



CITY COUNCIL
AGENDA ITEM STAFF REPORT

MEETING DATE:	March 24, 2026
TITLE:	Ordinance Authorizing the Execution of Agreements with Utilitra in Relation to the Purchase and Installation of Security Cameras for the City of Collinsville, Illinois
DEPARTMENT:	IT
PROJECT MANAGER:	Sean Seckler – Director of IT
REQUESTED ACTION:	Approval
ATTACHMENTS:	Agreements, Ordinance

Overview

The attached proposals from Utilitra provide for the purchase and installation of a Genetec camera server, Axis cameras, and associated hardware, licensing, and support for a security camera system at the Collinsville Police Department, City Hall, and at locations along Main Street.

The new security camera system will replace an ageing, failing system currently in use at the same facilities and in the city’s right of way. The new security camera system will provide a centralized video management system that combines camera feeds from a variety of city facilities and locations within Collinsville and presents them in a single pane of glass for users like Police Telecommunicators.

By acting now, the City can lock in cost ahead of anticipated manufacturer price increases scheduled for April. The first proposal for the Police Department and City Hall is \$106,118.66 and if approved, would be funded by the CIP Project IT-S-CAM. The second proposal for the cameras at Main & Center and Main & Clinton is \$15,846.06 and if approved, would be funded via Police Department Grant 26-0715ORC.

Executive Summary

The city’s current security camera system for the Collinsville Police Department, City Hall, and various locations within the city’s right of way is failing and needs to be replaced. Staff evaluated existing enterprise security camera systems in use within the city, and selected Genetec as the desired system due to cost and a desire to consolidate video systems.

Staff reviewed quotes from competing manufacturers in 2025, and it was clear Genetec would be the lower cost option of the two existing enterprise grade systems in use in the city, the other being Avigilon. Genetec has a higher operational cost due to ongoing licensing requirements, but Avigilon’s capital cost is so much higher that the break-even point for the Genetec system was roughly 30 years, significantly longer than the expected lifetime of these systems.

City operations and security would benefit from video system consolidation. When staff evaluated what systems were already in use, Genetec was the best option for continuing to consolidate systems. Other than the ageing system being replaced, Genetec is already in use at the greatest number of city facilities and in the city's right of way, and Genetec is the only manufacturer at this time offering a truly hybrid cloud and on-premises video system, which is the only way to get all of the city's camera feeds into a single pane of glass for users.

Staff is seeking a competitive bid waiver for this project. Currently, there is a single vendor, Utilitra, supporting all the city's existing Genetec camera installations. One of the challenges in maintaining and supporting a large, centralized video system like this is system continuity. Manufacturer warranty claims for failed cameras or server components must be filed by the original vendor they were purchased from. If we have multiple vendors purchasing and installing different pieces of this system, determining responsibility for warranty claims and service calls becomes extremely difficult. To ensure long-term reliability, security, and compatibility, staff desires consistent support for issues like system configuration, user access, maintenance of existing systems, troubleshooting, and new system design. The market for enterprise security camera system design and installation is limited, and in the past, the city has ended up with dead-end vendor relationships for system installs that went out to bid. Both the Collinsville Activity Center and Aqua Park and the Gateway Convention Center have security camera systems that were installed by vendors after a competitive bid, and in both cases, those vendors are no longer able to support those systems due to staffing changes or business acquisition. Staff is hoping to avoid a repeat of this scenario going forward.

Implementation

Once the proposals have been approved and fully executed, staff will schedule work with the vendor to replace the existing security camera system for City Hall, the Police Department, and the city's right of way.

Recommendation

Staff recommends approval of the ordinance Authorizing the Execution of Agreements with Utilitra in Relation to the Purchase and Installation of Security Cameras for the City of Collinsville, Illinois.

Department Review

Information Technology, Administration, Corporate Counsel