVES

The District desires a modern safety platform that reduces operational complexity, supports ongoing emergency response procedures, and aligns with the District's Proposition S construction lifecycle. Systems must be intuitive enough for non-technical building personnel to operate confidently under high-stress conditions, while offering robust, self-sustained on-site data architectures, and must support the District's needs while enhancing responsiveness.

### 3. SCOPE OF WORK

The selected vendor shall provide a complete turnkey solution including all labor, materials, equipment, software, licensing, installation, integration, testing, commissioning, training, warranty, support and other

components necessary for a fully operational system. The solution encompasses video surveillance, access control, visitor management, and analytics.

#### 4. SYSTEM ARCHITECTURE & LOCAL STORAGE REQUIREMENTS

Vendors may propose Local/NVR, Cloud, or Hybrid architectures, providing full pricing details for all options on the Bid Form.

- **Local Storage Processing Preference:** To protect the District's primary internet bandwidth and ensure uninterrupted system functionality during external network outages, the evaluation process highly prioritizes solutions that maximize local storage control, backup and NVR autonomy.
- **Bandwidth & Autonomy Protection:** Systems that stream video continuously to the cloud or rely entirely on external internet connectivity for baseline daily operations will be penalized in the scoring process. The district prefers video footage to be processed and retained locally on-site with zero internet-dependent playback lag and appropriate backup systems.

#### 5. ACCESS CONTROL REQUIREMENTS

The proposed access control system shall provide secure, centrally managed building access control capabilities across District facilities with integration into video surveillance systems where supported. At minimum, the vendor must account for primary vestibules, front offices, middle school perimeters, and high school exterior doors. Vendor and/or the District may identify additional locations prior to or during the mandatory walkthrough. If identified and recommended, Vendor shall address in the proposal.

#### 6. VISITOR MANAGEMENT & ADMINISTRATIVE ASSISTANT WORKFLOWS

The visitor management system must integrate directly with front office operational procedures, placing a premium on everyday user usability.

- **Vestibule Monitoring:** The user interface must allow front-office administrative assistants to clearly view and identify visitors entering vestibules or reception areas, manage visitor approval workflows, and review status in real time.
- **Operational Simplicity:** Software interfaces must allow clerical personnel to perform identity checks, scan government-issued identification, screen against sex offender databases, and print visitor badges instantly with minimal clicks and an absolute minimum learning curve.

#### 7. VIDEO SURVEILLANCE, ANALYTICS & PRINCIPAL INTERFACES

The surveillance deployment must provide wide-scale practical video coverage across building interiors, building exteriors, and all campus parking lots.

- **Rapid Investigation Capabilities:** The analytics suite must include advanced, non-biometric search filters—including in part clothing color search, physical attribute search (bags, hats, sleeve lengths), motion detection, and cross-camera timeline reconstruction.
- **Principal Toolkit:** The system software must empower building principals to independently execute rapid attribute searches, pinpoint security events without IT staff intervention, and securely archive and share event clips with first responders within minutes during an emergency.

## 8. LICENSE PLATE RECOGNITION (LPR)

Vendors may propose integrated License Plate Recognition (LPR) systems where operationally appropriate, focusing heavily on front and rear parking lot monitoring at the high school campus. Proposals must outline coverage strategy, search interfaces, and local access controls.

## 9. CYBERSECURITY AND DATA GOVERNANCE

All systems must include Role-Based Access Control (RBAC), Multi-Factor Authentication (MFA), audit logging, and data encryption at rest and in transit. No brands or manufacturers on a current United States government restricted/blacklist (NDAA non-compliant) shall be accepted.

## 10. COVERAGE REQUIREMENTS

Vendors must minimize blind spots across all five facilities, balance quality with storage footprint, and support future expansion seamlessly throughout the Prop S construction timeline.

## 11. INFRASTRUCTURE REUSE AND INSTALLATION STANDARDS

The District highly prefers the strategic reuse of existing operational cabling, structural infrastructure, and compatible door hardware where code-compliant, secure, and operationally viable. Vendors must perform detailed inspections to identify reuse savings versus required cable replacements to maximize the value of District taxpayer funds.

## 12. WALKTHROUGH PROCEDURES

A mandatory site walkthrough will be held on **June 29, 2026, from 10:00 AM to 2:00 PM** in an "open house" style format. Attendance at the walkthrough is required for proposal eligibility. Proposals submitted by vendors who do not attend the walkthrough will not be considered.

- **Check-In Location:** All participating vendors must initially check in at the main office of **Danby-Rush Tower Middle School, 1250 Dooling Hollow Road, Festus, MO 63028**.
- **Access & Maps:** Upon check-in, vendors will be provided with a map of the District facilities. Vendors will be granted access to conduct a self-guided walkthrough of all operational facilities encompassed in this RFP.
- **Inspection Constraints:** Walkthroughs are strictly intended for observation and non-invasive infrastructure inspection. No verbal questions will be answered by staff on-site during the open-house windows.
- **Written Questions & Addenda:** All formal technical clarifications or questions arising from the walkthrough must be submitted in writing via email to **Darren Schaffer** at **[schafferd@jr7.k12.mo.us](mailto:schafferd@jr7.k12.mo.us)** on or before **3:00 PM on July 10, 2026**. To ensure a transparent procurement process, verbal discussions will not be binding.
  - **General Clarifications:** Responses to non-sensitive inquiries (e.g., procurement timelines, licensing models, general software capabilities) will be issued via a public addendum and posted to the District's RFP web page.
  - **Sensitive Security Inquiries:** To maintain school safety and infrastructure integrity, the District will not publicly post responses that disclose specific physical security vulnerabilities, exact server configurations, or sensitive architectural floor plans. Responses to these specific inquiries will be compiled into a Protected Security

Addendum. This addendum will only be distributed directly via a secure, tracked electronic method (such as a restricted Google Drive folder) to verified prospective vendors who attended the mandatory walkthrough and have a verified intent to bid.

### 13. STATEMENT OF ASSURANCES

1. Assurances – Vendor shall include a statement that Vendor has read and understands the instructions in this RFP, and that Vendor can provide the services specified in this RFP.
2. Signature – The original copy of the proposal shall be signed by an authorized representative of Vendor.

### 14. VENDOR EXPERIENCE, SCALE & PROXIMITY MANDATES

#### A. Local Support Proximity & SLA Commitment

To guarantee compliance with the emergency maintenance windows of the result contract, the successful Vendor must maintain an active technical office and service dispatch footprint within a tight geographic proximity of the district. Proposing Vendors must prove they possess a dedicated local engineering fleet capable of arriving physically on-site within the strict response window.

#### B. Verified Regional Footprint

Vendors must submit a minimum of three (3) active public sector or K-12 educational references utilizing the exact platform proposed who are physically located within a **30-mile radius** of Festus, MO.

#### C. Historical District Enrollment Alignment

Proposing vendors must demonstrate a proven, documented track record of successfully deploying and supporting security technology ecosystems inside mid-sized public school districts with a total districtwide enrollment between **500 and 1,500 students**. The vendor must demonstrate familiarity with the lean staffing structures, multi-hat administrative roles, and capital optimization strategies unique to school districts of this specific operational scale.

#### D. Proposition S Phased Partnership

The awarded vendor will serve as an ongoing technology partner throughout the active construction and modernization phases of the **Prop S Implementation Project**. The vendor must coordinate installation drop-offs and programming milestones flexibly around active construction schedules across all five facilities to minimize educational disruption.

### 15. WARRANTY, SUPPORT, AND MAINTENANCE

- **Installation Warranty:** Minimum three (3) year installation warranty following full implementation.
- **Licensing & Support:** Minimum two (2) years licensing, support, and automated software updates following full implementation.
- **Critical Emergency Response SLA:** The Vendor must maintain a strict, mandatory **two (2) hour maximum on-site physical support response time** for all critical system faults or emergency service calls.

- **Training Allocation:** Minimum of three (3) scheduled hands-on training sessions dedicated separately to front-office administrative staff, building principals, and district IT personnel.

## 16. INSURANCE REQUIREMENTS

Vendors must maintain a minimum of \$3,000,000 General Aggregate, \$1,000,000 Automobile Liability, and Workers Compensation coverage as required by law.

## 17. TIMELINE AND LIQUIDATED DAMAGES

A detailed implementation schedule must be provided. Failure to meet substantial completion deadlines will result in liquidated damages of not less than \$1,000 per day.

## 18. PROPOSAL SUBMISSION REQUIREMENTS

Vendor proposals must be systematically organized and include:

1. **Executive Summary & Value Proposition.**
2. **Technical Proposal & System Architecture Explanation** (explicitly detailing local storage boundaries).
3. **Everyday User Worksheets** (demonstrating UI workflows for clerical staff and principals).
4. **Proximity & SLA Verification** (proving ability to meet the 2-hour physical response window).
5. **Enrollment Scale Documentation** (verifying historical performance in districts with 500–1,500 students).
6. **References Sheet** (listing the 3 required K-12 client references within a 30-mile radius).
7. **Infrastructure Reuse Map** (justifying cable reuse versus replacement savings).
8. **Turnkey Bid Form** (with transparent line-item pricing for Options 1, 2, and 3).

## 19. VALUE-BASED EVALUATION PROCESS

### A. Performance-Based Award Framework

In accordance with the performance-based nature of this solicitation, the Jefferson R-VII Board of Education will award a contract based on a **"Best Value" evaluation framework which considers the most responsive and responsible Vendor**, rather than a lowest-cost bidding model. The District recognizes that student safety, system autonomy, rapid local maintenance proximity, and day-to-day software clarity for school staff are critical components that cannot be evaluated on upfront sticker price alone.

### B. Cost as a Component, Not the Sole Determinant

While total cost of ownership is evaluated, it is weighed as a single component within a multi-factored qualitative matrix. A Vendor proposing the lowest financial bid will be outscored if their solution introduces high operational complexity for front-office clerks, relies on heavy cloud bandwidth utilization, falls short on the local 30-mile reference footprint, or fails to guarantee the 2-hour physical emergency SLA.

### C. Evaluation Criteria Matrix

The selection committee will grade responsive proposals utilizing the 100-point rubric identified below.

1. **Everyday User Operational Functionality (Staff & Principals): 25 Points** — Evaluates user interface simplicity for front-office administrative assistants (vestibule check-ins, ID scanning) and building principals (rapid non-biometric attribute tracking, emergency clip sharing).
2. **Local Proximity, Regional Experience & Strict 2-Hour SLA: 30 Points** — Evaluates the geographic presence of the service hub, direct local fleet capabilities to meet the 2-hour on-site SLA, and the verification of three regional K-12 references within 30 miles.
3. **Historical District Enrollment Alignment (500–1,500 Students): 10 Points** — Evaluates the vendor's specific track record managing security infrastructures tailored to public school districts of this precise operational scale.
4. **Local Storage Control & NVR Autonomy: 15 Points** — Evaluates processing self-sufficiency on-site, local data ownership, and mitigation of district internet bandwidth drain.
5. **Existing Infrastructure & Cable Reuse Optimization: 10 Points** — Evaluates design engineering efficiency in leveraging legacy wiring and hardware footprints to protect taxpayer funds.
6. **Financial Value, Lifecycle Sustainability & ROI: 10 Points** — Evaluates line-item price transparency, predictability of long-term 3-to-5-year maintenance caps, and total return on investment over time.

#### **D. Awarding of Contract**

The Board of Education will consider the recommendations of the committee and will award the contract services to the Vendor or Vendors which, in the sole discretion of the Board of Education, offers the services in the best interest of the District. The Board of Education may award contracts to more than one provider. The Board of Education reserves the right to reject all proposals. The decision of the Board of Education is final.

1. **Date of the Award** – It is the intention of the Board of Education to award a contract under this RFP and may take up to ninety (90) days after proposals are submitted to award a contract under the RFP.
2. **Contract** – If a proposal is accepted, the District and Vendor shall enter into a contract consistent with this RFP, the proposal, and such additional terms as negotiated between the District and Respondent.
3. **Failure to Contract** – Failure of the District and Vendor to agree on the terms of the contract may cause the voidance of the award.

#### **E. Other Provisions**

1. The RFP – in part or in whole – is not intended to be, nor shall it be construed as being, a commitment of any kind by the District. There is no expressed or implied obligation for the District to reimburse responding Vendors for any expenses incurred in preparing a proposal in response to this request.
2. The District reserves the right to reject any or all proposals.
3. The District reserves the right to waive any informalities and minor irregularities in any proposal received. The District, in its sole discretion, will determine whether an irregularity is minor.

4. Proposals, fees, costs, terms and conditions shall remain firm for ninety (90) days from the due date for proposals.
5. No alternate proposals that significantly deviate or modify the concept and ultimate objectives of this RFP will be considered. Non-compliance with RFP specifications will disqualify proposals from further consideration.
6. While the District has used considerable efforts to ensure an accurate representation of information in this RFP document, the information contained herein is contained solely as a guideline for proposers. The information is not guaranteed or warranted to be accurate by the District, nor is it necessarily comprehensive or exhaustive. Nothing in this RFP document is intended to relieve Vendors from forming their own opinions and conclusions with respect to the matters addressed in this RFP document. All changes to the RFP will be posted on the District website.
7. No oral interpretation will be made to any Vendor as to the meaning of the RFP. Any oral communication will be considered unofficial and non-binding on the District. Unauthorized contact by the Vendor with other District employees or Board members regarding the RFP may result in disqualification.
8. Vendor is responsible for its own verification of all information provided to it. Vendor must satisfy itself, upon examination of this RFP, on the intent of the terms, conditions, and specifications.
9. The District may award a contract based upon the initial proposals received, without further communication with the responding Vendors.
10. The District, at its option, may conduct interviews after receipt of the proposals.
11. The District reserves the right to enter into negotiations to clarify and qualify terms in a proposal.
12. The District reserves the right to negotiate final contract terms with any Vendor, regardless of whether such Vendor was interviewed.
13. Vendor shall not offer or give any gratuities, favors, or anything of monetary value to an officer, employee, agent, or Board of Education member of the District to influence favorable disposition toward a submitted proposal or for any reason while a proposal is pending or during the evaluation process. Such practice shall result in automatic rejection of the proposal.
14. No Vendor shall engage in any activity or practice, by itself or with other Vendors, the result of which may be to restrict or eliminate competition or otherwise restrain trade. Such practice shall result in automatic rejection of the proposal.
15. If a conflict arises between the proposal and the RFP, the District shall resolve any inconsistency in favor of the RFP. The District shall resolve all inconsistencies and/or disputes pertaining to the RFP and a proposal in good faith. Vendor agrees to abide by the decision of the District.
16. The District is committed to providing equal opportunity in all areas of recruiting, hiring, retention, promotion, and contracted service. The District



further commits itself to the policy that there shall be no unlawful discrimination against any person because of race, color, religion, disability, age, gender, or national origin.

17. The District may accept one part, aspect or phase, or any combination thereof, of any proposal unless the Vendor specifically qualifies its offer by stating that the proposal must be taken as a whole.
18. The District is exempt from the payment of city, state and federal taxes. Such taxes must not be included in the proposal price.
19. It is understood that the Vendor is an independent contractor supplying services to the District. Neither the Vendor nor its employees shall represent themselves to be employees, agents, representatives, partners or joint ventures of the District for any purposes whatsoever. The Vendor shall comply with all federal, state and local laws, regulations and ordinances, including but not limited to, the compliance with all employment tax requirements for withholding and all applicable state and federal employment and workers' compensation laws, including but not limited to Missouri's Prevailing Wage Law. The District shall not withhold taxes from the Vendor's compensation. The District shall not be construed to be the Vendor's employer, nor be held liable for any obligation as an employer.
20. **HOLD HARMLESS:** The Vendor agrees to protect, defend, indemnify and hold the District, its Board of Education, its officers, employees, and agents free and harmless from and against any and all losses, penalties, damages, settlements, costs, charges, professional fees, or other expenses or liabilities of every kind and character arising out of or any and all causes of action of every kind and character in connection with or arising directly or indirectly out of this agreement and/or the performance hereof.
21. **LAW GOVERNING:** All contractual agreements shall be subject to, governed by and construed according to the laws of the state of Missouri.
22. **NON-DISCRIMINATION CLAUSE:** No bidder on this request shall in any way, directly or indirectly, discriminate against any person because of age, race, color, handicap, sex, national origin, or religious creed.
23. **PREVAILING WAGE:** The Prevailing Wage law requires that all workers performing work under the awarded contract are paid the prevailing wage rates for Jefferson County when the cost of a construction project will be greater than \$75,000. For construction projects in which the estimated costs will be \$75,000 or less, the law will not apply.
24. **BONDS:** The Vendor agrees to obtain a Surety Bond in the amount of five percent (5%) of their bid amount, and Performance and Payment Bonds in the amount of the Cost of the Work.
25. **ANTI-ISRAEL DISCRIMINATION:** The Vendor agrees to comply with the provisions of Missouri's Anti-Israel Discrimination Law for all contracts over \$100,000.
26. **BACKGROUND CHECKS:** The Vendor agrees to obtain and, upon request,

submit clear criminal and child abuse checks for all employees who may have contact with District students prior to their presence on school premises.

27. **E-VERIFY:** If Vendor meets requirements of the Section 285.525 RSMo., definition of “business entity”, Vendor must complete the attached Affidavits.
28. **CONTRACT:** The final award of the bid is contingent on negotiation of a contract acceptable to the Board of Education.

## **20. LEGAL AND PROCUREMENT CONDITIONS**

The resulting contract shall be governed by Missouri law with venue in Jefferson County, Missouri. All Vendor personnel must complete required background checks, wear visible identification, and strictly adhere to prevailing wage compliance regulations under the appropriate Annual Wage Order where labor costs meet or exceed \$75,000.

The District reserves the right to invite short-listed or finalist vendors to a presentation, demonstration, or interview meeting after the initial submission of proposals. This process is intended to clarify system workflows, verify proximity commitments, and evaluate user interface simplicity prior to the final scoring and selection committee recommendation.

## **21. BID FORM (STRUCTURE ALIGNED TO SECTION 22)**

Vendors must complete all applicable entry fields for each architecture option they elect to propose. All maintenance, licensing, equipment, and construction-phased installation labor costs

## 22. BID FORM

Vendor Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Authorized Representative: \_\_\_\_\_

Acknowledgement of Addenda: \_\_\_\_\_

### OPTION 1 – LOCAL/NVR SOLUTION

Hardware: \_\_\_\_\_

Storage/Recurring Costs: \_\_\_\_\_

Installation Labor: \_\_\_\_\_

TOTAL OPTION 1: \_\_\_\_\_

### OPTION 2 – CLOUD-BASED SOLUTION

Hardware: \_\_\_\_\_

Storage/Recurring Costs: \_\_\_\_\_

Installation Labor: \_\_\_\_\_

TOTAL OPTION 2: \_\_\_\_\_

### OPTION 3 – HYBRID SOLUTION

Hardware: \_\_\_\_\_

Storage/Recurring Costs: \_\_\_\_\_

Installation Labor: \_\_\_\_\_

TOTAL OPTION 3: \_\_\_\_\_

### ALTERNATE OPTIONS / VALUE-ADDED SERVICES

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Projected Completion Date: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Date: \_\_\_\_\_