

CLEVELAND PUBLIC LIBRARY

Board Meeting

April 19, 2016

**RESOLUTION AUTHORIZING THE UPGRADE OF THE PEOPLE COUNTING
HARDWARE, SOFTWARE, AND FIRMWARE WITH INTEGRATED
PRECISION SYSTEMS INC.**

WHEREAS, On September 18, 2004, the Board of Library Trustees authorized the expenditure for the purchase, installation, and configuration of the customized "People Counting" system, created by a company named ShopperTrak, with the proprietary iSolve database management system from Integrated Precision Systems, Inc. ("IPS"); and

WHEREAS, In June 2015, purchase order # 150920 was issued to install and upgrade ShopperTrak hardware for five (5) branches: Addison, Carnegie West, Garden Valley, Rice and South, for a total of \$17,008.12. In November 2015, this Board authorized IPS to install and upgrade ShopperTrak hardware for eleven (11) branches: Brooklyn, Collinwood, East 131st Street, Eastman, Fleet, Fulton, Glenville, Harvard Lee, Hough, Jefferson and Langston Hughes, for a total of \$63,503.75; and

WHEREAS, The Department of Information Technology recommends completing the hardware upgrade and has received a proposal from IPS to install and upgrade ShopperTrak hardware for ten additional (10) branches: Lorain, Martin Luther King, Jr., South Brooklyn, Union, Rockport, Sterling, Walz, West Park, Woodland and Mount Pleasant, for a total of \$58,982.23; and

WHEREAS, IPS has provided the attached letter attesting that they are the sole source provider for this system. IPS has provided good, reliable products and service in the past; now therefore be it

RESOLVED, That the Board of Trustees of the Cleveland Public Library hereby authorizes the Executive Director, CEO, or his designee, to enter into an agreement with Integrated Precision Systems Inc. for the upgrade of the Library's people counting hardware, software, and firmware for ten (10) branches: Lorain, Martin Luther King, Jr., South Brooklyn, Union, Rockport, Sterling, Walz, West Park, Woodland and Mount Pleasant, in the amount of \$58,982.23, subject to approval of the Chief Legal Officer, with the expenditure being charged to 13010053-55530 (Computer Hardware).



Integrated
Precision
Systems, Inc.

9321 Ravenna Rd.
Twinsburg, Ohio 44087

Phone: 330-963-0064
FAX: 330-963-0065

August 9, 2004
Cleveland Public Library
Cleveland, Ohio

RE: Sole Source Letter

Dear Mr. Carterette,

This letter is to confirm that Integrated Precision Systems of Ohio is the designer, manufacturer, implementer and sole source of the customized "People Counting" system specified by the Cleveland Public Library. Specifically, the new system has been designed to replace an existing method of counting people at the Cleveland Public Library buildings.

As well, Integrated Precision Systems is the author and sole source of the iSolve™ knowledge base that is provided as an on-line support mechanism for the specified system.

Should you require any additional information, please do not hesitate to call.

Sincerely,

Jim Butkovic, President
Integrated Precision Systems, Inc.
330-963-0064 x-221
jbutkovic@ipsid.com

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9321 Ravenna Road
 Twinsburg, OH 44087-2461
 Tel. 330-963-0064 fax 330-963-0065

Investment Summary

Date: 3/10/2016
 Prepared by: Jim Butkovic
 Customer Contact: Larry Finnegan

Prepared for CPL Automation

Project Scope:

Install People Counting hardware upgrade as follows:

- Lorain - Upgrade (2) Orbit 3's to Orbit 5's and ST100 to TS600 = \$7930.00
- MLK Jr. - Upgrade (2) Orbit 3's to Orbit 5's and ST100 to TS600 = \$7930.00
- South Brooklyn - Upgrade (2) Orbit 3's to Orbit 5's and ST100 to TS600 = \$7930.00
- Union - Upgrade (2) Orbit 3's to Orbit 5's and ST100 to TS600 = \$7930.00
- Rockport - Upgrade Orbit 3 to Orbit 5 and TS100 to TS600 = \$4515.00
- Sterling - Upgrade Orbit 3 to Orbit 5 and TS100 to TS600 = \$4515.00
- Walz - Upgrade Orbit 3 to Orbit 5 and TS100 to TS600 = \$4515.00
- West Park - Upgrade Orbit 3 to Orbit 5 and TS100 to TS600 = \$4515.00
- Woodland - Upgrade Orbit 3 to Orbit 5 and TS100 to TS600 = \$4515.00
- Mt. Pleasant - Upgrade Orbit 3 to Orbit 5 and TS100 to TS600 = \$4515.00

Project# 9913

Replacement Orbits at remaining branches as outlined above

Qty	Part#	Product Description	Unit Price	Extended
10	IPS-LABOR	IPS LABOR – Installation – Orbit IP Interface module (ST600)	\$320.00	\$3,200.00
14	IPS-LABOR	IPS LABOR – Installation – Orbit 5	\$420.00	\$5,880.00
14	SHT-Orbit5	Orbit 5	\$2,995.00	\$41,930.00
10	SHT-ST600	Orbit 5 protocol converter – ST600	\$780.00	\$7,800.00
1	IPS-Shipping	Shipping And Handling	\$172.23	\$172.23

Grand Total: \$58,982.23

Investment Considerations:

- Installation: 2-4 weeks from receipt of order