

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

338



RCIT Kevin K Crawford, CIO  
 Departmental Concurrence  
 24 Apr 13

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

**SUBMITTAL DATE:**  
04/02/12

**SUBJECT:** Approval of a Multi-Year Sole Source Purchase Award to Cellebrite U.S.A. to Provide the Sheriff's Department Universal Forensic Cell Phone Extraction Devices and Service Support

**RECOMMENDED MOTION:** Move that the Board of Supervisors authorize the Purchasing Agent to purchase Universal Forensic Cell Phone Extraction Devices (UFED) with software licenses and service support from Cellebrite U.S.A. for a cost not exceed \$75,000 annually until June 30, 2018, without obtaining competitive bids in accordance with Ordinance 459.4.

(Continued on Page 2)

*Will Taylor for*

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

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$65,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$65,000	Budget Adjustment:	No
	Annual Net County Cost:	\$75,000	For Fiscal Year:	FY 2012-13

<b>SOURCE OF FUNDS: Departmental Budget BR 13-076</b>	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**

- Consent
- Policy
- Consent
- Policy

Dept's Recomm.:  
Per Exec. Ofc.:

2012 APR 02 10:30 AM  
 RECEIVED RIVERSIDE COUNTY

3-20

## **BOARD OF SUPERVISORS**

### **FORM 11: Approval of a Sole Source Purchase of Forensic Cell Phone Extraction Devices from Cellebrite U.S.A.**

BR 13-076

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**BACKGROUND:** On April 17, 2012 (3.14), the Board approved the sole source purchase of seven universal forensic cell phone extraction devices from Cellebrite U.S.A. Forensic cell phone extraction devices, as the name implies, recover, decode and analyze digital evidence from mobile phones or any device that has both internal memory and communication ability. Acknowledging Cellebrite's continued superior device performance and price reasonableness over the last year, and the Sheriff's fast expanding use of the extractors in every sector of Patrol, the department is requesting a five-year annual expense authorization of \$75,000 with this firm.

Last year, the Sheriff's Department detailed to the Board Cellebrite's superiority over its two main rivals: Susteen and Logicube. Currently, Cellebrite continues to lead in its accessibility to handset source codes. Its UFED's automatically extract data from over 4,000 different cell phones, including CDMA phones (ones that run on Sprint and Verizon), GSM phones (AT&T & most international carriers), iOS (iPhone, iPad, etc) devices, and Android devices were recently added. Susteen advertises access to over 4,000 phones; however their website listing shows only 3,014 phones. Currently, they lack the capabilities of full extraction, which varies from devices and carriers. Logicube advertises access to over 2,000 phones, but access to the tablet and ipad devices are currently not available.

In addition to cell phones, Cellebrite is also capable of extracting, decrypting, and decoding GPS Navigation devices. Although Logicube can also extract GPS devices, they are limited to extracting data from fourteen different GPS devices. Susteen currently does not offer any extraction capabilities on GPS devices, as they are still working on adding this feature. Cellebrite lists over one hundred GPS devices that they are capable of extracting information from, which include TomTom and Garmin. Cellebrite's UFED extracts data from GPS devices on locations, dates, time, and routes of all movements, geotags, and even deleted data.

Cellebrite also offers a "ruggedized" version which will endure the rigors of field use while offering the same functionality. Additionally, the ruggedized version carries 5 SIM ID Cloning cards rather than the traditional 3, as well as 5 Micro SIM ID Cloning cards. Ruggedized versions also include a UFED phone charger, hardened carrying case, UFED Forensic memory card reader, faraday bag, case embedded work surface, UFED Touch screen cover, and a UFED External Hard Drive.

**Price Reasonableness:** Cellebrite is offering the County the same discount offered state and local government and law enforcement agencies.

Previously, the Department purchased the Cellebrite "Classical" version device, and has acquired 10 of the devices since 2008. Cellebrite now manufactures the UFED Touch Logical extraction device and the UFED Touch Ultimate device. To upgrade the Classical version to function like the UFED Touch Logical version, the Physical/Ultimate Add-On Module has to be purchased. This device upgrade costs \$3,999. It must be noted that Cellebrite has announced it will be phasing out the Classical version within the next three years.

Cellebrite is offering the UFED Touch Logical for \$6,000, and this price includes

**BOARD OF SUPERVISORS**

**FORM 11:** Approval of a Sole Source Purchase of Forensic Cell Phone Extraction Devices from Cellebrite U.S.A.

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the first year Logical software updates, live tech support, and new cables. The Ruggedized UFED Logical version costs \$7,999. This amount also includes the first year of Logical software updates, live tech support, and new cables. Subsequently, the yearly service update for both versions will cost \$999.99 per year. The vendor has maintained the same Logical software update cost since 2008.

The cost of the UFED Ultimate is \$9,499, and this amount includes a \$500 discount given to law enforcement agencies and the first year of Logical software updates, live tech support, and cables. The Ruggedized UFED Ultimate version costs \$11,499. This amount also includes a \$500 discount and the first year and law enforcement discount included as well, and the first year of Logical software updates, live tech support, and cables. Subsequently, the yearly service update for both versions will cost \$ 2,999 per year.

Date: March 20, 2013

From: Will Taylor, Finance Director                      Department/Agency: Sheriff's Department

To: Board of Supervisors/Purchasing Agent

Via: Purchasing Agent

Subject: Sole Source Procurement; Request to purchase cell phone extraction devices, service updates and annual service agreement.

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:** Request to purchase Universal Forensic Cell Phone Extraction Devices (UFED), update services, and the annual services agreement for all devices.
  - Service Updates to the Classical UFED
  - UFED Touch Logical and Ruggedized version
  - UFED Touch Ultimate and Ruggedized version
2. **Supplier being requested:** Cellebrite USA, Corp.
3. **Alternative suppliers that can or might be able to provide supply/service:** Other similar products on the market are Susteen's Secure View 3, and Logicube CellDEK. Both competitors provide a fraction of the service, but not all of the services/features of the Cellebrite device, or as many contracts with other cell phone carriers as Cellebrite.

Contracts with cell phone carriers are essential because they allow Cellebrite access to proprietary information each carrier uses in their phones. Having this information is equivalent to having a key that unlocks the technology applicable to each phone/device, which results in a more expeditious and thorough collection of information. Cellebrite is usually up to date with all the new phone devices currently out in the market.

In addition, the Sheriff's Department has also purchased and used the Secure View and CellDEK devices. The Secure View and CellDEK devices do not support as many different types of cell phones as Cellebrite's product. The Sheriff's Department has also experienced downtime with the CellDEK device, and has had to return the device to the manufacturer for repairs on several occasions. The department has also experienced breakage problems with the Susteen product. These issues are an inconvenience, which limits the ability to capture real time data and keep up with a case load. These device manufacturers do not have the ability to access and update software with the cell phone companies as they do not have exclusive contracts with the carriers. Finally, Cellebrite provides monthly software updates that allow the department to remain current with technology.

4. **Extent of market search conducted:** Information on extraction device utility and durability was provided by computer forensic investigative personnel who have utilized the Secure View, CellDEK and Cellebrite devices to conduct forensic analysis. In a head-to-head comparison of all three devices used by the Sheriff's Department, the Cellebrite device provided the most hits,

## SS-SHERIFF-Cellebrite, Page 2

and the most accurate information. Department staff has recently contacted Susteen and Logicube to inquire about their newest devices and determined that their devices still do not provide the same features as Cellebrite.

- 5. Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Cellebrite's UFED Ultimate supports all cell phone platforms and is compatible with any mobile carrier. It has the capability of extracting information from phone applications such as social networks, phone applications, and GPS applications such as the Garmin.

Cellebrite has access to source codes as well as handsets before retail launch. The UFED automatically extracts data from over 4,000 different cell phones, including CDMA phones (ones that run on Sprint and Verizon), GSM phones (AT&T & most international carriers), iOS (iPhone, iPad, etc) devices, and Android devices were recently added. Susteen advertises access to over 4,000 phones; however their website listing shows only 3,014 phones. Currently, they lack the capabilities of full extraction, which varies from devices and carriers. Logicube advertises access to over 2,000 phones, but access to the tablet and ipad devices are currently not available.

In addition to cell phones, Cellebrite is also capable of decrypting and decoding TomTom navigations and follow locations, dates, time, and routes of all movements while the device has been on. Cellebrite's UFED also extracts data from GPS devices including fixes, favorite locations, geotags, and even deleted data. Cellebrite also offers a "ruggedized" version which will endure the rigors of field use while offering the same functionality. Additionally, the ruggedized version carries 5 SIM ID Cloning cards rather than the traditional 3 as well as 5 Micro SIM ID Cloning cards. Ruggedized versions also include a UFED phone charger, Rugged carrying case, UFED Forensic memory card reader, faraday bag, case embedded work surface, UFED Touch screen cover, and a UFED External Hard Drive.

- 6. Reasons why my department requires these unique features and what benefit will accrue to the county:** This is an ideal solution for the Sheriff's Department as the equipment can be utilized on or off-site for cell phone analysis. The compatibility with most cell phones is unparalleled which allows for thorough examinations.

The Sheriff's CATCH Unit has a device, but the demand for its use is high and cases are turned away or suffer lengthy waits because of the lack of resources. The Cellebrite system is portable, handheld, and has the ability to extract data in real time and can be self-powered by internal rechargeable battery, 12 volt vehicle power, or 15 volt AC power. This makes it convenient for the Sheriff's Department to conduct on-site forensic analysis on cell phones. Many, if not most, of the investigations involve cell phones, and smart phones (hand held computers), that require recovery of the evidence contained on them. Without a Cellebrite extraction device, the Sheriff's Department would not be able to collect valuable evidence. Cellebrite will improve the ability to support stations and agencies to gather essential evidence to use in trials. Furthermore, many victims have digital evidence on their mobile device and smart phones, and with this equipment the department will be able to recover and use it for a successful prosecution.

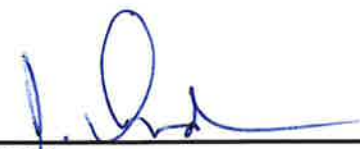
**Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:** Cellebrite is offering the County the same discount offered state and local government and law enforcement agencies.

Cellebrite is offering the UFED Touch Logical for \$6,000, and this price includes the first year Logical software updates, live tech support, and new cables. The Ruggedized UFED Logical version costs \$7,999. This amount also includes the first year of Logical software updates, live tech support, and new cables. Subsequently, the yearly service update for both versions will cost \$999.99 per year. The vendor has maintained the same Logical software update cost since 2008.

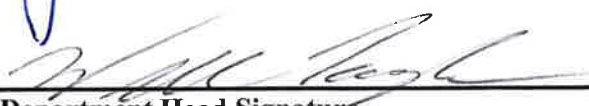
Previously, the Department purchased the Cellebrite Classical version. Since 2008, we have purchased 10 of the devices. To upgrade the Classical version to function like the UFED Touch Logical, the Physical/Ultimate Add-On Module has to be purchased at a cost of \$3,999. Cellebrite has announced it will be phasing out the Classical version within the next three years. However, the \$6,000 purchase price of the Touch Logical version makes it a smarter purchase, since the total cost of the Classical with the Add-On module is approximately \$2,400 than that of the Touch Logical.

The cost of the UFED Ultimate device is \$9,499, and this amount includes a \$500 discount given to law enforcement agencies and the first year of Logical software updates, live tech support, and cables. The Ruggedized UFED Ultimate version costs \$11,499. This amount also includes a \$500 discount and the first year and law enforcement discount included as well, and the first year of Logical software updates, live tech support, and cables. Subsequently, the yearly service update for both versions will cost \$ 2,999 per year.

7. **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? (Maintenance, support, or upgrades, if so, please explain).** Yes. The department will utilize the firm for product maintenance and software updates.
8. **Period of Performance:** The Department requests a five-year agreement, renewable in one year increments for an amount not to exceed \$75,000 annually, and contingent upon Cellebrite's product continuing its superior performance compared to its competitors. This amount will cover all new purchases of Cellebrite's devices, including the service update on the new devices and any existing devices.

  
\_\_\_\_\_  
Chief Deputy Signature

4/22/13  
\_\_\_\_\_  
Date

  
\_\_\_\_\_  
Department Head Signature

4/22/13  
\_\_\_\_\_  
Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$ 75,000 One time  Annual Amount through 6-30-2018



Purchasing Agent

4-22-13

Date

13-452


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

Tracking Number for Internal Use Only

<b>REQUESTED PURCHASE:</b>	<b>CELLEBRITE CELL PHONE EXTRACTION DEVICES AND MAINT. SERVICES</b>																						
<b>DEPARTMENT/AGENCY:</b>	SHERIFF DEPT.																						
<b>CONTACT NAME/PHONE:</b>	SOKUN TRAN 955-9848																						
<b>PURCHASE REQUEST:</b>	<input checked="" type="checkbox"/> NEW EQUIPMENT/SERVICES	<input type="checkbox"/> UPGRADE	<input type="checkbox"/> REPLACEMENT																				
<b>PURCHASE TYPE:</b>	<input type="checkbox"/> PROFESSIONAL SERVICES	<input checked="" type="checkbox"/> SOFTWARE	<input type="checkbox"/> HARDWARE <input checked="" type="checkbox"/> RENEWAL																				
<b>DESCRIBE REQUESTED PURCHASE</b>	Cellebrite cell phone extraction devices are used for forensic data extraction. The Logical device is \$6K each and the Ultimate Touch device is \$10K each. Annual purchase and service maintenance on all devices not to exceed \$75K. Request on Form 11 is for all stations and bureaus.																						
<b>BUSINESS NEEDS ADDRESSED</b>	Support investigative functions 																						
<b>ARE THERE ANY OTHER COUNTY SYSTEMS THAT PROVIDE THE SAME FUNCTIONALITY?</b>	<input checked="" type="checkbox"/> NO <input type="checkbox"/> YES <input type="checkbox"/> UNKNOWN																						
<b>BUSINESS CRITICALITY</b>	<b>BUSINESS IMPACT (SELECT ALL THAT APPLY)</b>																						
<input checked="" type="checkbox"/> Run the business	<input checked="" type="checkbox"/> Support current operations																						
<input type="checkbox"/> Grow the business	<input checked="" type="checkbox"/> Reduce Expenses																						
<input type="checkbox"/> Transform the business	<input checked="" type="checkbox"/> Improve Customer Service																						
	<input checked="" type="checkbox"/> Improve Operational Efficiencies																						
<b>BUSINESS RISKS</b>	Financial: n/a Operational: n/a Customer: n/a																						
<b>ALTERNATIVE SOLUTIONS</b>	1. [Solution] 2. [Solution] 3. [Solution]																						
<b>TRANSACTION</b>	<input checked="" type="checkbox"/> Cash Purchase <input type="checkbox"/> Lease Purchase    Lease Years: _____																						
<b>PURCHASE COSTS</b>	<b>COST BENEFIT ANALYSIS</b>																						
Hardware: \$ 55,000	<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><b>Net Annual Savings</b></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>				ALTERNATIVE STATUS QUO	ALTERNATIVE	ALTERNATIVE	Current Annual Cost				Ongoing Annual Cost				Annual Cost Savings				<b>Net Annual Savings</b>			
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Current Annual Cost																							
Ongoing Annual Cost																							
Annual Cost Savings																							
<b>Net Annual Savings</b>																							
Software: \$20,000																							
Labor: \$																							





**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: \$ 75,000	Project Implementation Cost			
	Project Payback Period? yrs			

Department Head Signature: \_\_\_\_\_ Date: \_\_\_\_\_


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

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

By: \_\_\_\_\_ Date: \_\_\_\_\_

Chief Information Officer Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**RCIT explanation for non-recommended requests:**

  
**RCIT - APPROVED**

**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:**

\_\_\_\_\_