



**FORTY NINERS STADIUM MANAGEMENT COMPANY**

Date: November 7, 2022

To: Rajeev Batra  
Executive Director  
Santa Clara Stadium Authority

From: Jenti Vandertuig  
Procurement Director  
Forty Niners Stadium Management Company LLC

Subject: Recommendation for Award for Axis Cameras and Related Accessories for Levi's Stadium

**Recommendation**

1. Recommend approval and award of a Purchase Order to EyeP Solutions, Inc., to provide AXIS cameras and related accessories as part of the parking lot camera upgrades, in the amount of \$41,029.88.
2. Recommend approval and award of a Purchase Order to EyeP Solutions, Inc., to procure AXIS cameras as part of the bowl camera replacement, in the amount of \$120,007.66.

Forty Niners Stadium Management Company (Stadium Manager) submitted two capital expenditure requests to the Santa Clara Stadium Authority (SCSA) and received approval from the SCSA Board as part of the FY 22/23 fiscal year as follows:

**Parking Lot Camera Upgrade (\$42,000)**

This project was planned to replace the cameras in the Great America parking lots with technologically advanced multi-lens panoramic/360/multi-directional cameras. Sun baked cameras with fixed angles have created gaps in coverage. New camera technology would provide better overall coverage of the main parking lot. With video incident request coming from ingress/egress incidents, new technology would assist in these investigations. The upgrade also included installing additional cameras in Gold Lot 4/5 parking areas at the Stadium.

**Bowl Camera Upgrade/Refurbishment (\$141,750)**

The project was planned to replace or refurbish several seating bowl cameras. The bowl cameras have become sun baked and provide poor/obscured coverage of bowl seating. Maintenance has become an issue due to the cost and time required to erect scaffolding to reach camera boxes each time the cameras require maintenance. The project will evaluate the opportunity to re-engineer the camera housing by relocating housing closer to stadium infrastructure, if possible.

Stadium Manager currently has a combination of different brands such as Bosch, Sony, and Arecont cameras throughout the Stadium and parking lots. When the Stadium was being constructed, the different camera styles available for the various needs of the building were only available through a combination of the previously mentioned vendors.

Stadium Manager reviewed the current product offerings from the existing manufacturers and conducted market research to determine the technical specifications to meet the needs of the Stadium. While there have been technological advancements among many manufacturers, Axis Communications product specifications and lifecycle management policies with a five year warranty meet the needs of the Stadium Manager to upgrade the cameras. Axis Communications has also achieved recertification for ISO 27001 for its Information Security Management System (ISMS). The audit for compliance with ISO 27001 was completed by an accredited third-party certification body and includes an extended scope from the original certification of Axis ISMS in 2019. In addition to a large footprint in the public sector, Axis Communications also cater to the needs of stadiums and venues which can be accessed via the URL: <https://www.axis.com/en-us/solutions/stadiums-and-venues>. Axis Communications also has a strong sustainability business code <https://www.axis.com/en-us/about-axis/sustainability>.

Axis Communications products are used by the public sector and there are numerous cooperative agreements for public agencies to utilize to take advantage of economies of scale. Utilizing the Federal General Services Agency (GSA) Schedule Contract Number 47QTCA18D00C7 as a cooperative agreement, the State of California has issued a CMAS schedule to allow California State agencies and political subdivisions to take advantage of the GSA Schedule.

#### **Axis Communications GSA Schedule**

[https://www.gsaadvantage.gov/ref\\_text/47QTCA18D00C7/0XMD8N.3TCQ4F\\_47QTCA18D00C7\\_TANDCS\\_1644.PDF](https://www.gsaadvantage.gov/ref_text/47QTCA18D00C7/0XMD8N.3TCQ4F_47QTCA18D00C7_TANDCS_1644.PDF) The California CMAS Agreement Number to utilize this Axis Communication pricing is 3-21-04-1100. The term of this agreement is from April 21, 2021 through May 14, 2023.

Stadium Manager has several cooperative agreements for technology purchases. Stadium Manager reached out to EyeP Solutions (CA CMAS Provider) CDW-G, and B&H Foto to obtain quotes to evaluate pricing and availability. B&H Foto offered only online price inquiries as most products were backordered due to supply chain issues. The following quotes were received for both projects inclusive of shipping and all applicable sales tax from the other cooperatives:

1. EyeP Solutions: \$161,037.54
2. CDW-G: \$209,564.47

Therefore, approval is sought to issue the two Purchase Order to EyeP Solutions, Inc. as follows:


1. Purchase Order for Parking Lot Camera Upgrade in the amount of \$41,029.88
2. Purchase Order for Bowl Camera Upgrade in the amount of \$120,007.66

The cost for these purchases are covered in the FY22/23 SCSA Capital Expenditures Budget referenced as Parking Lot Camera Upgrade in the amount of \$42,000 and Bowl Camera Upgrade/Refurbishment in the amount of \$141,750.

It must be noted that there we need to complete the installation work once the cameras are received for the Bowl Camera Upgrade project. Stadium Manager will determine if the work can be performed in house or through one of the contractors we have an on-call maintenance agreement with. If a third-party contactor is utilized, Stadium Manager will submit the necessary documents to the Board for review and approval.

**Next Steps**

Once Stadium Manager receives approval from the SCSA Board, Purchase Orders will be issued to EyeP Solutions, Inc. and executed copies forwarded to the Board. Supporting documentation is provided for review and approval.

Submitted By:  Date: 11/7/2022  
Jenti Vandertuig, Procurement Director