

## Request for Proposal



### Video Management and Electronic Access Control Changeover

June 2, 2025

**Main Point of Contact:**

*(on behalf of Nationwide Arena)*

James Johnston  
Prevent Advisors, LLC  
[jjohnston@preventadvisors.com](mailto:jjohnston@preventadvisors.com)

## **Venue Background:**

The FCCFA is the owner/developer of the Greater Columbus Convention Center, the Hilton Columbus Downtown Hotel, Nationwide Arena, and four parking garages; all located in downtown Columbus, Ohio. Established by the Franklin County Commissioners in July 1988 pursuant to Chapter 351 of the Ohio Revised Code, the FCCFA is a special governmental unit governed by an eleven-member board appointed by the Franklin County Commissioners, Mayor of Columbus, and suburban mayors.

As owner/developer of these facilities, the FCCFA is responsible for the improvement, management, and successful operations of these facilities. In addition, the FCCFA is responsible for ensuring the continued success and growth of the convention business within the Greater Columbus community. Both responsibilities are directly linked to the FCCFA's continued investment in and support of services, resources, facilities, and community projects that enhance the use and improvement of the convention center, hotel, arena, and parking garages.

Columbus Arena Management, LLC (CAM) manages Nationwide Arena on behalf of the FCCFA. The arena opened in 2000 and is an anchor of the first of its kind "Arena District" in downtown Columbus. The building occupies a total of 685,000 square feet of space made up of 7 floors and seats over 20,000 people for basketball and over 19,000 for hockey and concerts. Nationwide is home to the Columbus Blue Jackets, an NHL franchise, and has hosted events including the NCAA Women's Final Four Basketball Championship, 1<sup>st</sup> and 2<sup>nd</sup> Round Men's Regional Basketball Tournament, a wide array of concerts, family shows, other sporting events and multi-day conventions such as Thirty One Gifts and Avon. Hosting approximately 120 event days a year (except in pandemic years), Nationwide Arena welcomes over one million guests annually.

## **Project Overview:**

The Columbus Arena Management, LLC (CAM) on behalf of the Franklin County Convention Facilities Authority (FCCFA) is seeking qualifications from firms interested in providing security integration and installation of security technology at Nationwide Arena located in Columbus, Ohio. CAM is seeking firms that have extensive experience completing projects similar in size and scope to the one described within this request for qualifications. Nationwide Arena has selected Genetec as their Access Control and Video Management System, no substitutions will be allowed or considered.

The successful vendor will be responsible for the full design, installation, programming, integration, documentation, testing, and support of the new system. Work cannot be performed on event days, and all personnel working on-site must pass a background check prior to access. All products and services must be Genetec-certified and implemented according to manufacturer and industry best practices.

## **Project Goals:**

- Migrate all existing video surveillance and access control systems to the Genetec Security Center platform.
- Integrate and map 197 ONVIF-compliant cameras and 47 access-controlled doors.
- Provide scalable, on-premises storage and configure system for 10+ operators.
- Deliver complete documentation, commissioning, and training for operational staff.

## Project Timeline:

Milestone	Date
RFP Issued	June 2, 2025
Questions due to Prevent Advisors	June 10, 2025 by 12:00pm EDT
Qualification Statements Due	June 10, 2025 by 12:00pm EDT
Notification of Qualified Vendors	June 12, 2025 by 12:00pm EDT
Answers to bidder questions sent to all Qualified Vendors	June 12, 2025 by 12:00pm EDT
Mandatory Site Walkthrough	June 18, 2025 at time TBD
Final Bid Submission Deadline	July 2, 2025 by 12:00pm EDT
Vendor Award Notification	July 9, 2025
Installation Midpoint Inspection	[TBD]
Final Commissioning and Acceptance	[TBD]
Project Completion Deadline	October 1, 2025

**Note:** All communications must be submitted via email. Phone calls, text messages, and voicemails will not be accepted. All vendor questions and their answers will be shared with all participating bidders to ensure transparency.

## Vendor Qualifications:

Vendors must meet the following requirements in order to be considered a Qualified Vendor:

- Minimum of five completed projects involving at least 150 cameras and 50 access-controlled doors
- Demonstrated experience in large-scale public venues (arenas, stadiums, convention centers, airports, etc.)
- Genetec Unified Elite Partner status or equivalent
- Technicians certified in Genetec Omnicast and Synergis platforms

**In order to be considered** and to participate in the mandatory site walkthrough on June 18, 2025, interested vendors are required to submit a Statement of Qualifications describing their ability to meet the above minimum requirements.

**Statements of Qualifications are DUE BY 12:00PM EDT ON JUNE 10, 2025.** Late responses will not be accepted. It is the responsibility of the offeror to ensure that the Statement is submitted on or before the due date and time.

**Statements of Qualifications must be submitted to Nationwide Arena's Security Consultant – Prevent Advisors - via email at [jjohnston@preventadvisors.com](mailto:jjohnston@preventadvisors.com).** No other delivery methods will be accepted.

## Scope of Work

### Video Management System (VMS)

- Migrate 197 existing ONVIF-compliant IP cameras into **Genetec Omnicast**, part of Genetec Security Center Enterprise Package
- Retain current camera locations and cabling
- Physically clean all units and update all firmware
- Adjust / reposition lenses within current camera locations
- Configure 30-day retention at 15 FPS, full resolution
- Supply and install:
  - **Genetec Security Center Enterprise Package**, including:
    - Omnicast Enterprise (archiving, auxiliary archiving, failover, dewarping, etc.)
    - Synergis Enterprise
    - AutoVu Standard Package
    - Threat Level Module
    - Plan Manager Advanced (GIS mapping)
    - Active Directory Integration + ADFS
    - Remote Security Desk, Badge Designer
    - Time zone control, camera trickling/edge recording
  - **Streamvault™ 2040E Series – 2U 12-Bay Appliance**, 288TB RAW RAID-6
    - 1x Xeon Silver 4514Y, 32GB RAM
    - 2x 480GB M.2 SSD, 12x 24TB Enterprise HDDs
    - 2x 1GbE RJ45, 2x 10/25GbE SFP28, 2x 1100W PSU
    - Windows Server 2022
  - UPS systems for all video-related hardware
- Minimum of 10 operator monitoring stations (hardware to be supplied by Nationwide Arena)
- Remove and dispose of all legacy video hardware and panels

### Access Control System

- Replace door controllers for 47 doors and install **HID Seos Signo 40** readers
  - All locations to be confirmed during site walkthrough
- Retain door hardware, electric strikes, mag locks, door position sensors, and REX sensors where installed
  - Add door contacts and REX devices where missing; quantity and locations to be confirmed during site walkthrough
- Replace all cabling related to the access control system
- Supply and install:

- **Synergis™ Cloud Link Appliance** (second gen, 4GB RAM, 16GB Flash, PoE, 4x RS-485)
- **Mercury Intelligent Controller (Linux-based)** – 8 Inputs / 4 Outputs / 2 Readers (with licenses)
- **Mercury MR52 2-Reader Interface Module Series 3** (8 inputs / 6 relays)
- **LifeSafety Power Enclosures:**
  - Genetec enclosure – 12V & 24VDC, 150W, supports 8 readers / 4 Mercury or 3 Mercury + Cloud Link
  - Genetec enclosure – 12V & 24VDC, 75W, supports 4 readers / 2 Mercury or Cloud Link
- Remove and dispose of all legacy access control hardware and wiring

## Approved Materials (Hardware & Software)

Alternates will not be accepted.

Item	Description
<b>Genetec Security Center (GSC) Enterprise Package</b>	Includes Synergis and Omnicast Enterprise, AutoVu, Plan Manager Advanced, Threat Levels, Active Directory Integration
<b>Streamvault™ 2040E – 2U Appliance</b>	288TB RAID-6, 32GB RAM, 2x M.2 SSDs, 12x 24TB HDDs, Win Server 2022
<b>Streamvault™ 2040E – 1U Appliance</b>	Xeon E-2436, 32GB RAM, 2x M.2 SSDs, dual PSU, Win Server 2022
<b>Synergis™ Cloud Link</b>	4GB RAM, 16GB Flash, PoE, RS-485 ports
<b>Mercury Intelligent Controller</b>	8 Inputs, 4 Outputs, 2 Reader licenses
<b>Mercury MR52 Series 3</b>	2 Reader Interface, 8 Inputs, 6 Relays
<b>LifeSafety Power Genetec Enclosures (E4M and E2M)</b>	12V/24VDC, 150W/75W, supports Mercury & Cloud Link modules, double-stacking required
<b>HID Seos Signo 40 Readers</b>	One per access-controlled door
<b>HID iCLASS Cards</b>	Smart card credentials
<b>Request to Exit Device</b>	Bosch DS-150

## Device Mapping & Programming

All devices must be configured and visually mapped in Genetec Security Desk:

- **User Groups:**
  - **Admin:** Full access
  - **Site Security:** Monitoring, bookmarking, door control, intercom, no config access
  - **Full-Time Staff:** View and review only, no config access
  - **HR:** Limited to credential requests
- **Maps:**
  - One per floor
  - Arena bowl, exterior cameras, and loading dock each on separate maps
- **Cardholder Profiles:**
  - Name, Email, Phone Number, Photo, Supervisor, Access Level, Department, Payroll Barcode
- **Alarms:**
  - Door Forced Open (with nearest camera and 5s pre-roll)
  - Door Held Open (15s threshold)
  - Cross Line Detection (Non-Event Night threat level)
  - Dock Door Activity (video pop-up trigger)
  - Health Monitoring (email alerts for red/yellow indicators)
- **Reader-Camera Integration:**
  - Badge scan displays photo
  - Unapproved scans generate alerts
- **Visual Tracking** enabled for all cameras

## Project Requirements & Responsibilities

- **Operator Workstations:** Provided by Nationwide Arena
- **Network Infrastructure:** VLANs, IPs, and switch configurations will be pre-configured by Nationwide Arena IT
- **Migration Strategy:** Cameras will be transitioned first, followed by access control systems.
- **Working Hours:** No installation or configuration work may take place on event days. Access will be coordinated around the event calendar.
- **Training:** A minimum of 16 hours of **in-person** training is required for administrative and operational staff

## **Optional Enhancements:**

Provide Add-Alternates showing line-item pricing for the following:

- Additional cameras or access-controlled doors (locations to be identified during walkthrough)
- Removal of “Arena Bowl” cameras, and replacement with 10 Hanwha TNB-9000 (all locations to be shown during site walkthrough)
- Tracing and testing of all door contacts (all locations to be shown during site walkthrough)
- Integration of 4 existing motorized vehicle gates into Genetec (to be shown during site walkthrough)
- Building Automation System (BAS) and Fire Alarm integration into Genetec including of associating cameras to fire zones
- Replace and integrate 8 existing Aiphone intercoms with 2N IP units (hardware, licensing, programming) (all locations to be shown during site walkthrough)
- 3-Year Service Agreement (covering hardware/software, SLAs, and quarterly preventative maintenance)
- Time & Materials Agreement (hourly rates, remote and emergency support, SLAs)
- Supply 500 HID iCLASS access cards

## **System Commissioning & Acceptance:**

Vendor shall conduct full commissioning and functional testing, including:

- Validation of all cameras, readers, and integrations
- Redundancy and failover testing
- Generation of a formal sign-off checklist to be approved by Nationwide Arena’s IT Department, Security Department, and Security consultant (Prevent Advisors)

## **Warranty and Support:**

- Minimum one-year warranty on hardware, software, and installation
- Emergency response SLA to be defined in optional service agreements

## **Documentation Requirements:**

Vendor must submit complete as-built documentation upon project completion:

- Floorplans with marked camera/reader locations
- Cable routing diagrams with labeling at each control board
- Network architecture, IP assignments, and VLAN structure
- Storage setup and recording configuration
- Licensing keys and hardware serial numbers
- Migration and cutover strategy, including fallback and communication procedures

## **Compliance and Labor Standards:**

- All installations must comply with local, state, and federal regulations, including:
  - NFPA
  - ADA
  - NEC and applicable building codes
- Vendor staff must be background checked as well as properly licensed, bonded, and insured
- On-site vendor personnel will be subject to badging and escort protocols

## **Proposal Format & Requirements:**

Proposals must include the following:

- Executive Summary
- Company Qualifications and Relevant Experience
- Detailed Work Plan and Implementation Approach
  - Including any intent to use subcontractors and a full description of each subcontractor's qualifications and relevant experience
- System Architecture Diagram
- Project Timeline and Milestones
- Complete Bill of Materials
- Warranty, Support, and Optional Agreements
- References

## References:

Provide a minimum of **three (3)** references for projects of similar scope, including:

- Company Name
- Contact Name
- Email Address
- Phone Number
- Project Description and Value
- Project Status

References may be contacted at any time during this RFP process to determine an offeror's responsibility, capability, experience, or professionalism.

## Use of Subcontractors:

If any subcontractors or third-party partners will be used, include:

- Company Name
- Area of Responsibility
- Certifications and Experience
- References (as above)

Note: Nationwide Arena will contract only with the primary vendor. Subcontractors remain the sole responsibility of the vendor.

## Response Format & Instructions:

All specific response items represent the minimum information to be submitted. Deletions or incomplete responses in terms of content or aberrations in form may, at Nationwide Arena's discretion, render the response non-responsive. Offerors shall electronically submit two separate attachments for this RFP:

- Technical Proposal
- Financial Proposal

Financial proposal should include full breakdowns of cost by item and installation hours.

**ALL RESPONSES ARE DUE BY 12:00PM EDT ON JULY 2, 2025**

Late proposals will not be accepted. It is the responsibility of the offeror to ensure that the proposal is submitted on or before the proposal due date and time.

**Proposals must be submitted to Nationwide Arena's Security Consultant – Prevent Advisors via email at [jjohnston@preventadvisors.com](mailto:jjohnston@preventadvisors.com).** No other delivery methods will be accepted.

## Evaluation Criteria:

Proposals will be evaluated based on the following weighted criteria:

Category	Weight
Relevant Experience & References	25%
Compliance with Technical Specs	25%
Cost & Overall Value	20%
Proposed Timeline	20%
Warranty & Support Plan	10%

## Award Process:

All proposals submitted in response to this RFP will be reviewed for responsiveness by the Security Consultant prior to referral to the evaluation committee. A committee will then evaluate all responsive proposals in accordance with the criteria described below. Total scores will be tabulated, and the contract will be awarded to the offeror whose proposal is deemed to be the most advantageous to Nationwide Arena.

If Nationwide Arena requests presentations by short-listed offerors, committee members may revise their initial scores based upon additional information and clarification received in this phase. Please note that the date for presentations has not yet been set. If your company is invited to give a presentation to the evaluation team, the dates may not be flexible. However, it should be understood that a presentation/demonstration may not be required at all, and therefore, complete information should be submitted with your proposal.

Nationwide Arena, at its discretion, may utilize a Best and Final Offer (BAFO) stage. If this phase is utilized, the Purchasing Agent shall submit - to the offerors most likely to receive the award - requests for specific clarification and allow offerors to enhance their pricing. The Purchasing Agent shall coordinate the offerors' responses for review by the evaluation team. The Purchasing Agent shall be the sole point of contact throughout the process for all offerors. Please note that the date for the BAFO stage has not yet been set. If your company is invited to participate in this stage, the dates may not be flexible. If Nationwide Arena requests Best and Final Offers by short-listed offerors, committee members may revise their initial scores based upon additional information and clarification received in this phase. In lieu of revising scoring, Nationwide Arena reserves the right to evaluate BAFOs by use of a narrative.

The contract will be awarded to the offeror whose overall offer is deemed to be the most advantageous to Nationwide Arena as determined by the evaluation team. The Security Consultant, after review and approval of the evaluation team's written recommendation, will notify all offerors via email of the results of the solicitation evaluation.

#### **DETERMINATION OF RESPONSIBILITY OF THE OFFEROR**

Nationwide Arena reserves the right to make its offeror responsibility determination at any time in this RFP process and may not make a responsibility determination for every offeror.

Factors to be considered in determining whether the standard of responsibility has been met include whether an offeror has:

1. Availability of the appropriate financial, material, equipment, facility, and personnel resources and expertise, or the ability to obtain them as necessary to indicate the capability to meet all contractual requirements.
2. A satisfactory record of performance.
3. A satisfactory record of integrity.
4. The legal authority to contract with Nationwide Arena.
5. Supplied all necessary information in connection with the inquiry concerning responsibility.

The offeror shall supply information requested by Nationwide Arena in this RFP concerning the offeror's responsibility. Nationwide Arena reserves the right to request further information as it deems necessary to determine the offeror's responsibility. If the offeror fails to supply the requested information, Nationwide Arena shall base the determination of responsibility upon any available information or may find the offeror non-responsible if such failure is unreasonable.