

Request for Quote – Implementation Security Surveillance Solution (Cameras) Q&A #1

IMPORTANT NOTICE

A site visit has been scheduled for February 27, 2026, at 10:30 AM at the 8510 Colonnade Center Dr, Raleigh, NC 27615 location.

Attendance at the site visit is not mandatory but is strongly recommended as it will be considered in the scoring of proposals.

Please check nclottery.com/business for updates to the RFQ.

QUESTIONS AND ANSWERS

- 1) What make and model of cameras does NCEL intend to use for interior camera installations, and what make and model does NCEL intend to use for exterior camera installations?

The NCEL plans to use the following:

- Indoor axis m3077-plve
- Outdoor AXIS P3737-PLE (360 view)
- Teller Cams AXIS M1137 Mk II Box Camera

This said, the NCEL is open to camera recommendations, and it reserves the right to utilize alternative makes and/or models. Any recommendation different from what is listed would need to be Open NAND Flash Interface (ONFI) compliant and would need to be listed as an option and not part of the main proposal.

- 2) What video management system (VMS) will be used for the new headquarters (e.g., continuation of 3VR by Hirsch or a different platform)?

Currently the NCEL intends to stay with the 3VR by Hirsch.

The NCEL is open to recommendations that are ONFI compliant, but they must be listed as recommendation options and not as part of the proposal. The NCEL reserves the right to utilize alternative VMS.

- 3) What is the final approved quantity of interior cameras and what is the final approved quantity of exterior cameras to be installed under this RFQ?

Approximately 75 (internal) and 15 (external). However, the site visit may provide additional information and direction for the total camera count.

- 4) What is the required delivery date for all camera hardware to be shipped to the staging location at 2728 Capital Boulevard?

That date has not been determined but should be shortly after the contract is approved.

- 5) What is the planned installation start date and what is the required installation completion date for the camera installations at the new facility?

The date has yet to be determined at this time. Installation may happen in a phased manner, with some floors occurring at different times than other floors.

- 6) How many total calendar days will be allotted for on-site camera installation once installation begins?

The NCEL has not yet established an install period, as this may be dependent on the phased installation.

- 7) What installation hours should vendors assume for pricing purposes (e.g., standard business hours, evenings, weekends, or a combination)?

Standard business hours of 9:00 AM to 4:30 PM, Monday through Friday. No installation will take place on weekends or NC state government holidays.

- 8) What will the site conditions be at the time of installation, including the status of drywall, ceilings, and overall construction completion?

The install site is an existing, previously occupied commercial office building. Drywall, ceilings, and construction are complete in most areas. Some areas may have construction taking place. However, for the most part, the site is operational and ready for retrofit installation

- 9) What ceiling heights and mounting conditions should vendors plan for in both interior and exterior installation areas?

This information will be visible during the site visit. Reference #11.

- 10) What equipment will be required to safely perform installation (e.g., ladders, lifts, scaffolding), and are there any areas with elevated safety or access requirements?

This information can be determined at the site visit. Reference #11.

- 11) Will a site walkthrough be conducted, and if so, what is the anticipated date and process for vendor participation?

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- 12) What installation documentation is required as part of the deliverables (e.g., as-built drawings, camera placement diagrams, labeling standards)?

The NCEL security system team will be responsible for determining the location of the cameras. However, the site visit should answer this question. Reference #11.

- 13) What coordination will be required with NCEL's internal configuration team during installation, and what handoff process should vendors plan for after physical installation is complete?

NCEL Security Systems team will configure the cameras and will confirm camera installation locations. NCEL will remain in possession of all cameras until installation. After installation NCEL will document camera information and camera location.

- 14) What is the estimated budget or budget range allocated for the Security Surveillance Solution under this RFQ?

The Commission expects all responses to reflect the Responding Contractor's best value proposition available for the requested deliverables. The Commission will ultimately select the Successful Contractor it believes provides the best overall solution at a fair and reasonable price and consistent with the goals and objectives of the Commission, and not necessarily the lowest-price Proposal. See Section 7.5 of RFQ.

- 15) What evaluation criteria will be used to assess vendor responses, and how will technical approach, price, and experience be weighted?

See answer to Q&A #14 above. See also Section 7.5 of RFQ.

Per Section 6 of RFQ (emphasis added here):

Evaluation criteria may include, but are not limited to:

- Total cost and value

- **Technical alignment with requirements**
- **Warranty and support terms**
- **Vendor experience and references**
- **Flexibility and scalability of proposed solutions**

16) How will HUB certification and North Carolina-based vendors be evaluated, and what preference or scoring consideration, if any, will be applied to HUB-certified and in-state companies?

See Sections 7.5 and 7.12 of RFQ.

17) However, we were curious if you know if NCEL will be staying with ProWatch for the access control software. This will make it easier to produce an accurate quote. If not ProWatch, will NCEL be switching to some other specific manufacturer? Same for Video cameras and software? Axis and 3VR by Hirsh still?

The NCEL's plan is to stay with 3VR, however, the NCEL is open to recommendations. Any recommendations must be ONFI compliant and listed as an option on the proposal.

18) Would NC Lottery Commission consider a bid response with pricing provided as an Operating Expense (monthly recurring service) instead of Capital Expense (one-time purchase)?

We are looking for a single bid proposal based on the requirements of the RFQ. If there is a recommendation for a separate pricing option, it must be listed as optional in the proposal.

If the answer to the above question is No, please disregard questions below.

- Can NC Lottery Commission provide floor plans, showing:
 - o Dimensions
 - o MDF and IDFs
 - o Camera placement request
- How are IDFs cabled to MDF?
- Do customer-provided switches support PoE+?
- Is UPS power supply provided as well?
- What will be the WAN bandwidth used to support cameras?
- How many switches would be used to support camera deployment?
- Is customer-provided cabling homerun from cameras to switch?
- What type of wattage can customer-provided switches support?
- To support camera services and installation, cameras would be sent to the service location of 8510 Colonnade Center Dr, Raleigh, NC 27615. Is this acceptable?

- Meraki cameras do not support ONVIF. Would Lottery Commission accept the Meraki portal protocols as an alternative?
- What viewing range is needed for cameras (both internal and external)?
- How does Lottery Commission expect to have cameras affixed (both interior and exterior)?
- Would customer allow for on-site walkthrough ahead of response due date?
- Are there video boards, and how are they displayed? In one or more locations?
- Is customer-provided inside wiring Cat6 or higher?
- Does Page 1 of the RFQ need to include pricing OR will Attachment A suffice? Can we add to the price sheet?

19) Existing vs. New Hardware: How many of the required cameras (Group A and Group B) are currently already installed and operational?

No cameras are currently installed at new building. This proposal will be for new cameras located in the new building.

20) Replacement Scope: Of the total quantity specified in the RFQ, how many units are intended to be new installations versus existing units that need to be replaced or upgraded?

All new units being installed.

21) I am seeking clarity on NC State Lottery Commission's video retention policy. I do not see a minimum required retention policy on the current RFQ. Can you clarify if the following recording parameters are acceptable or provide further clarification?

10 Frames Per Second (per camera)

30 days retention required

Recording to be implemented on motion or continuous recording

Answer:

10 Frames Per Second (per camera)

45 days retention required

Recording to be implemented on motion

22) Will any of the existing cameras at the old facility be migrated to the new facility?

a. If so, what are the Makes/Models and quantities?

No

23) For the exterior pole-mounted cameras, please confirm whether the preference is for multi-sensor (multi-image) cameras or multiple individual bullet cameras per pole.

Multi-sensor. 360° view.

- 24) Will network connectivity be provided at each pole location, or should we include point-to-point wireless equipment to transmit signals back to the main network?

Point to point wireless equipment

- 25) Will power be available at each pole, or should we plan to provide weatherproof enclosures with switches and wireless equipment as part of the installation?

Power provided at pole

- 26) Will NC Lottery provide a set of plans that show the camera locations and views?

No. Please attend the site visit. Reference #11.

- 27) If no plan is available, how will the integrator know which is the best camera solution for each surveillance area?

Camera solutions are provided by NCEL. Recommendations may be provided but listed as optional.

The site visit may clarify some of the requirements. Reference #11.

- 28) If no plan is available, will NC Lottery publish a Bill of materials with desired camera models and quantity of each desired camera?

Please see the answer to question #1.

- 29) If no plan is available, please clarify mounting hardware required for each surveillance area. For example, pole mounts, corner mounts, etc.

The site visit should address this question. Reference #11.

However, the following is provided:

- a. INT cameras will be wall mounted or ceiling mounted
 - b. EXT cameras will be pole mounted. May require EXT mounting hardware
 - i. Site visit will clarify
 - c. Teller cameras come with mounting arm
- 30) Will an indoor personnel lift be required for camera installations?

Site visit will determine. Reference #11.

31) Will an outdoor personnel lift be required for camera installations?

Yes, a personnel lift will be required.

32) On the Network Video Recorder, how many days, Frame Rate, Resolution.

- a. 45-day retention period**
- b. 10 frames per second**
- c. 1080p – 4K**

33) After review of the RFP application our legal team has found some sections they have issues with. Is it possible that there will be an amendment phase or anyway to discuss the t's and c's of the application?

Responding Contractors should operate on the expectation that the Sample Contract found in the RFQ will remain substantially the same as the language of the Commission's final contract with the Successful Contractor.

This limited flexibility is because the Sample Contract contains standardized language which is in many cases required to be included in Commission contracts by state law or agency policy, and is thus entirely non-negotiable. That being said, we welcome you to include the concerns of your legal counsel when you submit your proposal.