

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



FROM: Stanley L. Sniff Jr., Sheriff-Coroner-PA

SUBMITTAL DATE:
11/09/12

SUBJECT: Approval of Crime Point, Inc. as a Sole Source Provider for the Provision of the HermitCam Transformer and Flex Jr. Network Video Surveillance Systems.

RECOMMENDED MOTION: Move that the Board of Supervisors authorize the County Purchasing Agent to purchase network video surveillance equipment from Crime Point Incorporated at a cost not to exceed \$40,000, without securing competitive bids, in accordance with Ordinance 459.4.

BACKGROUND: Since 2010, the Sheriff's Department has been a participating agency in the Operation Stonegarden program funded by the U.S. Department of Homeland Security through the California Emergency Management Agency (Cal-EMA). The program's focus of operation is to increase law enforcement presence in areas identified through intelligence information as "high-entry" points and routes of egress used by narcotic smuggling and human trafficking organizations, or as central transportation hubs. Through the enforcement of the California Penal Code, Stonegarden participating officers act as a second tier of Homeland Security operations in direct support of the National Border Patrol Strategy. The video surveillance systems proposed for purchase with Operation Stonegarden funds will assist with all aspects of the program's mission.

Will Taylor

Stanley L. Sniff Jr., Sheriff-Coroner-PA
Will Taylor, Director of Administration

FINANCIAL DATA	Current F.Y. Total Cost:	\$40,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$0	Budget Adjustment:	No
	Annual Net County Cost:	\$0	For Fiscal Year:	FY 2012-13

SOURCE OF FUNDS: Federal Grant Funds distributed through Cal-EMA BR 13-050	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION: APPROVE

BY: *Elizabeth J. Olson*
Elizabeth J. Olson

County Executive Office Signature

ATTACHMENTS FILED WITH THE CLERK OF THE BOARD
 Departmental Concurrence
 PURCHASING & FLEET SERVICES: Robert Howdysnell, Director
 Dep't Recomm.: Consent Policy
 Per Exec. Ofc.: Consent Policy

3.27

The proposed video equipment purchases include:

HermitCam Transformer (\$12,823)

The Transformer is described as a quick-swap, multi-enclosure covert network video surveillance system. The components include a network video recorder, front-tilt IP camera, a Verizon LTE 3G/4G broadband modem and an electrical enclosure disguise system.

HermitCam Flex Jr. (\$10,075)

The Flex Jr. is described as a "drop" rapid deployment network video system and includes an integrated 3G/4G modem.

In addition, to these purchases, the Sheriff's Department is recommending the purchase of a network server recording station with recording software; 4 camera licenses; and two mini 18x zoom IP cameras with modems (\$17,099).

SOLE SOURCE JUSTIFICATION

The Sheriff's Department has utilized Crime Point for its video surveillance purchases for a number of years. The firm has equipped mobile command posts and covert vehicles. The Board approved a sole purchase of Crime Point surveillance equipment for Department vehicles on 07/03/12 (3.30).

The equipment now recommended for purchase has a number of unique features not currently provided by other suppliers:

- . the front-tilt camera is engineered for adaptability to multiple disguises and can operate under a wide range of environmental temperatures. The cameras will be deployed in areas near the state border in temperatures that are frequently above 110 degrees.
- . the IP based video systems provide live local and internet-based capabilities.
- . the video camera employs pan, tilt and zoom technology with interchangeable enclosures and power supplies for use in multiple applications.

A partial list of the agencies that currently utilize these systems includes: Los Angeles County Sheriff's Office, Riverside Police Department, New Jersey Division of Criminal Justice, San Jose Police Department, Amtrak Office of Inspector General, North Carolina State Bureau of Investigation, Carlsbad Police Department, San Diego Law Enforcement Coordination Center and the Kern County District Attorney's Office.

PRICE REASONABLENESS

Crime Point is offering the County the same pricing on applicable components that it offers to all state and local government agencies, along with a package discount of \$320. County Purchasing concurs with the Sheriff's Department on the reasonableness of the purchase price including tax and shipping of \$39,997.

Date: September 21, 2012

From: Will Taylor, Director of Finance Department/Agency: Sheriff – SERT

To: Board of Supervisors/Purchasing Agent

Via: Purchasing Agent

Subject: Sole Source Procurement; Request for purchase of Network Video Surveillance System as a regional asset under FY10 Operation Stone Garden (OPSG) Grant.

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.

1. Supply/Service being requested:

The HermitCam Transformer and Flex Jr Network Video Surveillance Systems

2. Supplier being requested:

Crime Point, Inc.

3. Alternative suppliers that can or might be able to provide supply/service:

The HermitCam Transformer and Flex Jr are the only systems of their type. These unique units do not require the purchase of multiple systems for varying deployment environments. Competing products are not designed for the high temperature environment in which this equipment can be used, making them susceptible to malfunction.

4. Extent of market search conducted:

The Sheriff's Emergency Response Team (SERT) has explored these products on several occasions, and has been provided with examples of the systems utilized in real life events. SERT personnel has conducted extensive research through the internet, as well as attendance at several Homeland Security, Department of Defense and other government and private sector trade shows and demonstrations, in search of an alternative to this technology in such a user friendly and easily portable form.

This system is currently utilized by the Los Angeles County Sheriff's Office, Riverside Police Department, New Jersey Division of Criminal Justice, San Jose Police Department, Amtrak Office of Inspector General, North Carolina State Bureau of Investigation, Carlsbad Police Department, San Diego Law Enforcement Coordination Center and the Kern County District Attorney's Office.

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

This specific IP based video system is self-contained and provides live local and Internet-based capability, recording and pan, tilt, zoom camera technology, with two interchangeable enclosures and power supplies for use in multiple applications. This equipment is portable and concealable so it is not so obvious, and it will blend in during covert surveillance operations. The front-tilt camera is engineered for adaptability to multiple disguises and a wide environmental range, maximizing potential for use and return on investment. The company's Southern California-based headquarters allow immediate access to professional technical support 24/7 and on-site training as needed.

Crime Point, Inc. is the manufacturer and sole source for the HermitCam, a series of concealable, law enforcement IP camera pan/tilt combinations coupled with the CP-Flex Jr., a compact network recording system, engineered specifically for mobile applications with high temperature demands.

These products cannot be purchased from any other vendor. Other covert, remote video products lack the quality and flexibility evident in our physical inspection of the Crime Point model. Other companies provide single-function concealments with restricted operating temperature, limiting their versatility and deployment possibilities.

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

The Sheriff's Department is a participating agency in the Operation Stonegarden (OPSG) program funded by the U.S. Department of Homeland Security through the California Emergency Management Agency (Cal-EMA). The focus of OPSG is to increase law enforcement presence in areas identified through intelligence information as "high-entry" points and routes of egress used by narcotic smuggling and human trafficking organizations, or as central transportation hubs. Through the enforcement of the California Penal Code, OPSG affiliates act as a second tier of Homeland Security operations in direct support of the National Border Patrol Strategy.

The Sheriff's Department is also the mutual aid coordinator for the entire operational area and the conduit to Cal-EMA in Sacramento for resources. SERT supports all Sheriff's stations, contract cities and other law enforcement agencies within the Riverside County area as well.

This particular network video surveillance system, provided solely by Crime Point, Inc., will assist with all aspects of this mission.

7. Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:

Standard government pricing has been quoted, with a package discount of \$320.

HermitCam Transformer (\$12,823, includes sales tax)

HermitCam Flex Jr. (\$10,075, includes sales tax)

Network server recording station with recording software ; 4 camera licenses; and two mini 18x zoom IP cameras with modems (\$17,099, includes sales tax).

Total purchase price: \$39,997


No added costs are included, apart from the two cellular data plans required for live monitoring. On-site training and 24/7 technical support will be provided at no additional cost for any problems or malfunctions that should arise.

8. Does moving forward on this product or service further obligate the county to future similar contractual arrangements or any ongoing costs affiliated with this sole source?

No. This is a one-time purchase to meet the requirements of the FY10 OPSG Grant. Any upgrades to the unit would be separate. Riverside County Sheriff's Department Technical Services Bureau will handle maintenance and repairs. There is no expectation of ongoing business with this company based on the purchase of this system. The only obligation would be an approved cellular data plan that can be negotiated through an already existing Riverside County provider.

9. Period of Performance:

One time purchase not to exceed \$40,000.

 11-21-12
Chief Deputy Signature Date

 11/20/12
Department Head Signature Date

Purchasing Department Comments:

Approve Approve with Condition/s Disapprove
Not to exceed: \$ 40K One time Annual Amount through _____

 11/22/2012 13-232
Purchasing Agent Date Approval Number
(Reference on Purchasing Documents)



RIVERSIDE COUNTY INFORMATION TECHNOLOGY PROCUREMENT FORM
To be completed for all departmental purchases of IT systems, services or renewals

25428
Tracking Number for Internal Use Only

n/13

REQUESTED PURCHASE: HERMITCAM TRANSFORMER & FLEX JR NETWORK VIDEO SURVEILLANCE																					
DEPARTMENT/AGENCY: SHERIFF-SERT																					
CONTACT NAME/PHONE: EMILY LONG (951) 955-2716																					
PURCHASE REQUEST: <input checked="" type="checkbox"/> NEW EQUIPMENT/SERVICES <input type="checkbox"/> UPGRADE <input type="checkbox"/> REPLACEMENT																					
PURCHASE TYPE: <input type="checkbox"/> PROFESSIONAL SERVICES <input checked="" type="checkbox"/> SOFTWARE <input checked="" type="checkbox"/> HARDWARE <input type="checkbox"/> RENEWAL																					
DESCRIBE REQUESTED PURCHASE	HermitCam "Transformer" quick-swap multi-enclosure covert network video surveillance system, water resistant tactical enclosure, 24-hr battery pack, transport case, Hermit Cam Flex Jr Drop Rapid Deployment Network video system, HermitCam Front-tilt camera on removable base, Network recording station																				
BUSINESS NEEDS ADDRESSED	Undercover Surveillance for SERT vehicles. Has wi-fi access. Concealable, law enforcement IP Camera pan/tilt combination and recording system.																				
ARE THERE ANY OTHER COUNTY SYSTEMS THAT PROVIDE THE SAME FUNCTIONALITY?	<input checked="" type="checkbox"/> NO <input type="checkbox"/> YES <input type="checkbox"/> UNKNOWN																				
BUSINESS CRITICALITY <input checked="" type="checkbox"/> Run the business <input checked="" type="checkbox"/> Grow the business <input checked="" type="checkbox"/> Transform the business	BUSINESS IMPACT (SELECT ALL THAT APPLY) <input checked="" type="checkbox"/> Support current operations <input type="checkbox"/> Reduce Expenses <input type="checkbox"/> Improve Customer Service <input checked="" type="checkbox"/> Improve Operational Efficiencies																				
BUSINESS RISKS	Financial: None Operational: None Customer: None																				
ALTERNATIVE SOLUTIONS	1. [Solution] NO OTHER PRODUCT CAN MEET THE SAME STANDARDS – SOLE SOURCE 2. [Solution] 3. [Solution]																				
TRANSACTION	<input checked="" type="checkbox"/> Cash Purchase <input type="checkbox"/> Lease Purchase Lease Years: _____																				
PURCHASE COSTS Hardware: \$39,996.73 Software: \$ Labor: \$	COST BENEFIT ANALYSIS- SOLE SOURCE <table border="1"> <thead> <tr> <th></th> <th>ALTERNATIVE STATUS QUO</th> <th>ALTERNATIVE</th> <th>ALTERNATIVE</th> </tr> </thead> <tbody> <tr> <td>Current Annual Cost</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Ongoing Annual Cost</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Annual Cost Savings</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Net Annual Savings</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		ALTERNATIVE STATUS QUO	ALTERNATIVE	ALTERNATIVE	Current Annual Cost				Ongoing Annual Cost				Annual Cost Savings				Net Annual Savings			
	ALTERNATIVE STATUS QUO	ALTERNATIVE	ALTERNATIVE																		
Current Annual Cost																					
Ongoing Annual Cost																					
Annual Cost Savings																					
Net Annual Savings																					



RIVERSIDE COUNTY INFORMATION TECHNOLOGY PROCUREMENT FORM
 To be completed for all departmental purchases of IT systems, services or renewals

Tracking Number for
Internal Use Only

TOTAL COST: \$39,996.73	Project Implementation Cost			
	Project Payback Period? yrs			

Department Head Signature: *[Signature]* **SENT** Date: *11-15-12*
LT MATTHEW AUELIN

RCIT RECOMMENDATION – for purchases and renewals under \$100,000

Recommended: Yes No (Non-recommended requests submit to TSOC)

By: **RCIT - APPROVED** Date: *11/19*

Chief Information Officer Signature: _____ Date: _____

Rp

RCIT explanation for non-recommended requests:

TSOC RECOMMENDATION: for purchases and renewals over \$100,000 and RCIT non-recommended purchases or renewals

Recommended: Yes No (In no, provide explanation below)

TSOC Chair Signature: _____ Date: _____

TSOC explanation for denied requests: