

CITY OF GAINESVILLE, GENERAL GOVERNMENT METHOD OF SOURCE SELECTION

DATE: 12/1/2008

DEPARTMENT: Gainesville Police Department
DIVISION: Operations

CONTACT: Lt. Robert Koehler
EXTENSION: 352 334 2837

PURCHASE/PROJECT AMOUNT: \$45,000.00

COST TERM: (annual, quarterly, etc.)

CITY COMMISSION APPROVAL REQUIRED:

☒ ONE-TIME, SINGLE PURCHASE☐ NO☒ YES, DATE:

☐ CONTRACT/PURCHASE ORDER/AGREEMENT/PROJECT
TERM BEGIN/END DATES: /

DESCRIPTION OF THE MATERIAL OR SERVICE TO BE PROVIDED: Veriplate in car system / Automated License Plate Readers

PROPOSED VENDOR/CONTRACTOR NAME: NDI Technologies
ADDRESS: 725 West SR 434
CITY, STATE, ZIP: Longwood, FL 32750

INDICATE ONE METHOD OF SOURCE SELECTION

- ☐ OTHER AGENCY: Purchasing Policy #060732, Section 6.3(c) Materials, equipment or services purchased under state or federal contracts or other public agency cooperative purchasing opportunities.
- ☐ UTILITY: Purchasing Policy #060732, Section 6.3(d) Utility services when the subject utility is the only available source of such service.
- ☐ CONTRACTURAL: Purchasing Policy #060732, Section 6.3(e) Contractual services of a professional* nature whose cost does not exceed \$50,000, except as required by State law and except for legal services in connection with litigation involving the City. Continuing contracts for professional services of indefinite duration shall be reviewed for appropriateness with regard to the quality of the service and the competitiveness of the cost. Such review shall be the responsibility of the appropriate charter officer and his/her designee and shall be conducted not less than every five years.
(PROFESSIONAL SERVICES*)
* Services which involve extended analysis, the exercise of discretion and independent judgment in their performance, and an advanced, specialized type of knowledge, expertise, or training customarily acquired either by a prolonged course of study or equivalent experience in the field.
- ☐ EMERGENCY: Purchasing Policy #060732, Section 6.3(f) Emergency purchases, at the discretion of the (City) Manager, where the circumstances of the emergency do not permit sufficient time to obtain competitive quotes.

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WAIVED SITUATIONS:

- ☐ ONLY APPROVED: Purchasing Policy #060732, Section 5(o) – Only one source meets the stated requirements of a specification based on a thorough qualitative and/or quantitative evaluation.

REQUISITIONER/REQUESTER shall provide a detailed description and justification in writing with supporting documentation as to why the vendor/contractor is the ONLY APPROVED SOURCE to provide the commodity/service. Attach all supporting documentation to the Method of Source Selection form for review and approval or rejection by the applicable listed City approving authorities.

- ☒ SOLE SOURCE: Purchasing Policy #060732, Section 5(r) – The only source through which materials or services may be purchased.

REQUISITIONER/REQUESTER shall provide a detailed description and justification in writing with supporting documentation as to why the vendor/contractor is the SOLE SOURCE to provide the commodity/service. Attach all supporting documentation to the Method of Source Selection form for review and approval or rejection by the applicable listed City approving authorities.

- ☐ SPECIFIED SOURCE: Purchasing Policy #060732, Section 5(s) – A source selected without competitive bidding for justifiable reasons.

REQUISITIONER/REQUESTER shall provide a detailed description and justification in writing with supporting documentation as to why the vendor/contractor is the SPECIFIED SOURCE to provide the commodity/service. Attach all supporting documentation to the Method of Source Selection form for review and approval or rejection by the applicable listed City approving authorities.

The REQUISITIONER/REQUESTER hereby attests (certify under oath) that he/she took part in the procurement represented and that he/she is independent of, and have no conflict of interest in, the entity evaluated and selected. He/she recommends that competitive bidding be waived and that the material or service be purchased from the vendor indicated based on the existence of a non-competitive situation as described and attached in detail hereto.

REQUISITIONER/REQUESTER

Date

- ☐ Approved
☐ Denied

DEPARTMENT HEAD

Date

- ☐ Approved
☐ Denied

ASST CITY MGR OR ADMN SRVCS DIR

Date

- ☐ Approved
☐ Denied

CITY MANAGER

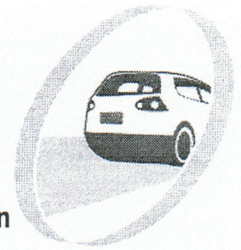
Date

October 30, 2008

Lt. Robert Koehler
Gainesville Police Department
721 NW 6 Street
Gainesville, FL 32601

veriplate

Automated license plate recognition



QUOTE REF AQ103008GPD-RK

Dear Lt. Koehler,

As requested, I now have pleasure in attaching a quotation on a 4 camera POD VeriPlate in-car ALPR solution with the VISCE back office and Predator upgrade. The pricing is for a complete system and includes all installation and year 1 support.

QTY	VeriPlate In-Car 4 POD ALPR solution complete	
4	P362 Dual IR/Color camera pods	
4	Custom Cables for P362 pods	
1	VP-150 LPR Processor complete	
1	GPS enabled receiver	
1	Camera mounting unit with 4 mounting brackets	
1	VeriPlate in-car ALPR application software	
VeriPlate in-car system cost		\$25,750.00
2	VeriPlate VISCE Back Office Software (V-BOF) including advanced mapping, search and analysis tools, hotlist management tools and communications consul. Agency is responsible for supply or server hardware.	\$3,250.00
VeriPlate ALPR solution with Back Office client access		\$29,000.00
1	"PREDATOR" Upgrade Pack including VeriCheck: FCIC live check through existing Mobile CAD system (per agency) VeriPlate in-car Mapping (MapIt / MapMe) software (per vehicle) VeriCom: Command software to manage data upload/download push - pull for up to 2 ALPR units	\$5,000.00
Total System charge including Predator Upgrade, Installation & basic user training.		\$34,000.00
2	Installation and user training (2 days @ \$1,500)	\$2,500.00
1	First year On-Site support @ 10% (strongly recommended)	\$3,400.00
Total system cost including year 1 on-site support		\$39,900.00
Year 2 on-site support and maintenance if with order 15%		5,100.00
Total system cost with year 2 support and maintenance		45,000.00

Second year support is 18% or \$6,120.00 but is reduced to 15% if purchased with initial P.O. Year 3 maintenance is at 18% and should be budgeted for. Support includes extended warranty on all hardware / software (including cameras) and all software updates. Next day – fix or replace service.

NDI will require details of the vehicle and lightbar (if a light bar is involved) to order the correct camera mounting brackets. We recommend that the vehicle is brought to NDI's Longwood facility for installation and that the primary user + a crime analyst attend for full training on in-car and back office use. The training is comprehensive and included in the overall cost. It is well worth the investment in time while the vehicle is installed. Back office installation would be achieved remotely in cooperation of an agency IT professional. This will enable the complete system to be fully functional as it leaves the Longwood facility.

NDI will invoice your agency when the hardware is received from the camera, mounting bracket suppliers, and all warranty will commence from that date. It is therefore important that you consider what vehicle will be used, what lightbar is fitted (or not) and that the back office server hardware is available.

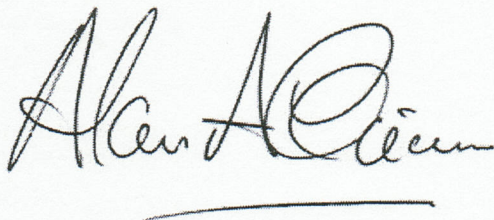
Lead time from order to receipt of hardware is approximately 4 weeks.

NDI will pay for local hotel accommodation for those attending the install / training sessions.

I trust this meets with your approval Rob and that we can move forward with the procurement shortly. Should you require further information or would like me to attend the Commissioners meeting please don't hesitate to call.

Give my best wishes, to Major Hanna and the Chief when you next see them.

Sincerely,

A handwritten signature in black ink, appearing to read 'Alan Quinn', with a horizontal line drawn underneath it.

Alan Quinn
President - CEO
AQ/CM

VeriPlate - Sole Source

Many agencies, including the Alachua County Sheriff's Office, after thorough research have sole sourced the VeriPlate LPR solution. Other LPR vendors simply do not provide the integration and advanced capabilities so necessary for use in law enforcement.

1. "PREDATOR" (No other Vendor supplies ithe integrated solution)

VeriPlate is the only system available today that offers a fully integrated live check with the agency's mobile CAD system. NDI call this "PREDATOR". It enables the mobile ALPR user to run any tag with a single click. This dramatically increases Officer Safety and increases efficiency from a maximum of 100 tags run manually per shift (10 hours) to a maximum of 7,200 in the same shift.

2. VERIPLATE Mobile CAD integration

Alachua County Sheriff's Office are an existing VeriPlate user and dispatch for GPD. The same Mobile CAD systems are in use and VeriPlate is fully integrated to it.

3. DATA SHARING

NDI are the authors, designers and developers of the system and are based in Longwood (Orlando) Florida. The company is to release a DATA SHARING upgrade to the Back Office where ALL tag data in all VeriPlate Agencies, is available to all. This will increase available intelligence and greatly assist in solving Crime.

4. FLORIDA ALPR USER GROUP

NDI is the dominant supplier of ALPR systems to Florida Law Enforcement and as such have started a Florida APLR User Group. Minutes from the initial meeting are attached. The meeting is hosted by NDI and run by Law Enforcement for Law Enforcement.

The meeting allows user agency's to discuss deployment tactics, training issues, success stories and further developments. This is a free of charge quarterly meeting and is seen as really valuable.



POLICE

Inter-Office Communication

To: Chief Norman Botsford

Date: October 30th 2008

From: Lieutenant Robert Koehler

Subject: Purchase Request / Sole Source (Automatic License Plate Reader from NDI Technologies)

SYNOPSIS: In its on-going effort to identify technologies that advance the Gainesville Police Departments mission statement the Operational Division and Strategies Division researched a technology commonly referred to as ALPR or Automated License Plate Readers.

ALPR'S FUNCTION: ALPR is a device that can be affixed to a vehicle and read the license plates on other vehicles that it comes in proximity to through infra-red scanning. Once read those tags are compared to FCIC / NCIC lists for wanted vehicles.

ALPR APPLICATIONS: In the event the vehicle shows a want (for example if it was entered into FCIC as stolen, or involved in another crime) the ALPR will issue an immediate warning to the operator so they can take the appropriate action.

The tags read by the ALPR can also be compared to a list of tags the purchasing agency "banks" in a computer data base called the "back office". In other words the purchaser can flag vehicle tags as it deems necessary. There are many applications in this area but as an example a narcotic unit may create a list of known offender's vehicles. If the ALPR reads a tag from the list it will advise the operator. The ALPR can also create a daily/weekly/monthly/yearly report of the instances the ALPR read the known offenders tags that will include when and where within a couple feet. This assists the investigators in numerous ways.

Another use for ALPR technology would be to create a list of possible witnesses immediately following a major crime. For example if a homicide occurred in a populated area the ALPR could be dispatched. The ALPR could be used to canvas the area of occurrence as the investigation is occurring. The tags read could be listed later in a report and the owners could be contacted to determine what knowledge he/she might have that would benefit the investigation.

An ALPR system also banks tags sighted by the system for long periods of time. In the event the vehicle (or owner) becomes the suspect of an investigation a review of the tag hits can be retrieved. That information can tell investigators where the vehicle was sighted previously over a period of time and give insight as to where the suspect may be now.

DEVICE RESEARCH: ALPR technology is currently being utilized at the Alachua County Sheriff's Office who purchased their device and back office through a grant. This process took over a year during which research was conducted by ASO's Grant Office (Kelly Emerson) to determine which of the vendors was the best with regard to; hardware, software, service, reliability, and application. The vendor eventually chosen by ASO was "NDI Technologies" and their ALPR system called "VeriPlate". ASO's VeriPlate system has been functioning for them several months and according to their IT leader SGT John Moorehouse (who manages the unit) it receives high marks in all the areas mentioned. When asked SGT Moorehouse stated that there is no reason GPD could not build onto their back office however that decision would rest with the Sheriff.

With the referral from ASO in November of 2007 GPD contacted NDI Technologies for a demonstration of the technology. Present for that demonstration were representatives from our IT Unit including Dave Duda (our IT team leader). After the demonstration MR Duda stated that the VeriPlate system would marry well with our current existing technologies at GPD and there were no impediments that would prevent us from purchasing. He did recommend that if GPD moved forward with a purchase it should strongly consider purchasing the same system as ASO to ensure the back offices interface.

A second demonstration was conducted in April of 2008 by NDI Technologies. Present for this demonstration were MJR Richard Hanna and Chief Norman Botsford. Upon the completion of that demonstration Chief Botsford indicated a desire to move forward with a proposal for purchasing the ALPR technology possibly by utilizing forfeiture monies.

PURCHASING: On 5-15-08 MJR Hanna organized a staff meeting attended by CPT Edward Posey and I. The meeting was aimed at discussing purchasing options. I was directed to determine if ASO's VeriPlate system was a product of sole-sourcing. ASO advised that their purchase was a function of sole-sourcing and sent copies of the sole-source letter as verification. With that information and given the advice of our IT department it was determined by MJR Hanna that the most appropriate ALPR system to purchase would be VeriPlate and the best method through sole-sourcing.

QUOTE: At the request of MJR Hanna I submitted two basic options to NDI Technologies and requested price quotes:

- 1) The cost to purchase, install and two years maintenance for a four camera ALPR system for a single police car two years AND the cost to install and maintain a back office at GPD. That quote was returned at \$45,000.00.
- 2) The cost to install and maintain a four camera ALPR system for a single police car AND build onto the ASO back office. That quote was returned at \$42,595.00.

PROPOSAL: The quotes came back close.

With that in mind it would appear the best option would be for GPD to purchase a four camera ALPR system from NDI Technologies for a single police car and install our own back office at GPD. This would allow GPD the ability to manage its own back office and avoid the back office becoming a political issue should a change of guard or thought process occurs at ASO.

As a second option I would recommend purchasing a four camera ALPR system from NDI Technologies and building onto ASO's current back office. This option could become problematic for the aforementioned reasons and would likely require a contract between the agencies to assure the back office's location does not become an issue.

Prepared by LT Robert Koehler
11-01-2008