

RESOLUTION NO. \_\_\_\_\_

**A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER AND WAIVING, BY 5/7THS VOTE, THE FORMAL COMPETITIVE BIDDING REQUIREMENT, IN ACCORDANCE WITH SECTION 2-367 OF THE CITY CODE, FINDING SUCH WAIVER TO BE IN THE CITY'S BEST INTEREST, AND AUTHORIZING THE CITY MANAGER TO NEGOTIATE AGREEMENTS WITH AXIS COMMUNICATIONS INC AND ITS AUTHORIZED CHANNEL PARTNERS FOR THE PURPOSE OF ESTABLISHING A POOL OF VENDORS FOR THE PURCHASE, INSTALLATION, AND MAINTENANCE OF AXIS BRAND CLOSED CIRCUIT TELEVISION CAMERA EQUIPMENT ON AN AS NEEDED BASIS; AND FURTHER AUTHORIZING THE CITY MANAGER OR DESIGNEE TO APPROVE EACH TASK ORDER WITH AN AMOUNT NOT TO EXCEED \$350,000.**

**WHEREAS**, the City of Miami Beach Police Department ("Department"), as part of its normal public safety operations, utilizes Closed Circuit Television ("CCTV") camera equipment as an effective tool in fighting crime; and

**WHEREAS**, the Department has successfully utilized CCTV cameras for over a decade; and

**WHEREAS**, the Department currently has over 300 active CCTV cameras in the City; and

**WHEREAS**, since 2013, the Police Department began conducting real-time testing of several cameras brands throughout the City; and

**WHEREAS**, CCTV testing includes cameras from manufacturers such as Axis Communications Inc., authorized to do business in Florida as Axis Communications, Inc. of Massachusetts ("Axis"), Sony, Arecont and Samsung; and

**WHEREAS**, through such testing, the Department has identified Axis brand CCTV cameras as the best performing brand; and

**WHEREAS**, the Department has utilized Axis for traffic monitoring, special events, investigative tools, crime prevention, facilities security, crowd management and covert operations; and

**WHEREAS**, Axis cameras have the unique ability to deploy multiple camera sensors at a single location, using one power source, ultimately saving money by minimizing the need for several camera licenses and power requirements; and

**WHEREAS**, this transformed the Department's ability to swap camera sensors and maximize the situational awareness by being able to clearly see persons and vehicles at locations where camera installations were already deployed; and

**WHEREAS**, crimes which would have never been solved due to the subject being unknown, have been caught and the subjects brought to justice, due to the multiple configurations the Department has been able to deploy utilizing Axis-brand camera technology; and

**WHEREAS**, in 2018, the Police Department chose Milestone for its Video Management Software ("VMS") after testing during high impact events and daily usage; and

**WHEREAS**, the Police Department, working in conjunction with the Information Technology Department, developed a plan to bridge the gap of disparate systems across the different City garages, parks and facilities; and further, move towards a citywide video management where all video would be centrally located and accessible by all authorized department personnel; and

**WHEREAS**, this citywide vision began with the purchase of Milestone's XProtect Corporate Video Management Software for the next six (6) years; and

**WHEREAS**, a substantial investment in hardware and storage components through PD and IT meant the groundwork was set to move this vision forward; and

**WHEREAS**, Axis cameras' integration into the Milestone XProtect VMS further solidified the choice in Axis Cameras with the exclusive Axis Optimizer for Milestone XProtect; and

**WHEREAS**, Axis Optimizer saves considerable time and effort to search for, download, install and configure all relevant plugins for Axis devices in XProtect, without additional field visits to the cameras or external web access, further securing the system; and

**WHEREAS**, this integration was only possible after Canon Inc. purchased Milestone and Axis Communication in order to have the best VMS and camera hardware seamlessly integrate to each other; and

**WHEREAS**, Canon's latest acquisition, BriefCam, a video analytic and deep learning software, will bring a host of capabilities and algorithms offered under the Axis camera brand within the Milestone XProtect software; and

**WHEREAS**, the number of manufacturers under the Canon umbrella furthers the City's joint vision of seamless technology integration; and

**WHEREAS**, the Police Department recently received a grant for the BriefCam software and is in the deployment phase; and

**WHEREAS**, the Milestone VMS and Briefcam video analytics software, turns the infrastructure investment of over-300 Axis cameras from just video surveillance to actionable intelligence; and

**WHEREAS**, Axis cameras have proven their reliability to the Department with a less than 1% failure rate even in deployments exposed daily to saltwater, wind, heavy rain (to include Hurricane Irma) and sand; and

**WHEREAS**, Axis has a Channel Partner Program which is open to value-added resellers, system integrators, and complete solution providers currently doing or wanting to do business with an Axis distributor; and

**WHEREAS**, Axis Channel Partners are only processed into the program if they are an installer and/or integrator, as online resellers are not allowed into the Channel Partner Program, and only integrators in the program are eligible for enhanced pricing through Axis distributors; and

**WHEREAS**, Upon further review and input from the Police Department, the Administration has determined that the City's public safety needs, hardware compatibility, and real-time logistics would be best met by standardizing purchases to one CCTV camera brand (Axis), including installation and maintenance; and

**WHEREAS**, for the reasons stated herein, the City Manager recommends waiving, by a 5/7ths vote, the formal competitive bidding requirement, as permitted in Section 2-367 of the City Code, as being in the best interest of the City; and

**WHEREAS**, pursuant to Section 2-391 of the City Code (which allows materials, supplies, equipment and certain contractual services to be standardized), the City Manager recommends negotiating agreements with Axis and its authorized Channel Partners for the purchase, installation and maintenance of Axis CCTV equipment.

**NOW, THEREFORE, BE IT DULY RESOLVED BY THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA**, that the Mayor and City Commission hereby accept the written recommendation of the City Manager and waive, by 5/7ths vote, the formal competitive bidding requirement, in accordance with Section 2-367 of the City Code, finding such waiver to be in the City's best interest, and authorize the City Manager to negotiate agreements with Axis Communications, Inc and its authorized Channel Partners for the purpose of establishing a pool of vendors for the purchase, installation, and maintenance of Axis brand closed circuit television camera equipment on an as needed basis; and further authorize the City Manager or designee to approve each task order with an amount not to exceed \$350,000.

**PASSED AND ADOPTED** this \_\_\_\_ day of \_\_\_\_\_, 2019.

\_\_\_\_\_  
Dan Gelber, Mayor

**ATTEST:**

\_\_\_\_\_  
Rafael E. Granado, City Clerk

APPROVED AS TO  
FORM & LANGUAGE  
& FOR EXECUTION

\_\_\_\_\_  
City Attorney

5/6/19  
Date