



DEPARTMENT OF
INFORMATION TECHNOLOGY

Worcester County

GOVERNMENT CENTER
ONE WEST MARKET STREET, ROOM 1003
SNOW HILL, MARYLAND 21863
TEL: 410.632.5610
www.co.worcester.md.us/departments/it

To: Weston Young, Chief Administrative Officer

From: Brian Jones, IT Director

Re: Camera System Project/Additions

Date: October 27, 2025

As you know, the County is currently undertaking a comprehensive upgrade of our camera system. During the initial planning phase, several departments expressed interest in adding new cameras or upgrading existing systems that are not already part of the county infrastructure. The priority of the original RFP was to replace the dated systems we had in place.

Fortunately, the overall project is tracking well under budget. Given this, I've invited all departments to submit updated camera requirements so we can evaluate and potentially fulfill them using the remaining funds. The original RFP focused solely on replacing an end-of-life system that had reached its capacity.

We are requesting a sole source procurement for this phase of the project, as the new equipment must integrate seamlessly with our existing camera servers and software network. Attached is a spreadsheet summarizing the departments requesting additional coverage, along with a detailed cost breakdown.

The estimated total cost for this expansion is **\$424,513.55**, which includes Cradlepoints, and network switches required to provide internet connectivity to County facilities.

This project will be funded through **GL 100.1090.070.9010.040**.

WORCESTER COUNTY IP CAMERA SYSTEM - ADDITIONAL LOCATIONS

Ocean City Library - 10003 Coastal Hwy. Ocean City, Md. 21842
\$29,519.92

Ocean Pines Library - 11107 Cathell Rd. Berlin, Md. 21811
\$32,674.90

Berlin Library - 13 Harrison Ave. Berlin, Md. 21811
\$13,719.99

Recycle Centers (6) - Bishopville, Ocean Pines, Whaleyville, Berlin, Snow Hill, PC HOCC
\$51,389.82

Pocomoke Middle School Basket Ball Courts - 800 8th St. Pocomoke, Md. 21851
\$8,673.85

Worcester County Bank St. Bldg. - 301-305 Bank St. Snow Hill, Md. 21863
\$3,314.96

Circuit Court for Wor. Co. - 1 West Market St. Snow Hill, Md. 21863
\$29,469.95

Wor. Co. Rec. Showell Park - 11281 Race Track Rd. Berlin, Md. 21811
\$10,389.84

Northern Wor. Co. Athletic Complex - 9906 Buckingham Ln. Berlin, Md. 21811
\$12,125.56

Wor. Co. Pocomoke Newtown Park - 2001 Groton Rd. Pocomoke, Md. 21851
\$10,389.84

Ocean Pines 5 Well Bldgs. and 2 Water Towers - North Gate OP Side
\$40,595.49

Newark Water Tower, Water Plant & Waste Water - 7214 Mill St. & 8336 Newark Rd. Newark, Md.
\$16,749.56

River Run Waste Water Plant - 11517 River Run Ln. Berlin, Md. 21811
\$8,295.95

The Landings Water and Waste Water Plant - 8731 Stephen Decatur Hwy. Berlin, Md. 21811
\$8,556.89

ITEM 14 Revised

Lighthouse Sound Waste Water Plant - 12516 St. Martins Neck Rd. Berlin, Md. 21811
\$6,259.49

Assateague Pointe Water & Waste Water Plant - 12078 & 11501 Assateague Way Berlin, Md. 21811
\$14,250.56

Mystic Harbor Water & Waste Water Plant - 9624 Stephen Decatur Hwy. Berlin, Md. 21811
\$22,989.96

Glen Riddle Water & Waste Water Plant - 11401 Grays Corner Rd. Berlin, Md. 21811
\$19,989.74

Extra Install Materials - Conduit, Boxes, Connectors, Strapping, J-hooks and Beam Clamps
\$4876.50

Commission on Aging-Will not be on County Server-Independent server
\$19,995.28

Treasurers Office Area - 1 West Market St. Snow Hill, Md. 21863
\$2,995.86

16 Channel Modules for Courthouse-1 West Market St. Snow Hill, Md. 21863
\$12,155.26

WOR. CO. IT DEPT. TO PROVIDE AND INSTALL - CRADLE POINTS & SMALL BATTERY BACK-UP UPS
* WE WILL BE USING CLIMATE CONTROLLED NEMA ENCLOSURES INSTEAD OF DATA RACK
OR DATA ENCLOSURES

Absolute	Switches 8	Cradlepoints 24	Licenses	Total
\$29,519.92	10,385.88	29,625.00	10,000	
\$32,674.90				
\$13,719.99				
\$51,389.82				
\$8,673.85				
\$3,314.96				
\$29,469.95				
\$10,389.84				
\$12,125.56				
\$10,389.84				
\$40,595.49				
\$16,749.56				
\$8,295.95				
\$8,556.89				
\$6,259.49				

ITEM 14 Revised

\$14,250.56
\$22,989.96
\$19,989.74
\$4876. 50
\$19,995.28
\$2,995.86
\$12,155.26

\$374,502.67	\$10,385.88	\$29,625.00	10,000	\$424,513.55
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Worcester Count Government IT - camera switch 2

Prepared By:
Russ Barker
russ.barker@verinext.com

Prepared For:
Worcester County Government
Lance Thomas
lthomas@co.worcester.md.us

Ship To:
Worcester County Government
4767 Snow Hill Road
Snow Hill, MD 21863
ATTN: Lance Thomas

Quote Information:
Quote #: Q-45068
Quote Date: 10/23/2025
Expiration Date: 11/22/2025

Hardware

Item No.	Description	Qty	Price	Ext. Price
FS-224E-POE	FortiSwitch-224E-POE Fortinet, Inc. - FS-224E-POE	8	\$880.71	\$7,045.68
FN-TRAN-SX	1GE SFP SX transceiver module Fortinet, Inc. - FN-TRAN-SX	12	\$54.17	\$650.04
Subtotal:				\$7,695.72

Support

Item No.	Description	Qty	Price	Ext. Price
FC-10-W0301-247-02-36	FortiSwitch-224E-POE 3 Year FortiCare Premium Support Fortinet, Inc. - FC-10-W0301-247-02-36	8	\$336.27	\$2,690.16
Subtotal:				\$2,690.16

Quote Summary:

Description	Amount
Hardware	\$7,695.72
Support	\$2,690.16

Total: \$10,385.88

Terms & Conditions

Taxes, shipping, handling, and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors. Unless an existing contract for a sale of goods or services (such as an MSA) is in place between the parties, this quote shall, at all times, be governed and controlled by the terms and conditions, respectively, for the sale of goods found here <https://verinext.com/terms-and-conditions-of-sale/> and for the sale of services found here <https://verinext.com/msa/>

ITEM 14 Revised



Absolute Security Group
300 Mill St., Ste A
Salisbury, MD 21801
410-860-0620
www.absolutesecuritygroup.com

Proposal

Client Information

Worcester County Commission on Aging- Burg
4767 Snow Hill Rd
Snow Hill, MD 21863

Proposal Number 6173
Date 9/10/2025 **Expires** 10/10/2025
Salesperson Steve Smith

Qty	Description
1	BLACKJACK AI DX WINDOWS 11 24TB
4	1 DW SPECTRUM LICENSE
1	50 FT HDMI V1.4 CABLE W/ETH
1	43" Class Crystal UHD 4K Smart TV
1	MEDIUM FULL MOTION TV MOUNT
1	TRIPP LITE WALL MOUNT 6U RACK ENCLOSURE
1	TRIPP LITE RACK MOUNT BATTERY BACK UP/UPS/SURGE PROTECTOR
1	TRIPP LITE DATA RACK FIXED SHELF
2	GENESIS CAT 6 CABLE - YELLOW 1M BOX
8	SMP TURRET IP CAMERA WITH 2.8MM FIXED LENS AND IR
4	Back NOX FOR MR9 CAMERAS
4	WALL MOUNT FOR MTT SERIES
1	Install Material & Hardware
1	LABOR
1	Project Notes

THIS QUOTE IS FOR NEW IP CAMERA SYSTEM - FALLS
IN LINE WITH THE COUNTY WIDE CAMERA SYSTEM
PLATFORM - ALL DW SPECTRUM SERVER AND CAMERAS

PRICE INCLUDES - LABOR, WIRE, INSTALL, SET-UP,
PROGRAMMING AND DEMONSTRATION

INCLUDES - FULL ONE YEAR WARRANTY ON ALL PARTS
AND LABOR

WOR. CO. MAINT. DEPT. - MAY BE REQUIRED TO
INSTALL AN ELECTRICAL OUTLET FOR THE WALL
MOUNT DATA RACK

FOUR CAMERAS ON THE INTERIOR AND FOUR
CAMERAS ON THE EXTERIOR

Sub Total **\$19,995.28**

Thank you for your interest in Verizon.
Here is your quote.



This quotation is based on the terms and conditions of the NASPO Value Point (NVLPT) #MA152-1 Contract (f/k/a WSCA) ("the Agreement"). The NVLPT Agreement, Addenda and Attachments can be found on www.naspovaluepoint.org site for your review. Please note Promotional Offers in this quote may expire prior to the quote expiration date and are subject to change at any time without notice.

Created: 10/24/2025

Expires: 12/22/2025

Quote ID: 110435026-Q-32511316

Prepared for:

WORCESTER COUNTY
 SHERIFFS OFFI
 1 W MARKET ST
 SNOW HILL, MD, 21863

Prepared by:

Joshua Dukeman
 3025303572
joshua.dukeman@verizonwireless.com
 Location: 0067301

Quote overview

\$39.99/mo per line

Average cost per line for 25 lines
 before taxes, fees, or surcharges

\$11,997.00 Total Cost

Over 12 months before taxes, fees, or
 surcharges

Your estimated charges

With applicable discounts; additional charges, taxes, fees and surcharges apply.

Due monthly¹

\$999.75/mo

Plans & Features

* includes monthly instant savings

\$999.75/mo

Due today¹

\$29,625.00

Devices

\$29,625.00

Estimated Taxes & Fees

\$0.00



Download the My Verizon for Business App to shop,
 manage your account, and more.

ITEM 14 Revised



Total due monthly	\$999.75
for plan & features	\$999.75

Taxes & fees

Total due today with tax	\$29,625.00
for device(s) & accessories	\$29,625.00
for business solution(s)	\$0.00

Additional fees for usage and coverage may apply. Offers & Coverage vary by services & equipment. See Verizonwireless.com for coverage map. Equipment and accessories are subject to availability while supplies last. Additional charges, taxes, fees and surcharges apply.

Why Verizon

The network businesses rely on

If your network is down, you're down. Our award-winning network delivers the speed, reliability, coverage and performance that you need to succeed.

Superior Coverage

Our 4G LTE network covers 327 million people. That's over 99% of the U.S. population.

5G innovation

Verizon 5G Ultra Wideband is the fastest 5G in the world¹, with ultra-low lag and Massive capacity.²

Trusted security

Managing over 500,000 security network and hosting devices gives us valuable insights into the digital landscape.

Performance

Verizon is the most awarded brand for Wireless Network Quality according to J.D. Power.³

Massive capacity

We obsess over the details, analyzing millions of gigabytes of data every day.

Easy integration

We've certified 900+ machine-to-machine (M2M) chipsets, modules and devices.

¹ Global claim from May 2020, based on Opensignal independent analysis of mobile measurements recorded during the period January 31 – April 30, 2020 © 2020 Opensignal Limited.

² 5G Ultra Wideband (UWB) available only in parts of select cities. 5G UWB access requires a 5G capable device with select voice/data & 5G UWB plans. 5G Nationwide available in 2,700+ cities.

³ Verizon received the highest number of awards in network quality for the 25th time as compared to all other brands in the J.D. Power 2003- 2020 Volume 1 and 2 U.S. Wireless Network Quality Performance Studies. Network Quality measures customers' satisfaction with their network performance with wireless carriers. For J.D. Power 2020 award information, visit [jdpower.com/awards](https://www.jdpower.com/awards) for more details.



Digital transformation begins with a partner you can trust.

Thousands of businesses, organizations and agencies rely on Verizon's network leadership and deep understanding of technology. And we have a track record of helping teams big and small with products and solutions that are flexible, reliable and secure.

Let's get started.