

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

441



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

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

**SUBJECT:** Approval of Crime Point, Inc. as a Sole Source Provider for the Provision and Installation of Surveillance Equipment for Sheriff's Special Investigations.

**RECOMMENDED MOTION:** Move that the Board of Supervisors authorize the County Purchasing Agent to purchase surveillance equipment from Crime Point Incorporated at a cost not to exceed \$49,307, without securing competitive bids, in accordance with Ordinance 459.4.

**BACKGROUND:** On 04/24/07 (3.32), the Board approved the sole source purchase of two high-tech vehicles, equipped with a full array of surveillance equipment from Crime Point, Inc. This \$250,000 purchase was made with Cal-MMET grant funds from the Governor's Office of Emergency Services, which target methamphetamine traffickers.

The Sheriff's Special Investigations Bureau is now requesting that the Board approve major surveillance equipment upgrades for both of these vehicles, again provided by Crime Point, Inc. To ensure proper installation of the equipment and maintain the integrity of the vehicle wiring, it is crucial that the original designer of the vehicles, Crime Point, handle this project. The Information Technology Department has approved this procurement.

(Continued on Page 2)

*[Signature]*  
Stanley L. Sniff Jr., Sheriff-Coroner-PA

Lee Wagner, Assistant Sheriff

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$49,307	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

<b>SOURCE OF FUNDS: State Grant Funds</b> BR 13-003	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

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

BY: *[Signature]*  
Elizabeth J. Olson

**County Executive Office Signature**

**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Stone, seconded by Supervisor Benoit and duly carried, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Buster, Tavaglione, Stone and Benoit  
Nays: None  
Absent: Ashley  
Date: July 3, 2012  
xc: Sheriff, Purchasing

Kecia Harper-Ihem  
Clerk of the Board  
By: *[Signature]*  
Deputy

3.30

Departmental Concurrence  
 Purchasing: *[Signature]* Mark Seiler, Assistant Director

ATTACHMENTS FILED WITH THE CLERK OF THE BOARD  
 Policy  
 Policy  
 Consent  
 Consent  
 Dep. Rec. Off.:  
 Per Exec. Ofc.:

This proposed project will include the following equipment installations:

IP Complete Surveillance Vehicle (Van) Upgrade Package (\$29,474)

This package includes upgrades applied to the video recorder, color camera, charger, the motorized camera track, and components. Other upgrades include the installation of new remote controlled Wi-Fi access points, an air conditioner, a ruggedized keyboard and two (2) new VGA flat screen monitors.

IP Complete Surveillance Vehicle Drop Car Upgrade Package (\$16,842)

This package includes upgrades applied to the video recorder, recording software for 13 cameras, (increased from the four (4) perimeter cameras, originally installed), three four-channel video encoders, remote controlled Wi-Fi access points, and the high temperature network switch. Crime Point will also integrate the current Raven modem and refresh wiring as necessary.

Two (2) Modem Upgrades (\$880 X 2 = \$1,760)

Model GX 440. 3G/4G Verizon LTE modem

**Price Reasonableness:**

Crime Point is offering the County the same GSA pricing on applicable components that it offers to all state and local government agencies, along with a 5% quantity discount of \$2,316.

Date: May 1, 2012

From: Will Taylor, Chief of Finance Department/Agency: Special Investigations Bureau

To: Board of Supervisors/Purchasing Agent

Via: Purchasing Agent

Subject: Sole Source Procurement; Request for surveillance van and surveillance car upgrades

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:** Upgrades to the existing surveillance equipment to be installed in two vehicles: the surveillance van and drop car.
2. **Supplier being requested:** Crime Point, Inc.
3. **Alternative suppliers that can or might be able to provide supply/service:** None. The original purchase of surveillance equipment and vehicles from Crime Point was BOS approved on Agenda 3.32 on April 24, 2007. This uniquely designed surveillance equipment was manufactured by and purchased from Crime Point. To maintain the same level of capability that the equipment provides, the upgrades must be completed by the same vendor.
4. **Extent of market search conducted:** Since the vehicles were designed and customized by Crime Point, SIB is requesting equipment upgrades through the same vendor to maintain the integrity of the vehicles.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** The upgrades for both the van and the drop car will integrate new technology into the existing vehicles. For the drop car, the upgrade will include removing and replacing the existing video recorder with a CP Flex network. This will allow remote recording and remote searches of recorded video through the Internet. The CP Flex is a rapidly deployable system that can be quickly moved to another vehicle or building when the drop car is not being used. A new PTZ IP camera will also be installed, which will be used in conjunction with the fixed cameras to allow detailed evidence gathering while maintaining a wide angle view of the target area. Existing cameras will be converted to IP for centralized network monitoring. Other work will include installations of the broadband modem with remote controlled Wi-Fi Access Points, three four-channel video encoders, and a high temperature network switch. Existing batteries will be removed and replaced.

For the van, upgrades will include the removal and replacing of the existing video recorder. This will allow remote recording setting changes in the frame rate, as well as allow remote searches of recorded video through the Internet. Another added upgrade will be the ability to select specific cameras to record simultaneously. The existing camera will be removed and replaced with the new IP camera technology which provides enhanced imaging capabilities in a compact form factor, with the perimeter security system integrated for centralized IP control. The work will also include installations of broadband modems with remote controlled Wi-Fi Access Points, and one four-

channel video encoder. Existing track, wiring, and motorized mechanisms will be serviced and replaced as needed. Two existing TV monitors will be removed and replaced with two 17" VGA flat screen monitors. A new air conditioning system with an upgraded charger and greater cooling capacity will also be installed. Crime Point is the only company to manufacture a 12-volt air conditioner designed specifically for surveillance vans.

6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** The vehicles and equipment were originally purchased from Crime Point in 2007. To continue covert remote surveillance, the equipment must be routinely upgraded. To ensure that the upgrades meet original equipment specifications and the equipment installations are performed properly, it is important that Crime Point perform the work.
7. **Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:** Crime Point Incorporated is offering the County the same GSA pricing on applicable components that it offers to all state and local government agencies, along with the standard 5% quantity discount of \$2,316.

IP Complete Surveillance Vehicle (Van) Upgrade Package (\$29,474)

This package includes upgrades applied to the video recorder, color camera, charger, the motorized camera track, and components. Other upgrades include the installation of a new remote controlled Wi-Fi access points, air conditioner, ruggedized keyboard and two (2) new VGA flat screen monitors.

IP Complete Surveillance Vehicle Drop Car Upgrade Package (\$16,842)

This package includes upgrades applied to the video recorder, recording software for 13 cameras, (increased from the four (4) perimeter cameras, originally installed), three four-channel video encoders, remote controlled Wi-Fi access points, and the high temperature network switch. Crime Point will also integrate the current Raven modem and refresh wiring as necessary.

Two (2) Modem Upgrade (\$880 X 2 = \$1,760)

Model GX 440. 3G/4G Verizon LTE modem

The total purchase cost including tax (\$3,546) and discounts (\$-2,316) is \$49,307

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? (Maintenance, support, or upgrades, if so, please explain).** No

9. **Period of Performance:** Request for a one time upgrade of two vehicles in the amount of \$49,307.

Chief Deputy Signature

Date

Department Head Signature

Date



4/21/12

SS-SHERIFF-Crime Point, Inc., Page 3

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$ 49,307     One time     Annual Amount through \_\_\_\_\_

[Signature]  
Purchasing Agent

6-21-12  
Date

13-006  
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

24184  
Tracking Number for  
Internal Use Only

5/30

<b>REQUESTED PURCHASE:</b> UPGRADE TO VEHICLE SURVEILLANCE SYSTEMS																					
<b>DEPARTMENT/AGENCY:</b> SHERIFF-SIB																					
<b>CONTACT NAME/PHONE:</b> EMILY LONG (951) 955-2716																					
<b>PURCHASE REQUEST:</b> <input type="checkbox"/> NEW EQUIPMENT/SERVICES <input checked="" type="checkbox"/> UPGRADE <input type="checkbox"/> REPLACEMENT																					
<b>PURCHASE TYPE:</b> <input type="checkbox"/> PROFESSIONAL SERVICES <input type="checkbox"/> SOFTWARE <input checked="" type="checkbox"/> HARDWARE <input type="checkbox"/> RENEWAL																					
<b>DESCRIBE</b>	Upgrades to the existing surveillance equipment to be installed in the surveillance van and drop car:																				
<b>REQUESTED PURCHASE</b>	<p><u>IP Complete Surveillance Vehicle (Van) Upgrade Package (\$29,474)</u>- The upgrades applied to the video recorder, color camera, charger, the motorized camera track, and components. The upgrades will also include the installation of a new remote controlled Wi-Fi access points, air conditioner, ruggedized keyboard and two (2) new VGA flat screen monitors.</p> <p><u>IP Complete Surveillance Vehicle Drop Car Upgrade Package (\$16,842)</u></p> <p>The upgrades applied to the video recorder, recording software for 13 cameras, increased from the four (4) perimeter cameras, three four-channel video encoders, remote controlled Wi-Fi access points, and the high temperature network switch. It will also integrate the current Raven modem and refresh wiring as necessary.</p> <p><u>Two (2) Modem Upgrade (\$880 X 2 = \$1,760)</u></p> <p>Model GX 440. 3G/4G Verizon LTE modem</p> <p>Total Cost Including Tax (\$3,546) and Discounts (\$-2,316) is \$49,307.</p>																				
<b>BUSINESS NEEDS ADDRESSED</b>	New/improved surveillance technologies with new remote controlled Wi-Fi 3G/4G access points, high temperature network switch, allows covert operations to be conducted.																				
<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 type="checkbox"/> Grow the business <input checked="" type="checkbox"/> Transform the business	<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																				
<b>BUSINESS RISKS</b>	Financial: None- Cal-MMET Project reimbursed Operational: None Customer: None																				
<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- SOLE SOURCE</b>																				
Hardware: \$49,307	<table border="1" style="width:100%; border-collapse: collapse;"> <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																					
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Net Annual Savings																					
Software:																					
Labor: \$																					



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

24184

Tracking Number for  
Internal Use Only

TOTAL COST: \$49,307	Project Implementation Cost			
	Project Payback Period (yrs)			

Department Head Signature: *[Signature]* Date: 05-30-12

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

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

By: \_\_\_\_\_ Date: 6/14/12 *[Signature]*  
Chief Information Officer Signature: **RCIT - APPROVED** Date: \_\_\_\_\_

**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:**

\_\_\_\_\_