
**CITY OF TEMPE
REQUEST FOR COUNCIL ACTION****Council Meeting Date: 09/24/2015
Agenda Item: 6A2**

ACTION: Award a five-year contract to TASER International, Inc. for the purchase of a digital evidence and body-worn camera solution for the Police Department.

FISCAL IMPACT: Total five-year cost of this contract (including tax) shall not exceed \$1,867,474. Sufficient funds have been appropriated in the Police Protection Capital Improvement Project Fund, cost center 5507179 (Digital Evidence / BWC Project) for the anticipated expenditures in the current fiscal year.

RECOMMENDATION: Award the contract.

BACKGROUND INFORMATION: (RFP 15-085) In July of 2014 a task force was formed to thoroughly research the evolving digital evidence and body worn camera industry as well as begin the process of drafting a comprehensive digital evidence and body worn camera operating policy and bidding documents. In late January of this year a Request for Proposal (RFP) was issued that marked the beginning of the City's nine-month sourcing process that ultimately led to the award recommendation described herein.

The evaluation committee is recommending that TASER International, Inc. be awarded a five-year contract for the purchase, implementation, and support of a wearable body camera solution and a comprehensive digital evidence storage solution that shall store and manage the department's audio, video, and still images. With Council approval, the Tempe Police Department will implement the body worn camera system incrementally over the first year leading to a total distribution of 340 cameras by the end of the first contract year. Officers will have the ability to select between two different camera styles including the TASER Axon Body camera that can be attached to the officer's upper torso area or the TASER Axon Flex camera which can be mounted to a variety of locations including the shoulder, lapel, ball cap, or glasses.

Officers can easily activate or deactivate the video/audio recordings as well as upload, view, and tag all captured video. Importantly, officers will not have the ability to edit or delete any portion of captured video. At the end of an officer's shift, the camera will be placed at an assigned docking station where the batteries will be re-charged and all of the captured video/audio will be automatically uploaded to a secure vendor-hosted server ("cloud") solution. Once the video/audio is tagged and uploaded it shall remain in the secure digital evidence data storage repository where it can be viewed, redacted, and shared as well as interfaced with existing 3rd party software.

Evaluation Process

On January 23, 2015, the City issued the RFP to 318 registered vendors. Significant supplier interest ensued resulting in the publishing of five (5) addendums that clarified a number of scope of work issues.

On March 30, 2015, the City opened and recorded a total of 10 offers as shown below (alpha order):

- Applied Concepts
- Digital Ally, Inc.
- Donatini dba Johnson Hicks Marine, Inc.
- Linear Systems*
- PCS Mobile*
- Safety Innovations International
- Utility Associates
- TASER International, Inc.

- VieVu, Inc.
- Voice Products, Inc.*

The three (3) companies marked with an asterisk (*) were determined non-responsive to the published scope of work due to their failure to offer a vendor-hosted data management solution. The remaining companies were moved forward in the evaluation process.

The offers were evaluated by a committee comprised of staff from Police, Information Technology, and Procurement. The committee evaluated the proposals in accordance with the published evaluation criteria as shown below:

- Quality of Solution Offered.....40%
- Cost.....30%
- Experience and Qualifications.....15%
- Implementation Timeline.....10%
- Responsiveness.....5%

The following table displays the initial total five-year cost (less sales tax) and evaluation scores for the seven (7) companies. The 5-year cost includes the following pricing elements:

- One-time development and implementation fees including conversion of the existing (3.5 TB) evidence database to new solution
- Software licensing and hosting fees (5-years)
- Software maintenance and support fees (5-years)
- Training and travel fees
- 340 Body cameras, attaching accessories, and docking station fees
- Hardware warranty fees

Table 1: Initial Evaluation Price and Scores

<u>Company</u>	<u>Total 5-Year Cost</u>	<u>Evaluation Score</u>
TASER International, Inc.*	\$1,949,732.58	760.95
Utility Associates, Inc.*	\$1,365,842.00	720.90
VieVu, Inc.*	\$1,202,230.00	607.11
Safety Innovations International*	\$1,182,542.00	598.05
Digital Ally, Inc.	\$1,130,298.00	576.79
Donatini dba Johnson Hicks Marine	\$1,205,755.00	503.90
Applied Concepts (Option 1)	\$1,429,760.00	472.93
Applied Concepts (Option 2)	\$1,942,760.00	469.60

The committee determined that the four (4) highest scoring offers (*) would be moved forward in the evaluation process. The remaining firms were determined non-susceptible for award and removed from contention.

The short listed companies were invited to interview and demonstrate their camera and data storage solutions. Each company was allotted three (3) hours during which the City was able to ask a host of questions related to each offer as well as participate in a hands-on demonstration of the solutions. After the demonstration phase wrapped up, the committee issued best and final offer letters (BAFO's) to each company that addressed a host of clarifications and negotiation points.

Best and final offers were reviewed and scored by the evaluation committee. Table 2 displays the revised 5-year costs (less sales tax) along with the BAFO #1 scores:

Table 2: Best and Final #1 Evaluation Price and Scores

<u>Company</u>	<u>Total 5-Year Cost</u>	<u>Evaluation Score</u>
VieVu, Inc.*	\$1,917,144.75	912.00
TASER International, Inc.*	\$1,885,068.30	892.14
Utility Associates, Inc.	\$1,362,862.00	767.71
Safety Innovations International	\$943,542.00	635.71

The committee determined that VieVu, Inc. and TASER International, Inc. (*) would be brought forward in the evaluation process. The remaining two (2) firms were determined non-susceptible for award and removed from contention.

At this point the committee determined that a field test was necessary in order to fully evaluate in real time the final two candidates' technology solutions. After discussing this test with the companies, it was determined that each candidate would be given three (3) weeks to demonstrate their solution. An officer pilot group made up of twelve (12) Police Officers was selected to field test each company's products during the consecutively scheduled tests. In addition, Police and Information Technology staff evaluated the data storage management systems of both firms from uploaded test video. At the conclusion of each company's field test, the test groups met with the evaluation committee to provide a full debrief on their experiences and observations. The field test proved to be extremely helpful in gaining a complete and thorough understanding of the operations of the two different solutions. Throughout the field test, the officer pilot group and the digital evidence test group were surveyed on their observations and experiences and in the end unanimously favored the TASER International product.

While the field tests were being conducted, two (2) members of the evaluation team traveled and met with law enforcement agencies that were included as references by the candidates. One reference from each of the candidates was visited which provided additional insight into the award decision.

At the conclusion of the field tests a second best and final offer invitation was issued to both companies. Best and final offers were reviewed and scored by the evaluation committee. Table 3 displays the revised 5-year costs (less sales tax) along with the BAFO #2 scores:

Table3: Best and Final #2 Evaluation Price and Scores

<u>Company</u>	<u>Total 5-Year Cost</u>	<u>Final Evaluation Score</u>
TASER International, Inc.	\$1,729,446.60	1057.86
VieVu, Inc.	\$1,802,660.00	807.29

In addition to including all of the pricing elements as explained earlier in the above 5-year cost, TASER International also has agreed to include two complete hardware refresh points at year 2.5 and year 5 of the agreement. All cameras and docking stations are fully warranted for the 5-year agreement and will be replaced with updated products at no additional cost to the City during these two milestone dates. The hosting fees offered by TASER International, Inc., allow for unlimited data storage and all pricing will remain unchanged throughout the five-year term.

In addition to the unlimited data storage approach being recommended, additional data storage options have been negotiated. The agreement negotiated with TASER International, Inc. includes a termination for convenience clause that can be exercised by the City with 30 days advance notice should circumstances dictate an earlier exit.

The City's Information Technology Security Administrator (Scott Campbell) reviewed in detail the proposed Amazon Web Services cloud computing program and its compliance with Criminal Justice Computing Standards (CJIS) for security features. Based on this review, Mr. Campbell has confirmed that TASER International's cloud storage solution is secure and in compliance with CJIS protocols.

After a thorough evaluation of the body-worn camera and digital evidence marketplace, the committee feels confident in its recommendation to City Council for a five-year contract award to TASER International, Inc. Although this is not the lowest priced offer, the committee believes the recommended proposal represents the best value to the City when considering the overall quality of the technical solution and the experience and expertise of the firm in successfully delivering vendor-hosted body-worn camera and digital evidence solutions.

ATTACHMENTS: TASER International, Inc. Contract

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