

PROPOSAL

Washington County Community College, hereinafter referred to as WCCC, is requesting proposals from qualified vendors to supply, implement, and maintain an integrated all-in-one emergency management system, access control system, and AI camera system with gun and incident detection capabilities. A large emphasis is placed on the system's ability to auto-trigger alerts based on artificial intelligence (AI) software integrated into security cameras for real-time incident and gun detection, as well as the capability for employees to activate custom manual alerts. All components must be fully integrated into one unified cloud-based software platform. Due to budget constraints the college reserves the right to refuse any and all proposals. In addition, the college reserves the right to reject any or all bids and is not necessarily bound to accept the lowest bid if that bid is contrary to the best interest of WCCC.

PROJECT SPECIFICATIONS

Scope of Work:

The selected vendor will provide an integrated all-in-one emergency management system, access control system, and AI camera system for the college campus with the following specifications, all unified within a single cloud-based software platform for seamless operation, data sharing, and user access via a centralized dashboard and mobile app:

- **Emergency Management System (EMS):** Comprehensive platform for proactive threat detection, real-time alerting, coordinated response, and post-incident reunification. Key features must include:
 - Proactive monitoring of cameras for threats (e.g., firearms, smoke) with automatic alert triggering powered by AI analytics. Firearm detection must not require additional vendor or server but instead must be native to the comprehensive all-in-one emergency management system platform.
 - Manual alert activation by employees via mobile app, dashboard, or hardware panic buttons, allowing for up to six to ten custom alerts defined by college administration (e.g., lockdown, evacuation, shelter-in-place, medical emergency). Manual triggered alerts must enable the employee entering the alert to input free-form custom text prior to sending, which will be included in the text, email, and alert notifications sent.
 - Automated alert triggering based on AI detections from the integrated camera system, ensuring immediate notifications without human intervention for critical incidents.
 - Real-time broadcasting to designated responders, including 911 integration, live video sharing, and CAP-based RAVE Alert notifications.
 - Built-in coordination tools such as chat, location sharing, file uploads, and incident logging.
 - Drill mode for training without real-world activation.
 - Reunification tools for post-incident accountability.
 - Ability to add users with different permission levels to determine which alerts they can trigger and will receive, ensuring role-based access for alert initiation and distribution.

- **Access Control System (ACS):** Secure management of physical access to facilities, fully integrated with the EMS and AI camera system within the same cloud platform. Features must include:
 - Credential management (e.g., RFID access keycards).
 - Door control, including the ability to control electronic door locks directly from a mobile device.
 - Automatic integration with EMS for actions like lockdown or controlled egress during AI-triggered or manual alerts.
 - Visitor management and audit trails, with real-time syncing to the unified cloud database.
- **AI Camera System:** Advanced video surveillance with artificial intelligence capabilities, serving as the core for auto-triggered alerts. This system must be seamlessly integrated into the same cloud-based software as the EMS and ACS. Key features must include:
 - Real-time AI analytics on existing or new IP cameras for gun detection (accuracy >99%) and incident detection (e.g., fights, smoke, violence, loitering, unauthorized intrusions, anomaly alerts), with immediate auto-triggering of alerts to the EMS.
 - Edge computing for low-latency processing to ensure rapid detection and response.
 - Privacy controls (e.g., anonymization, audit logs) compliant with regulations.
 - Support for video storage (e.g., 30 days retention) accessible via the unified cloud platform. The entire solution must operate as one cohesive cloud-based software system, enabling single-pane-of-glass management, full API-based interoperability between components, synchronization with existing directories (e.g., student/employee databases) for role-based access and notifications, compatibility with third-party tools, and a mobile app for iOS/Android supporting AI-triggered alerts, manual custom alert activation with free-form text, live feeds, geofencing, administrative configuration, and direct control of access control features like electronic door locks.
- Estimated quantities based on campus needs:
 - 140 licenses for the EMS
 - Video Feed Licenses: Up to 80 channels
 - Access Control Door Licenses: 14 with the ability to expand.
 - Hardware: Equivalent to 4-door controllers and on-premises video processing units

Additional Requirements:

- The system must be ready for implementation with minimal new hardware requirements, leveraging existing infrastructure (e.g., current cameras and directories) where possible, ensuring minimal disruption.
- A significant portion of the evaluation will focus on the robustness of AI-driven auto-triggering for gun and incident detection, as well as the ease and flexibility of manual custom alert activation by employees, including free-form text input and role-based permissions for alert triggering.
- Vendor must provide phased rollout including assessment of current infrastructure, pilot testing, and full deployment across the campus.

REQUEST FOR QUOTATION WC2603
WASHINGTON COUNTY COMMUNITY COLLEGE
ONE COLLEGE DRIVE, CALAIS, ME
PHONE: (207) 454-1000, FAX (207) 454-1026

10/16/2025

- Vendor must provide comprehensive training sessions for administrators, security personnel, faculty, staff, and end-users, including hands-on drills for AI auto-triggers, manual alerts with custom text, mobile door lock control, and online resources.
- Vendor must provide ongoing support including 24/7 helpdesk, regular software updates, hardware maintenance, and performance monitoring.
- Warranty: Minimum 3-year hardware warranty, conditional on active subscriptions.
- Subscription Term: 5 years, with automatic renewal options unless notified 30 days prior.
- The system must ensure compliance with educational safety laws, data privacy regulations and cybersecurity standards; provide audit logs, data sovereignty options, and incident response protocols.
- Vendors must comply with Maine state and federal regulations and relevant certifications.

Project Timeline:

Product Implemented by January 2026.

For any questions, please contact Tyler Stoldt, Dean of Enrollment Management and Student Services at 207-454-1032 or tstoldt@maineccc.edu.

SUBMISSION REQUIREMENTS

A. Bid Opening: Bids will be opened at WCCC, One College Drive, Calais, Maine 04619

Closing Date/Time: Thursday, November 6, 2025 2:00 p.m.

B. Identification of Bid Envelope: The bid should be submitted on the Product Specification/Bid Submission Form provided. If additional space is required, please attach a separate sheet. The form should be signed and returned in an envelope that is sealed and clearly identified as follows:

Enclosed: Quotation #WC2603

Attention: Ashley Macdonald, Manager of Financial Services

Alternatively, quotes may be emailed to amacdonald@mainecc.edu by 2:00 p.m. November 6, 2025

C. Insurance: The Contractor is required to provide WCCC a certificate of insurance evidencing coverage of broad comprehensive liability insurance in the minimum amount of Four Hundred Thousand Dollars (\$400,000). Contractor must also provide evidence of workers' compensation insurance for all workers. Proof of all required insurance coverage must be submitted with the proposal response.

D. Variations/Alternative Specifications: Specifications given are used to indicate the quality and characteristics of products that will be satisfactory. Bids offering equal or alternative products will be considered for award if such items are clearly identified in the bid and are determined by WCCC to be of equal value in all material respects to the item specified.

Unless the vendor clearly indicates in the bid that they are offering an "equal" or "alternative" product, the bid shall be considered as offering the items as specified.

Bidders are required to provide details, specifications sheets, and warranty information for all products submitted for consideration.

E. Bid Proposal Amount: The bid proposal amount shall be the net price per unit, Including shipping and handling F.O.B. Destination, Washington County Community College, Calais, Maine.

F. Obligations: Vendor is to assure that all contractors meet state, federal, and OSHA guidelines and codes, as applicable. As well as the following Bid Notices.

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BID SUBMISSION

ITEM NO.	DESCRIPTION	Bid Amount
1	TOTAL PROPOSED PRICE FOR PROJECT	\$

Submitted by:

Company Name: _____

Company Website: _____

Contact Name: _____

Phone Number: _____

Email: _____

Pricing Good for _____ days from submission or to date _____

ATTACHMENT A

NOTICE TO VENDORS AND BIDDERS:

STANDARD TERMS AND CONDITIONS APPLICABLE TO ALL MCCS CONTRACTS

The following standard contracting terms and conditions are incorporated and shall become a part of any final contract that will be awarded by any college or other operating unit of the Maine Community College System (collectively "MCCS"). These terms and conditions derive from the public nature and limited resources of the MCCS. MCCS DOES NOT AGREE TO:

1. Provide any defense, hold harmless or indemnity;
2. Waive any statutory or constitutional immunity;
3. Apply the law of a state other than Maine;
4. Procure types or amounts of insurance beyond those MCCS already maintains or waive any rights of subrogation;
5. Add any entity as an additional insured to MCCS policies of insurance;
6. Pay attorneys' fees, costs, expenses, or liquidated damages;
7. Promise confidentiality in a manner contrary to Maine's Freedom of Access Act;
8. Permit an entity to change unilaterally any term or condition once the contract is signed; and
9. Automatic renewals for term(s) greater than month-to-month.

By submitting a response to a Request for Proposal, bid or other offer to do business with MCCS, YOUR ENTITY UNDERSTANDS AND AGREES THAT:

1. The above standard terms and conditions are thereby incorporated into any agreement entered into between MCCS and your entity; that such terms and condition shall control in the event of any conflict with such agreement; and that your entity will not propose or demand any contrary terms;
2. The above standard terms and conditions will govern the interpretation of such agreement notwithstanding the expression of any other term and/or condition to the contrary;
3. Your entity will not propose to any college or other operating unit of the MCCS any contractual documents of any kind that are not in at least 11-point font and completely contained in one Word or PDF document, and that any references to terms and conditions, privacy policies or any other conditions referenced outside of the contract will not apply; and
4. Your entity will identify at the time of submission which, if any, portion or your submitted materials are entitled to "trade secret" exemption from disclosure under Maine's Freedom of Access Act; that failure to so identify will authorize MCCS to conclude that no portions are so exempt; and that your entity will defend, indemnify and hold harmless MCCS in any and all legal actions that seek to compel MCCS to disclose under Maine's Freedom of Access Act some or all of your submitted materials and/or contract, if any, executed between MCCS and your entity.