



**Subject: Recommendation for Security Concepts as Sole Provider for Security Systems in Tillsonburg**

**Report Number:** RCP 024-027

Department: Recreation, Culture and Parks Department

Submitted by: Matt Johnson, Manager of Parks and Facilities

Meeting Type: Council Meeting

Meeting Date: Monday, August 12, 2024

## **RECOMMENDATION**

A. THAT report RCP 024-027 titled “Recommendation for Security Concepts as Sole Provider for Security Systems in Tillsonburg” be received as information; and

B. THAT Security Concepts be appointed as the Town of Tillsonburg's single source supplier for security cameras and swipe card entry systems.

## **BACKGROUND**

For over a decade, the Town of Tillsonburg has partnered with Security Concepts to provide top-notch security services at our various facilities. Security Concepts has installed and maintained security camera systems at key locations, including Lake Lisgar Water Park, Tillsonburg Community Centre, and the Customer Service Centre, among others, without any issues. Their expertise and commitment to reasonable pricing have made them an invaluable partner in ensuring the safety and security of our sites. The presence of these security systems not only serves as a deterrent to unauthorized activities but also provides critical support during internal investigations by offering reliable video and photo evidence.

This report is to seek Council approval for single sourcing with Security Concepts. Single sourcing is where a particular supplier is chosen by an organization, even when other suppliers are available. Sole sourcing is where there is only one supplier available for the required product or service.

## **DISCUSSION**

Security Concepts has consistently provided our municipality with expertise for over 10 years, becoming the sole provider of security cameras and swipe card entry systems for Oxford County. Their unparalleled reliability and professionalism are evident, as their team has installed and maintains all our current security camera systems.

Maintaining consistency within our security system is paramount for several reasons. Utilizing a single company, rather than multiple providers, ensures that both hardware and software are compatible across all security installations. This compatibility minimizes potential issues, facilitates smoother integration and upgrades, and enhances the overall efficiency of our security operations. Furthermore, it allows for streamlined troubleshooting and maintenance, as the service provider has comprehensive knowledge of the entire system.

Security Concepts stands out not only for the reliability of their equipment but also for their impeccable customer service. Their team is responsive, knowledgeable, and dedicated to addressing any concerns promptly and effectively. Additionally, their pricing is competitive, offering excellent value for the high-quality services and products they provide.

Given their extensive experience, proven track record, and the benefits of having a unified security system, we recommend that Security Concepts be appointed as the Town of Tillsonburg exclusive provider for security cameras and swipe card entry systems. This decision will ensure continuity, maintain the high standards of security imperative for our operations, and leverage the advantages of a cohesive and well-supported security infrastructure.

## **CONSULTATION**

Acting Director of Recreation, Culture and Parks, Director of Finance, Supervisor of Facilities, Oxford County IT.

**FINANCIAL IMPACT/FUNDING SOURCE**

The RCP department will be utilizing council-allocated capital funding for the 2024 budget to cover the costs associated with new installations. Installations and related expenses incurred post-2024 will be funded through council-approved capital budgeting, ensuring a structured and planned approach to future financial needs and projects. Since 2020, the financial impact of security camera installations from Security Concepts has amounted to \$75,894.01.

**CORPORATE GOALS**

- Lifestyle and amenities
- Customer service, communication and engagement
- Business attraction, retention and expansion
- Community growth
- Connectivity and transportation
- Not Applicable

Does this report relate to a specific strategic direction or project identified in the Community Strategic Plan? Please indicate section number and/or any priority projects identified in the plan.

**Goal** – N/A

**Strategic Direction** – N/A

**Priority Project** – N/A

**ATTACHMENTS** – N/A