

**SUBMITTAL TO THE BOARD OF SUPERVISORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

831



**FROM:** Bob Doyle, Sheriff-Coroner-PA

**SUBMITTAL DATE:**  
12/05/06

**SUBJECT:** Approval of Insight Video Net, LLC. as a Sole Source Provider for a Digital Video Surveillance System for the Sheriff's Emergency Operations Units.

**RECOMMENDED MOTION:** Move that the Board of Supervisors authorize the County Purchasing Agent to purchase a digital video surveillance system from Insight Video Net, LLC. at a cost not to exceed \$84,000 without securing competitive bids, in accordance with Ordinance 459.4.

**BACKGROUND:** On July 25, 2006 (3.34) the Board accepted and allocated funds from the U.S. Department of Homeland Security Buffer Zone Protection Plan Grant. The Sheriff's Department has researched vendors who can provide a digital video surveillance system with mobile, fixed and aerial platforms. Only one vendor is able to build a system to the Sheriff's Department specifications. When fully operational, three helicopters and two mobile command posts will be capable of transmitting real-time digital video of emergency operations or surveillance targets to the Department Operation Center, as well as other remote user locations via internet/cellular telephone conduits. The installation of digital video equipment in the Sheriff's Department Emergency Operations Units (aerial, mobile, and fixed) will allow management and supervisory staff to better access critical incidents in a timely manner and deploy assets more effectively.

BR 07-051 (Continued on Page 2)

*Janis K Conklin for*  
Bob Doyle, Sheriff-Coroner-PA

**FINANCIAL DATA**

Current F.Y. Total Cost:	\$84,000	In Current Year Budget:	Yes
Current F.Y. Net County Cost:	\$0	Budget Adjustment:	No
Annual Net County Cost:	\$0	For Fiscal Year:	FY 2006-07

**SOURCE OF FUNDS:** Federal Grant Funds

Positions To Be Deleted Per A-30	<input type="checkbox"/>
Requires 4/5 Vote	<input type="checkbox"/>

**C.E.O. RECOMMENDATION:**

**APPROVE**

*Lisa Braudt*

**County Executive Office Signature**

- Consent
- Policy
- Consent
- Policy

Dep't Recomm.:  
Per Exec. Ofc.:

SOOR DEC 13 11:31

*[Faint signature]*

Prev. Agn. Ref.: 7/25/09 3.34 | District: All | Agenda Number:

3.43

Purchasing: *Dilly*  
 Department of Conservation  
 Director

STAFF  
 DEPT

Insight Video Net is the only vendor with proven capability to provide the service to all three platforms. As a computer based system, this technology will be constantly evolving and the need to have qualified factory personnel available within our local area will be critical for future upgrades and maintenance. Insight Video Net operates out of Rancho Cucamonga. Their proximity to the county will allow for timely service and expert advise should it be required after the initial sale and installation. Other manufacturers/distributors contacted during this process included IBM, who referred us to Insight Video Net and Aegison Company in Oregon. They utilize the same equipment that Insight Video Net provides, but have no distributors or service contractors in California.

**Price Reasonableness:**

The price of this system is deemed to be reasonable based upon research of similar services (cameras, computer support equipment) provided by other manufacturers who could not meet system specification. Vendor has guaranteed it sells this system for the same price to all law enforcement agencies.

Date: 12/05/06

From: Lt. Henry Sawicki Department/Agency: Sheriff/Administration

To: Board of Supervisors

Via: Purchasing Agent

Subject: Sole Source Procurement; Request for

The below information is provided in support of my Department requesting approval for a sole source. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

Supply/Service being requested: **One (1) digital video surveillance system (fixed, mobile, and aerial)**

Supplier being requested: **Insight Video Net**

Alternative suppliers that can or might be able to provide supply/service: **None**

Extent of market search conducted: **Industry-wide. Only two other vendors can meet specification for all three platforms: IBM who sub-contracts with Insight Video Net, and Aegison who uses same equipment but is based in Oregon.**

Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:

**This system is being built to Sheriff's Department specifications based upon requirements to provide digital video from mobile, fixed and aerial platforms. When fully operational, three (3) helicopters and two Mobile Command Posts will be capable of transmitting real-time digital video of emergency operations or surveillance targets to the Department Operations Center as well as other remote user locations via internet/cellular telephone conduits. Insight Net Video has the proven capability to provide the service to all three platforms. IBM and Aegison can meet specifications, however, IBM sub-contracts through Insight Video Net; and Aegison uses the same equipment, but is based out of Oregon. Other distributors contacted to date only meet fixed and mobile requirements, but not the aerial integration. Additionally, Insight Video Net is a local company (Rancho Cucamonga) which because of its proximity to our county and their equipment, can provide timely service and expert advice should it be required after the initial sale and installation.**

Reasons why my department requires these unique features and what benefit will accrue to the county:

**The installation of digital video equipment in Sheriff's Department emergency operations units (aerial, mobile and fixed) will allow management and supervisory staff to better assess critical incidents in a timely manner and as a result, deploy assets more effectively.**

Price Reasonableness:

The price of this system is deemed to be reasonable based upon research of similar services (cameras, computer support equipment) provided by other manufacturers who could not meet system specifications and falls within the monies allocated in the grant proposal.

Does moving forward on this product or service further obligate the county to future similar contractual arrangements? No

Janis K Conklin for Bob Doyle      12/11/06  
Department Head Signature      Date

Purchasing Department Comments:

<u>Approve</u>	Approve with Condition/s	Disapprove
<u>Billy</u>	<u>Corbett</u>	<u>12-11-06</u>
Purchasing Agent		Date

**FORM 11 Review – Riverside County Information Technology**

**SUBJECT: Sheriff – Sole-source Aviation Video Surveillance**



**Review Date: December 8, 2006**

- Conforms/meets County technology standards**
- Outside County technology standards**
- Outside County technology standards - compatible with standards**
- Standards do not exist for this County Technology**

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**Comments:**

Riverside County Information Technology (RCIT) has reviewed the Aviation Video Surveillance requirements of the Sheriff's Department and agrees that this technology appears to meet the criteria for the Sheriff's aviation video surveillance. The County does not have a standard for such requirements.

RCIT will not be involved with the implementation of this system

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**CIO RECOMMENDATION:**

The CIO concurs with the selection and recommendation of the surveillance equipment and vendor identified.

  
Chief Information Officer Signature