



CITY OF NOVI CITY COUNCIL
OCTOBER 6, 2025

SUBJECT: Consideration of approval to award the contract to People Driven Technology for Meadowbrook Commons security camera additions of \$32,866.

SUBMITTING DEPARTMENT: Parks, Recreation and Cultural Services
Integrated Solutions – Technology Division

KEY HIGHLIGHTS:

- City staff have been working with KMG Prestige (Meadowbrook Commons management firm) on plans to increase security camera coverage of entryways and parking lots.
- The recent town hall at Meadowbrook Commons included input from the residents that confirmed their desire for more security cameras.
- The technology package consists of (12) cameras, a server, a battery backup (UPS), software, installation, and maintenance. Solution provided by the City's current camera vendor and wiring companies.

FINANCIAL IMPACT

	FY 25/26	TOTAL
EXPENDITURE REQUIRED	\$ 32,866	\$ 32,866
BUDGET 1. Security Cameras (574-000.00-976.246)	\$ 32,900	\$ 32,900
APPROPRIATION REQUIRED	\$ 0	\$ 0
FUND BALANCE IMPACT	\$ 0	\$ 0

BACKGROUND INFORMATION:

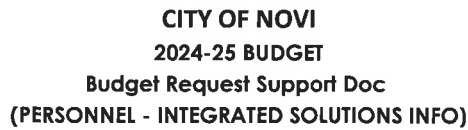
Meadowbrook Commons is accounted for in the City's Senior Housing Fund (an Enterprise Fund). The City has contracted with KMG Prestige, the management company, since 2006. KMG provides overall management of the property, leasing, marketing, maintenance, and daily operations. KMG staff collaborates with PRCS/OAS staff on capital improvement projects, programming, and services at the facility, as well as on resident issues.

PRCS/OAS and Technology staff have been working with KMG to develop a plan to add additional security cameras for entryways and parking lots.

On September 8, 2025, a town hall meeting was held for Meadowbrook Commons Residents. The purpose of the meeting was to provide residents with an open forum to share their experiences, identify areas that are working well, and suggest areas for improvement. Residents expressed a desire for additional security cameras to be installed at Meadowbrook Commons for enhanced safety.

The recommended solution will match and integrate with the City's current video security system. The advantage of this approach is to provide the City of Novi Public Safety Team access to the video feeds should they be required in an emergency situation.

RECOMMENDED ACTION: Consideration of approval to award the contract to People Driven Technology for Meadowbrook Commons security camera additions in the amount of \$32,866, and amend the budget.

[illegible]

574.00 SENIOR HOUSING FUND

Completed by (Integrated Solutions Department) 9/9/25
Date

Approved by (Integrated Solutions Director) 9/9/25
Date

Date _____

The purpose of this form and the above information is to provide estimated total costs of a position's initial setup during the budget process and should be submitted as support documentation to a budget request. This form does NOT represent approval to hire. A position requires formal approval from both the City Manager's Office and Human Resources before beginning the hiring process.

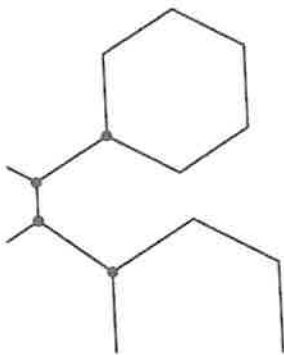


City of Novi

Milestone Licensing / Server Setup

Quote # 022008 v1

September 09, 2025





616-264-6700
orders@peopledriven.com

6300 Venture Hills Blvd SW
Byron Center, MI 49315

Milestone Licensing / Server Setup

Prepared by:

West Michigan

Jim Rhodes
248-709-2959
rhodesj@peopledriven.com
Chris O'Keefe
okeefec@peopledriven.com

Prepared for:

City of Novi

Patrick Oleszkowicz
poleszkowicz@cityofnovi.org

Quote Information:

Quote #: 022008

Version: 1
Delivery Date: 09/09/2025
Expiration Date: 10/09/2025

Software

Line	Qty	Part Number	Description	Price	Extended Price
1	1	XPPPLUSBL	XProtect Professional+ Base License (BL)	\$432.30	\$432.30
2	12	XPPPLUSDL	XProtect Professional+ Device License (DL)	\$146.02	\$1,752.24
3	12	Y5XPPPLUSDL	5 Years Care Plus for XProtect Professional+ DL	\$88.28	\$1,059.36
				Subtotal:	\$3,243.90

Professional Services

Line	Qty	Part Number	Description	Price	Extended Price
4	1	PS-PhySec-FF	People Driven Physical Security Fixed Fee Services	\$4,230.00	\$4,230.00
				Subtotal:	\$4,230.00



616-264-6700
orders@peopledriven.com

6300 Venture Hills Blvd SW
Byron Center, MI 49315

Milestone Licensing / Server Setup

Ship To:

City of Novi

45175 Ten Mile Road
invoices@cityofnovi.org
Novi, MI 48375
Patrick Oleszkowicz
(248) 735-5605 Ext. 0000
poleszkowicz@cityofnovi.org

Bill To:

City of Novi

45175 Ten Mile Road
invoices@cityofnovi.org
Novi, MI 48375
Patrick Oleszkowicz
(248) 735-5605 Ext. 0000
poleszkowicz@cityofnovi.org

Quote Information:

Quote #: 022008

Version: 1
Delivery Date: 09/09/2025
Expiration Date: 10/09/2025

Quote Summary

Description	Amount
Software	\$3,243.90
Professional Services	\$4,230.00

Total: \$7,473.90

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

People Driven Technology

City of Novi

Signature: _____

Name: Jim Rhodes

Title: Account Executive

Date: 09/09/2025

Signature: _____

Name: _____

Date: _____



P ACCEPTANCE OF THE PRICE QUOTE IS MADE ONLY UPON THESE TERMS AND CONDITIONS

1. **AGREEMENT:** PEOPLE DRIVEN TECHNOLOGY, INC. ("PEOPLE DRIVEN") DOES NOT ACCEPT AND EXPRESSLY OBJECTS TO ANY TERMS AND CONDITIONS OR OTHER WRITING ON ANY PURCHASE ORDER, STATEMENT OF WORK, OR ACKNOWLEDGEMENT WHICH IS DIFFERENT FROM OR ADDITIONAL TO THOSE TERMS AND CONDITIONS CONTAINED HEREIN, EXPRESSLY INCLUDING, WITHOUT LIMITATION, ANY EFFORT TO NEGATE THE TERMS AND CONDITIONS SET FORTH HEREIN. NO MODIFICATION OR WAIVER OF THESE TERMS WILL BE EFFECTIVE AGAINST PEOPLE DRIVEN UNLESS SPECIFIED IN WRITING AND SIGNED BY PEOPLE DRIVEN. THE RECEIPT OF THE QUOTE OR PAYMENT FOR THE PRODUCTS AND/OR SERVICES PROVIDED THEREUNDER SHALL CONSTITUTE CUSTOMER'S ACCEPTANCE OF THE TERMS HEREOF.
2. **PRICING:** Prices for any Products and/or Services are valid for 30 days therefrom unless otherwise stated. Customer is responsible for (i) all applicable federal, state or local sales, use or other taxes (except taxes on People Driven Technology, Inc.'s net income), (ii) shipping or packing charges, (iii) insurance, and (iv) any other expenses associated with the sale and transportation, or storage of the Products or tariffs and any similar charges imposed upon or in connection with the Products and/or Services. The parties agree that all charges included in the price of the Products and/or Services set forth in the Price Quote are based upon detailed specifications supplied by Customer and any deviation requested by the Customer from such specifications may result in additional charges. All prices quoted shall be exclusive of sales tax or other applicable taxes, tariffs, duties or charges which are payable by Customer. Any tax, tariff, duty or charge which People Driven may be required to pay or collect, now or hereafter imposed by any governmental authority or agency, foreign or domestic, with respect to the sale, purchase, production, processing, storage, delivery, transportation, use, or consumption of any of the Products and/or Services covered hereby, including all taxes upon or measured by receipts from sales or services, shall be for the account of Customer, and any such charges may be added by People Driven as a separate item to People Driven's invoices.
3. **PAYMENT:** Unless otherwise specified in the Price Quote, payment for Products and/or Services is due net 30 days from the date of invoice. All invoice totals will reflect a 3% discount for payment by readily available cash that would not be applied for credit card payments. Credit card payments are not accepted for payments over \$5,000.
4. **DELIVERY:** Unless otherwise agreed in writing, the Products shall be shipped and delivered F.O.B. Customer's ship to location set forth in the Price Quote. Unless Customer instructs People Driven to use a particular carrier on customer's order letter, the Products shall be shipped via a common carrier chosen by People Driven.
5. **SHORTAGE: CLAIMS AND INSPECTION:** Customer shall have the right to inspect the Products and/or Services within 48 hours of receipt. Any shortages or other claims in connection with an order must be made in writing and delivered to People Driven within such 48-hour period or shall be waived.
6. **RETURNS:** Customer acknowledges that People Driven shall have no obligation to accept returns of any Products ordered by and sold to Customer. People Driven at its sole discretion, may authorize the return of unused Products. Such returns cannot be made without a return authorization in writing issued by People Driven.
7. **TITLE AND RISK OF LOSS:** Unless otherwise specified in the Price Quote, title and risk of loss shall pass to Customer at the time the Products are tendered by each carrier at Customer's facilities, and any loss or damage thereafter shall not relieve Customer from any obligation hereunder. People Driven reserves, and Customer hereby grants to People Driven, a purchase money security interest in the Products, and all proceeds from the sale thereof, until full payment is received for all amounts due and payable by Customer.
8. **WARRANTIES AND REMEDIES:**

Product Warranty: People Driven does not warrant any Product. All Products are provided to Customer by People Driven "AS IS." People Driven will, to the extent allowable, pass through any warranties and indemnifications provided by the manufacturer of the Product. Customer, recognizing that People Driven is not the manufacturer of any Product, expressly waives any claim that Customer may have against People Driven based upon any product liability or infringement or alleged infringement of any patent, copyright, trade secret or other intellectual property right (each a "Claim") with respect to any Product and also waives any right to indemnification from People Driven against any such Claim made against Customer by another. Customer acknowledges that no employee of People Driven or any other party is authorized to make any representation or warranty on behalf of People Driven that is not expressly set forth in this Agreement.

Service Warranty: People Driven represents, warrants and covenants that (i) People Driven shall perform all Services, if any, in accordance with the material specifications set forth in the quote and (ii) the functions and features of the Services and related deliverables shall operate in the manner described in the applicable quote for ninety (90) days from the completion thereof. Notwithstanding anything contained herein to the contrary, to the extent a manufacturer requires Products to be installed by People Driven or such manufacturer in order for a warranty to be valid, neither People Driven nor the product manufacturer shall provide a warranty for any Products which are not installed, as applicable, by People Driven or the product manufacturer. EXCEPT AS SET FORTH HEREIN, PEOPLE DRIVEN MAKES NO OTHER WARRANTIES, WRITTEN OR ORAL. ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, ARE HEREBY SPECIFICALLY DISCLAIMED, INCLUDING, BUT NOT LIMITED TO, THE IMPLIED WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, OR NON-INFRINGEMENT, AND ANY WARRANTY ARISING BY STATUTE, OPERATION OF LAW, COURSE OF DEALING OR PERFORMANCE, OR USAGE OF TRADE.
9. **EXPORT RESTRICTIONS:** Products may be subject to export or resale restriction or regulation, and Customer acknowledges that it will comply with such restrictions and regulations. Any statement as to product country of origin, Export Control Classification Number, or compliance with applicable law (including, without limitation, that products are lead-free or RoHS compliant) is as provided to People Driven by its suppliers, and People Driven does not warrant its accuracy and will not be liable for any error with regard to same.



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10. ORDER CANCELLATION: Product cancellation and/or return is subject to manufacturer restrictions. People Driven will abide by its suppliers' current restrictions for all cancellation and return requests up to and including a No Cancellation or Return policy.
11. SPECIAL NOTICE: Please note that VMware pricing, part numbers, and quote expiration dates may be subject to change at any time as a result of the Broadcom acquisition.
12. Bill and Hold Arrangement. From time to time, People Driven, at the request of Customer (email communication being sufficient), maybe asked to hold certain Products, with the acceptance that Customer shall be immediately billed for the Products ("Bill and Hold Products"). The following provisions shall apply to the Bill and Hold Products:
 - i. Delivery. The shipment of the Bill and Hold Products to Customer shall take place Ex Works (Incoterms 2020®) People Driven's facility. The Bill and Hold Products shall be deemed delivered upon notice that the Bill and Hold Products are made available to Customer and ready to be placed in use ("Delivery"). Upon notice and Delivery, Customer shall be deemed to have accepted such Delivery. Bill and Hold Products shall be held at People Driven's facility (the "Facility") for no more than 180 days following Delivery (the "Bill and Hold Period"). In the event that for any reason any applicable Bill and Hold Products should remain at the Facility at the conclusion of the Bill and Hold Period, Customer acknowledges and agrees that People Driven shall be entitled to invoice Customer for reasonable storage charges for the applicable Bill and Hold Products until they are no longer held at the Facility, and Customer agrees to pay all such invoices promptly.
 - ii. Shortage, Claims, and Inspection. The Bill and Hold Products shall be considered received upon their arrival at Customer's "ship to" location ("Receipt"). Customer shall have the right to inspect the Bill and Hold Products within 48 hours of receipt. Any claims for shortages or other claims in connection with the Bill and Hold Products must be made in writing and delivered to People Driven within such 48-hour period, or such claims shall be deemed waived.
 - iii. Title and Risk of Loss. Title and risk of loss of the Bill and Hold Products, as well as any additional liabilities due to events occurring after the time of Delivery, shall pass to the Customer upon Delivery, and any loss or damage thereafter shall be Customer's sole obligation.
 - iv. Customer agrees that: (i) Customer has made a fixed commitment to purchase such Bill and Hold Products; (ii) the Bill and Hold Products shall be purchased on the Delivery basis for legitimate business purposes; (iii) Customer shall identify a fixed delivery date for the Bill and Hold Products; and (iv) Customer agrees to be invoiced and to pay such invoice in accordance with the payment terms set forth in this Agreement.

APC by Schneider Electric Smart-UPS SMC1500C 1500VA Desktop UPS

MFG # SMC1500C CDW # 4894870



~~\$699.00~~ **Save \$334.23**

\$564.77 ▼

OMNIA Mesa 2024056-01 - GOV

Lease Pricing Available ⓘ

Reviews ★★★★★ (13)

1 ▲▼ **Availability: 83 units In Stock**
Get it **Thu, Sep 04** if ordered within 2 hrs 45
Est. delivery date for **48375**

Add to Cart

☐ Add to Compare ☐ Save



Your quote is ready for purchase.

Complete the purchase of your personalized quote through our secure online checkout before the quote expires on **Mar. 22, 2025**.











You can download a copy of this quote during checkout.

[Place your order](#)

Quote Name:	R760 Novi	Sales Rep	Kierra Paul
Quote No.	3000186126986.1	Phone	1(800) 456-3355, 6186274
Total	\$11,704.65	Email	Kierra.Paul@Dell.com
Customer #	10439212	Billing To	ACCTS PAYABLE CITY OF NOVI 45175 WEST 10 MILE RD NOVI, MI 48375-3024
Quoted On	Feb. 20, 2025		
Expires by	Mar. 22, 2025		
Contract Name	State of Michigan MiDeals Agreement		
Contract Code	C000000009850		
Customer Agreement #	071B6600111		
Solution ID	20046573.1		
Deal ID	28928427		

Message from your Sales Rep

Please use the Order button to securely place the order with your preferred payment method online. You may contact your Dell sales team if you have any questions. Thank you for shopping with Dell.

ITEM		AVAILABILITY	PRICE	QUANTITY	ITEM TOTAL	
	<u>Hanwha Vision XNP-6040HW - network surveillance camera</u> MFG Part: XNP-6040HW CDW Part: 8123773 UNSPSC:	7-9+ Days Expected in-stock date for this item is between 7-9 days. Item will ship once it is in stock.	\$837.89 <div>\$779.23 ▼</div> OMNIA Mesa 2024056-01 - GOV	4 ▲▼	\$3,116.92	
	<u>Hanwha Vision Wisenet P PNM-C7083RVD - network surveillance camera</u> MFG Part: PNM-C7083RVD CDW Part: 7374660 UNSPSC:	In Stock Orders placed today ship the next business day by a CDW partner.	\$1,221.93 <div>\$1,136.39 ▼</div> OMNIA Mesa 2024056-01 - GOV	2 ▲▼	\$2,272.78	
	<u>Hanwha Vision SBP-301HM5 - camera hanging mount</u> MFG Part: SBP-301HM5 CDW Part: 6110898 UNSPSC:	1-3+ Days Expected in-stock date for this item is between 1-3 days. Item will ship once it is in stock.	\$38.89 <div>\$36.16 ▼</div> OMNIA Mesa 2024056-01 - GOV	4 ▲▼	\$144.64	
	<u>Hanwha Vision SBP-300WM1 - wall mount bracket</u> MFG Part: SBP-300WM1 CDW Part: 3088166 UNSPSC:	In Stock Orders placed today ship the next business day by a CDW partner.	\$59.84 <div>\$55.65 ▼</div> OMNIA Mesa 2024056-01 - GOV	6 ▲▼	\$333.90	
	<u>Hanwha Vision Cap Adapter for PNM-C7083RVD Outdoor Dome Camera - White</u> MFG Part: SBP-215HMW CDW Part: 7078119 UNSPSC:	In Stock Orders placed today ship the next business day by a CDW partner.	\$31.91 <div>\$29.67 ▼</div> OMNIA Mesa 2024056-01 - GOV	2 ▲▼	\$59.34	

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R Petty



SERVICES FOR: BOSCO FIELD
 47481 W 11 MILE RD.
 NOVI, MI 48374

24453 GRAND RIVER AVE.
 DETROIT, MI 48219
 PH-877-933-9473
 FAX-313-221-9177

BILL TO: CITY OF NOVI
 45175 W 10 MILE RD.
 NOVI, MI 48375

INVOICE**2024-024173**

Customer P/O #:

Project #:

Amount Due: \$2,450.00

PAYMENT TERMS: Due upon Receipt

Completion Date: 10-May-24

Invoice Date: 10-May-24

PARTS AND MATERIALS

ITEM	QTY.	UNIT	ITEM DESCRIPTION	UNIT PRICE	AMOUNT
CABLING & CAMERA INSTALLATION BUILDING 1					
.....	1	ea.	CAT. 6 CABLE		
.....	6	ea.	CAT. 6 JACKS		
.....	6	ea.	1 PORT SURFACE BOX		
.....	6	ea.	3' PATCH CABLES		
.....	6	ea.	5' PATCH CABLES		
.....	1	ea.	CONSUMABLES (Support Hardware, etc.)		
.....	1	ea.	TOTAL PARTS	\$600.00	\$600.00

Total Parts and Materials:

\$600.00

LABOR

Tax:

\$0.00

MANPOWER	HRS/LOCS	TASK DESCRIPTION	RATE / HR	AMOUNT
2 TECHS	1.00	TOTAL LABOR	\$0.00	\$1,850.00
		* INSTALL (6) CAT. 6 CABLE RUNS FROM IDF TO DESIGNATED CAMERA LOCATIONS ...		
		* INSTALL (1) SECURITY CAMERA FOR EACH OF THE (6) LOCATIONS.		
		* ADJUST TO CUSTOMER SPECIFICATIONS		
		* RELOCATE (1) EXISTING DATA LOCATION		
NOTE: INSTALLATION OF CONDUIT AS NEEDED				
.....	1	TRIP CHARGE:	\$50.00	\$50.00

Total Labor:

\$1,850.00

Project Total:

\$2,450.00

Partial Payment:

\$0.00

Project Balance:

\$2,450.00

Worldview Technologies greatly appreciates your business!

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Pat 0

SERVICES FOR: CITY OF NOVI - PD
 45175 WEST TEN MILE RD.
 NOVI, MI 48375



PO BOX 3711
 SOUTHFIELD, MI 48037
 PH-313-258-1605
 FAX-313-221-9177

BILL TO: CITY OF NOVI
 45175 WEST TEN MILE RD.
 NOVI, MI 48375

INVOICE**2024-024280**

Customer P/O #: 0
 Project #:
 Amount Due: \$3,850.00

PAYMENT TERMS: NET 14
Completion Date: 11/7/2024
Invoice Date: 11/7/2024

PARTS AND MATERIALS

ITEM	QTY.	UNIT	ITEM DESCRIPTION	UNIT PRICE	AMOUNT
			OUTDOOR CAMERA REPLACEMENT PD (6) CAMERAS		
*****	1	ea.	45' ARTICULATING BOOM LIFT "Includes Delivery & Pick-up"	\$1,695.00	\$1,695.00
*****	1	ea.	CONSUMABLES (Support Hardware, Sealant, etc)	\$105.00	\$105.00

Total Parts and Materials: **\$1,800.00**

LABOR

Tax: **\$0.00**

# OF TECHS	HRS/LOCS	TASK DESCRIPTION	RATE/HOUR	AMOUNT
(2) TECHS	1.0	TOTAL LABOR		\$2,000.00
		* REMOVE & REPLACEMENT OF (6) OUTDOOR CAMERAS...		
*****	1	NOTE: TRIP CHARGE:	\$50.00	\$50.00

Total Labor: **\$2,050.00**

Tax: **\$0.00**

Project Total: \$3,850.00

Worldview Technologies greatly appreciates your business!