

Glenferness Ratepayers Association

Security Sub-Committee

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(Taki; Bryan; Stuart, Dean; Renier; James; Simon)

GRA-SSC Report back

- MUCH more crime by volume but slightly less in severity
- Crime is very “policeable” (the correct proactive systems (tech and manpower) will reduce crime dramatically)



- 47 cameras
- Dedicated TRSS patrol and armed response
- Metro-I PoC 30+ cameras
- 3rd Party OSM Monitoring
- Integration with neighbours, SAPS, CPF/SCF
- ACP in progress



- Reactive
- Threats
 - economic downturn
 - K56 disruption
 - Landgrabs

Metro-i Proof of Concept

- ~30 Cameras with advanced analytics and artificial intelligence layer
- Camera infrastructure working well and being maintained
- Following RFI/RFP process, responders request to have pure camera feeds from us and they will pull into their own control centres at scale and perform analytics and respond accordingly
- PoC suspended for 18 months
 - Deal being finalised to use these 30 cameras (~~47+30=77~~ 83 Cameras), maintained in our new production systems
 - Metro-I have agreed to provide a raw data stream at a reduced fee to the appointed SSP
 - Cost for this has been included in the proposed **Full Subscription Levy**

Access Control Project

- Construction completed below budget.
- Operations of Glenferness AND Duncan Road booms/Gates envisaged as one project (the costs presented later take this into account).

- Phased date of Operation:

• **01 - 15th July 2021**

• **THANK YOU Sean Smith**

Intersections	Hours of Operation
Lachlan / Main	
MacInnes / Zinnia	12-hour manned booms with separate pedestrian access.
Duncan / Main	
MacGillivray/ Main	Lockable gate opened between 06:00 and 09:00 and 13:00 and 17:00 weekdays only with pedestrian access. Residents, schools and businesses want to add automation
Dunmaglass / Main	
Chattan at Helderfontein	
<u>MacIntyre</u> / Zinnia	Lockable gate opened between 06:00 and 09:00 and 13:00 and 17:00 weekdays only with pedestrian access.
Chattan / Main	Permanently closed once MacMillan Rd behind the Farmer's Market is completed

A/C : Glenferness ACP

FNB : 62836124248 code: 254005

Reference: Plot number and Surname

RFI/RFP Service Requirements Summary

- Based on ~180 occupied AH's with ~240 dwellings
- Monitoring and response to ~~~77~~ 83 Cameras (legacy AND Metro-i)
- Dedicated patrol and response vehicle with driver and crew
- Armed response (private AND public). **MAXIMUM 4-minute response times.**
- **Strong & demonstrable track record on getting outcomes through use of advanced technology infrastructure in Glenferness and surrounding region**
- Guarding:
 - **3 Gates will require 12 hours unarmed guarding and manning (Duncan, Lachlan and MacInnes).**
 - **Another 6 gates to be opened and closed as per ACP regulations**
 - **3 electric fences to be monitored and responded to**
- Periodic intelligence driven , multi-disciplinary security operations
- Managing agent functions (e.g., subscriptions management, fence, gate repairs, management performance reports, and financial reports etc)
- Strong local presence with accessible and dedicated management team
- None performance penalty system

RFI/RFP Responders

We approached all current service providers, all major role players in this region and a couple recommended by industry subject matter experts (Metro-I consultants)

We sent a high level vision of the desired security outcomes and relied on their expertise and technological competitive advantage to create bespoke and unique solutions relevant to Glenferness which we measured against the high level vision.

Response were as follows:

- | | |
|-----------|-----------------------------|
| 1. 24-7 | Compliant |
| 2. ARN | No response offered |
| 3. FADT | Compliant |
| 4. TRSS | Compliant |
| 5. APCAN | Received after bid deadline |
| 6. Savika | Compliant |
| 7. OSM | Compliant |

RFI/RFP Responders - Shortlist

1. 24-7 Compliant Discarded not meet all RFP requirements, refused to work with own guards, no relevant and local ref points, costly (push the levy up by ~R200.00 per household)
2. ARN No response offered
3. FADT Compliant Shortlisted (detail to follow)
4. TRSS Compliant Shortlisted (detail to follow)
5. APCAN Received after bid deadline (CoB 06th April, received 22h48) Discarded as did not meet all of the RFP requirements, only quoted armed response (left out cameras and guarding)
6. Savika Compliant Discarded as did not meet all of the RFP requirements (quoted on ANPR camera and only 50% of guarding requirement, did not engage and demonstrate tech readiness)
7. OSM Compliant Discarded as they chose to combine with TRSS

Changes to current security and motivation

1. **Growth from 47 to 83 cameras on full OPEX model** (includes SLA, replacements and small improvements, includes Eskom power and Fibre to Helderfontein cameras, power protection at all old camera location to counter load shedding etc).
2. **Established integration using technology** and all neighbouring resources (e.g. Drones, Vumacam regional SAPS structures) – no more PoC!!!!!!
3. **Guarding and management of 9 Gates & booms.**
4. **Proactive** monitoring of neighbouring security alerts that could affect GRA.
5. **Total accountability** – all services inhouse and we are not reliant on third party relationships.
6. Access to **massive resources** and network which enables better economies of scale.
7. **Mature backend** process for handling camera feeds and responding accordingly
8. Geographically powerful offering **access to huge amount of resources and vehicles** responding when there are incidents.

Shortlist measured against:

- Monitoring and response to Cameras
- Dedicated manned vehicle
- Armed response within SLA
- **Strong & demonstrable track record (advanced technology infrastructure & regional)**
- Guarding:
 - 3 Gates will require 12 hours
 - 6 gates as per ACP regulations
 - 3 electric fences
- Intelligence driven , multi-disciplinary security operations
- Managing agent functions
- Strong local presence
- Integrated solution
- **Cost**

MAXIMUM 4-minute response times.

Shortlist - TRSS

- Meets all of the requirements for guarding and response
- Does not meet technology requirements (has no working integrated command centre, insists on using (3rd party) OSM, wants GRA to pay for expensive command centre software (commodity)
- Has lost regional hold and market share
- Full subscription levy (based on **110 contributing households**) includes:
 - Technology provision and full SLA
 - ACP Admin and maintenance costs
 - Full guarding and armed response service (as previously described including household armed response)
- Once off cost: R7,217.00 (software, payable again year 4 and then yearly)
- Monthly Full subscription levy R2,200,00 (Ex VAT)

Full subscription levy payers can opt IN/OUT of GRA members for no additional cost

Shortlist - FADT

- Meets all of the requirements for technology (including drones), guarding, response, and regional dominance
- Performing debit order management without charging
- Has regional dominance
- Full subscription levy (based on **110 contributing households**) includes:
 - Technology provision and full SLA
 - ACP Admin and maintenance costs
 - Full guarding and armed response service (as previously described including household armed response)
- Once off cost: **R0.00**
- Monthly Full subscription levy R2,000,00 (Ex VAT)

Full subscription levy payers can opt IN/OUT of GRA members for no additional cost

Recommendation and Mandate

- The company which:
 - most satisfies all of the criteria in our RFP;
 - Has a strong and relevant reference base;
 - Satisfies the strong commitment to technology;
 - Has a significant contribution to over the top services

AND

- Does this at a cost competitive cost

IS

FADT

- A mandate is sought to:

Finalise the contractual negotiations with FADT on the basis of costs and services as presented on a 36 month appointment

- **Means:**

- 01st July: TRSS notice and they will continue current service in notice month
FADT to guard gates and commence transition marketing - NO additional charge
- 01 August: FADT on full service ONLY Guarding fee will be billable.
- 01 September: FADT on full service at Full subscription levy (R2,000,00 per household)