

DEPARTMENTAL INPUT

CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION

☐ New
 ☐ OTR
 ☒ Sole Source
 ☐ Bid Waiver
 ☐ Emergency
 Previous Contract/Project No.

☐ Contract
 ☐ Re-Bid
 ☐ Other
 LIVING WAGE APPLIES: ☐ YES ☒ NO

Requisition No./Project No.: RQET1700039
 TERM OF CONTRACT 1 YEAR(S) WITH 6 1 YEAR OTRs

Requisition /Project Title: GPS Tracking Device for MDPD

Description:

The Information Technology Department (ITD) on behalf of Miami-Dade Police Department (MDPD) has requested that a non-competitive contract be established for the purchase of concealable GPS system with Electronic Stake Out (ESO). This equipment will be used to track subject or assets with a unique combination of GPS, cellular, and radio frequency (RF). By adding RF incorporated to devices, it allows law enforcement to pinpoint the exact location in areas where no cellular signal is available with a handheld RF device. In these single tracking devices are designed to easily be hidden in frequently stolen items. Comes in various packing options and can email and text alert notification. The contract will provide MDPD with the purchase of the equipment, training, support, and associated annual cellular usage services.

Issuing Department: ITD
 Contact Person: Orlando Martinez Jr.
 Phone: 305-375-3805

Estimate Cost: 220000

Funding Source: Internal Service

ANALYSIS

Commodity Codes:	285				
Contract/Project History of previous purchases three (3) years Check here <input checked="" type="checkbox"/> if this is a new contract/purchase with no previous history.					
	<u>EXISTING</u>	<u>2ND YEAR</u>	<u>3RD YEAR</u>		
Contractor:					
Small Business Enterprise:					
Contract Value:					
Comments:					
Continued on another page (s): <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO					
<u>RECOMMENDATIONS</u>					
	Set-aside	Sub-contractor goal	Bid preference	Selection factor	
SBE					
Basis of recommendation:					
See bid document					
Signed: Orlando Martinez Jr.			Date sent to SBD: 08/28/2017		

	Date returned to ISD Procurement:	
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Revised April 2005

Justification/Input Document for Non-Competitive Acquisition

It is the policy of Miami-Dade County to consistently purchase goods and services using full and open competition. The citizens of Miami-Dade County are best served when we make sound business decisions based on competitive bids or proposals. Early acquisition planning that includes consultation with Internal Service Department's procurement staff can help avoid delays and facilitates effective market research. However, there may be instances when other than full and open competition may be justified. When a user department(s) determines that other than full and open competition is necessary or in the best interest of the County, appropriate justification for that course of action must be submitted to ISD for approval and execution in order to waive the competitive bid/proposal process.

Please provide the information requested below to support the need and feasibility for waiving the competitive bid/proposal process:

Department:	ITD		
Contact Person:	Guillermo Paneque	Phone Number:	305-596-8614
Requisition No.:	RQET1700039	Estimated Value:	\$220,000
Proposed Vendor:	3SI Security System		
Previous Contract Number:	N/A	Previous Contract Value:	N/A

Purpose of the Purchase

Please describe your minimum requirements and the benefits of making the acquisition.

Minimum requirements:

ITD is requesting approval to establish a sole source contract for the purchase of a concealable GPS system with the Electronic Stake Out, a patented technology solely distributed by the company 3SI Security. The 3SI system has the unique characteristic of being the only module in the market that includes not only GPS and cellular traceable data, but also Radio Frequency (RF) signals that enhances the location accuracy of this technology. This module can provide the following functionalities and benefits:

- Alerts law enforcement units while the crime is being committed or shortly after with capacity to remain active for up to 4 hours after its activation,
- Provides asset or subject accurate locations with configurable updates,
- Surveillance and activation of these devices can be done remotely which allows for a safer and more efficient way to use law enforcement resources,
- Provides secure data location for further analysis and preparation of court cases.

The contract will include the following:

- Initial two (2) year term, with four (4) subsequent one (1) year options-to-renew,
- Total purchase of two hundred (200) devices over the six (6) year contract term,
- Seven (7) hand held RF readers over the six (6) year contract term,
- Monthly communication fees over the six (6) year contract term,
- Training and Support for the entire contract.

Best Interest of the County / Uniqueness of Product

Please provide a detailed description as to why a waiver of formal bidding is in the County's best interest (e.g., product standardization, compatibility, proprietary access or distributorship, how vendor

is uniquely qualified to provide the needed product or service, etc.). Please note that a lack of advance planning is not an acceptable justification for a non-competitive acquisition.

3SI Security is the sole manufacturer and distributor of Electronic Satellite Pursuit and the Electronic Stake Out (ESO), two patented GPS systems used to deter criminal activity targeting banks, retailers, pharmaceuticals, and public safety.

These modules have a unique combination of GPS, Cellular and Radio Frequency (RF). Adding the RF capability within the same module allows law enforcement units to pinpoint the exact location through hand held radios. This feature is important when the subject or asset is hidden inside a large area or building. RF modules send a traceable pulse that can be tracked by police investigation units to the exact location when the device is hidden in a container or in a building.

These concealable modules can be configured to provide location updates, and can be linked to multiple devices which enables Miami-Dade Police Department (MDPD) to utilize law enforcement personnel more efficiently and safely. The data obtained remains in a secure location for further analysis and preparation of court cases. These modules can remain dormant for up to a year without the need to be recharged. Activation of the modules can be done remotely (ping), by motion or tilt, they are concealable, and come in different formats depending on the type of crime being investigated.

Market Research

Please describe your market research and the results thereof. This should include a description of other similar sources or products available in the market, if any, and why they are not acceptable.

MDPD currently has a contract with two GPS tracking vendors: Freight Watch and Datong, but neither of their modules includes the RF technology.

Below is a list of some of the municipalities in the State of Florida where this system is being used.

City of Redland Police Dept.	Auburndale Police Dept.	Bellevue Police Dept.
Bradenton Police Dept.	Broward County Sheriff's Office	City of Sunrise Police Dept.
Clay County Sheriff's Office	Okeechobee County Sheriff's Office	Clearwater Police Dept.
Coral Gables Police Dept.	Coral Springs Police Dept.	Daytona Beach Shores Police Dept.
Delray Beach Police Dept.	Doral Police Dept.	Edgewater Police Dept.
Escambia County Sheriff's Office	Fernandina Police Department	Gainesville Police Dept.
Jackson County Police Dept.	Jacksonville Sheriff's Office	Largo Police Dept.
Kissimmee Police Dept.	Lake Wales Police Dept.	Martin County Police Dept.
North Palm Beach Police Dept.	Ocala Police Dept.	

ITD procurement confirmed with Officer Travis Martinez, City of Redland Police Department, that this system has been used by that department since 2011 with enormous success (see attached). Officer contact information: tmartinez@redlandspolice.org

Police Chief Magazine article referring to the use of this Technology on Delray Beach.
http://www.policechiefmagazine.org/wp-content/uploads/Police-Chief-June-2015_web.pdf

The link below includes 3SI product information:
<https://www.innovativeretailtechnologies.com/doc/new-gps-tracking-solution-pharmaceuticals-and-electronics-specifically-smartphones-0001>

<https://www.liveviewgps.com/blog/banks-switching-dye-packs-gps-tracking-devices-thwart-robbery/>

Other companies that can provide GPS tracking along with Cellular data but excludes RF module:

1. GPS 365: <https://www.gps365.us/en/productinfo?qclid=COKAo5zHu9QCFUZbhgodFhkJZg>
2. Brickhouse Security
<http://www.brickhousesecurity.com/product/spark+nano+wireless+gps+tracker.doc>

Proposed Actions

Please describe the actions the department will take to overcome the present barriers to competition prior to any future acquisitions of this product or service.

ITD recommends the approval of this non-competitive purchase from 3SI Security due to its uniqueness and public safety features required by MDPD. The system has been used very successfully in many agencies in Florida and around the country. If in the future, an upgrade or substantial investment is required in the system, ITD is committed to full and open competition if it exists.



Department Director's Approval

8/10/2017

Date Approved



101 Lindenwood Drive
Suite 200
Malvern, PA 19355
www.3sisecurity.com

November 29th 2016

Miami Dade Police Department – South Operations Division
Chief Ariel Artime
9105 Northwest 25th Street
Doral, FL 33172-1500

Chief Artime,

This letter is to affirm 3SI Security Systems, Inc., is the sole source provider of the Electronic Satellite Pursuit® (ESP) and Electronic Stake Out® (ESO) products in North America. There is no other tracking system on the market today that provides ESP's patented location technology, customized enclosures and the standard inclusion of a radio frequency (RF) beacon location solution.

Please direct any questions to Joe Farmer in our Law Enforcement Division at (610) 280-2044.

Sincerely,

A handwritten signature in cursive script that reads 'Mary Pifer'.

Mary Pifer
VP International Marketing and Product Management

cc: Mike Grajewski, Assistant Director, Law Enforcement Division, 3SI Security Systems

Purchase and Sales Agreement

Date: August 10th 2017



Purchase and Sales Agreement (the "Agreement") between 3SI Security Systems, Inc., a Delaware Corporation, having a place of business at 101 Lindenwood Drive, Suite 200, Malvern, PA 19355, the "Seller", and the "Buyer":
Full legal name of Buyer: **Miami Dade police Department – South Operations Division**

Buyer's Bill To: (name and complete address)						Buyer's Ship To: (if different than Bill To)					
Company/Agency		Miami Dade Police Department – South Operations Division				Company/Agency					
Attention		Chief Ariel Artime				Attention					
Address		9105 Northwest 25th Street				Address					
City	Doral	State	FL	Zip	33172	City		State		Zip	
Phone	305-471-3165					Phone					
Email	U305467@mdpd.com					Email					

The Seller agrees to sell and the Buyer agrees to buy the "Product" set forth below for the price there stated. This Agreement shall be governed by the Terms and Conditions on the reverse side of this Agreement. This Agreement shall not be binding unless accepted by an authorized representative of Seller. Prices are valid for thirty (30) calendar days from date shown above. (Taxes not included). All sales are subject to credit approval.

SEE TERMS AND CONDITIONS ON REVERSE WHICH FORM PART OF THIS AGREEMENT.

Product				
Quantity	Part Number	Description	Unit Price	Extended Price
25	32010300	NextGen3 ESO Hard Case RT	\$450.00	\$11,250.00
60	32010303	NextGen3 ESO Soft Pouch	\$450.00	\$27,000.00
15	32010306	NextGen3 ESO Cash Tracker \$20 (US)	\$450.00	\$6,750.00
3	52010580	Handheld RF Beacon	\$395.00	\$1,185.00

State and Local Sales Tax (if applicable)	%
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Service			
Quantity	Description	Unit Price	Extended Price
100	ESO Annual Usage (honoring 2016 quoted price)	\$204.00	\$20,400.00

☒ Check here if buyer is tax exempt. Exempt certificate must accompany signed agreement.

☐ Check here if paying with credit card. If checked, completed Credit Card Authorization must be included before order is placed.

☒ Check here if buyer waives installation assistance

Shipping and Handling	\$25.00
TOTAL PRODUCT AND SERVICE	\$66,610.00

Special Instructions	Annual usage fee covers the 12-month period following installation. Subsequent years will be invoiced annually at the current usage fee and contract renewal. Prices subject to change without prior notice.
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Proposed by: (Seller): Bob Stevens Date: 8/10/2017

Agreed by (Buyer)*, Signature _____ Date: _____

Printed Name: _____ Title: _____

*Buyer's signature confirms they are an authorized signer and have read and agree with the Terms and Conditions on the reverse of this Agreement.

3SI Order #:	Order Entered:	Customer #:	Sold By:
			Stevens
Customer PO #:	Estimated Ship Date:	Web Site Group:	Sold By #:
			114

Non-Competitive IT Project Review

Directions for Completion: Departments requesting a non-competitive project review for new or existing Information Technology (IT) Systems are required to complete this questionnaire along with the appropriate Bid Waiver/Sole Source Justification Form. The response and explanation fields are to be fully completed to provide all background on the project. Please be as specific as possible and provide all backup documentation, doing so will expedite the review of your project.

The answers provided in the response field shall be according to the following format:

- "Y" – Yes
- "N" – No
- "N/A" – Not applicable

Current Contract Information:		
Questions:	Response:	Explanation:
When and how was the IT software/hardware initially purchased by the County? (Please provide contract number, award info, and applicable documentation)	N/A	
When does the current contract expire?	N/A	
If the contract has expired, how are/have you been maintaining the IT hardware/software? (Provide explanation and documentation if applicable)	N/A	
Was maintenance and support included in the current contract? If no, why not? Did it include assistance with transition to a new system?	N/A	
What other applications does the System integrate/interface with?	N/A	

Non-Competitive IT Project Review

If a new system were deployed would it still be necessary to support the current system in parallel? How long would the legacy system need to be maintained and operational? Could historical data be stored in a data warehouse? What would be the cost?	N/A	
What is the purpose of this IT hardware /software? What is the expected life cycle?	N/A	
Is this product an integral part of the County / Department's technical infrastructure? Does it perform system critical functions? If so, what?	N/A	
Are these solutions delivered through the Original Equipment Manufacturer (OEM) support? If no, is it delivered through authorized reseller or dealers?	N/A	
On the current contract, is the User Access Program (UAP) and Inspector General being collected?	N/A	
Does the current contract require insurance? <i>(Note: Any vendor required to come onto County property is required to have insurance throughout the term of the Agreement.)</i>	N/A	
Have you encountered any issues during the contract term regarding performance or compliance?	N/A	
Have you been satisfied with the performance of the vendor to date?	N/A	
Market Research:		

Non-Competitive IT Project Review

<u>Questions:</u>	<u>Response:</u>	<u>Explanation:</u>
Are there available equivalents to the product or service you are requesting for this new project? <i>(Please provide documentation regarding your Department's market research)</i>	Y	There are many GPS services and products availables in the market applied to different fields including law enforcement. Miami-Dade Police Department (MDPD) currently has two GPS tracking contracts with Freight Watch and Datong, both of these companies's GPS devices are somehow similar to 3SI Security's device with the main difference that 3SI module uses Radio Frequency (RF) in addition to GPS and Cellular traceable data. This is the only company that we found in the market that provides such technology. Please see attached Market Research for further details.
If there are available equivalents, why do these products not meet your needs? What are the differences? <i>(Please be as specific as possible to provide sufficient detail to justify your request.)</i>	N	The main two differences between the current vendor's technology and the rest of the market are: a) Devices are extremely concealable in such a manner that they have been in used in different industry's field to deter theft. b) Their patented technology Electronic Stake Out specifically designed for law enforcement that combines GPS, Cellular and RF all within the same module. This last feature is essentially important when the subject or asset is hidden inside a large area or building. The RF module emit a pulse per second that can be read and traced by handheld radios to pinpoint the exact location.
Can the vendor meet your long term needs? What research has been conducted to verify their ability to meet your expectation? <i>(Please provide documentation, as applicable, to show your findings)</i>	Y	A 90 days pilot program was conducted by 3SI involving Supervisors and Detectives from MDPD South Operation Division. The training classes focused on the use of the concealable GPS in criminal investigations. During the program 3SI module provided the accurate location informations and the required customer support for this type of operations. It is important to note that this product is being used in many municipalities and police departments in the state of Florida as well as throughout the entire country. See market research for details on the municipalities and police departments where this technology is in use.
What other vendors offer systems capable of providing the County with a solution?	N	None of the companies out there in the market provide the inclusion of the RF module at this point. MDPD currently has contracts for GPS tracker but they lack the precision in the location that 3SI product offers.
Are these solutions delivered through the Original Equipment Manufacturer (OEM) support or is it delivered through authorized reseller or dealers.	Y	3SI has patented the Electronic Satellite Pursuit and Electronic Stake Out and they are the only distributor of this technology in North America.

Non-Competitive IT Project Review

Are dealers required to complete a certification program or are they restricted to levels of support set up by the vendor/mfg? <i>(I.e. gold plan vs. platinum plan – gold allows vendor to maintain equipment but they do not have access to software upgrades or new system implementations. Platinum allows vendors to complete new product installs and all other support).</i>	N/A	
What level support does the County require for this new project?	Y	This type of technology will require the necessary training of the staff, remote technical support as per need basis, and the 24/7/365 tracking access system, which is all provided by the vendor. Training and support will be provided by the vendor at no cost to MDPD during the term of the contract.
Are there other systems currently employed by the department / County that are similar that could provide a solution?	N	The two current vendors utilized by MDPD cannot match the covert types GPS nor the precision offered by the 3SI Security modules.
If a new system were deployed would it still be necessary to support the current system in parallel?	Y	The current contracts are used for a total different operation and they will continue in use.
How long would the legacy system need to be maintained and operational?	N/A	
Could historical data be stored in a data warehouse? What would be the cost?	N/A	

Non-Competitive IT Project Review

Has the replacement system been reviewed and approved by the IT Leadership Council?

N/A

New Project Information:

Questions:	Response:	Explanation:
What are the business goals and objectives of this new project? (Please be specific)	Y	<p>This purchase will provide the following benefits:</p> <ul style="list-style-type: none"> • Device have different size and form and are extremely concealable which facilitate the use in different type of investigations. • MDPD can be alerted while the crime is being committed or shortly after with location updates every 6 seconds or configurable. • MDPD resources can be used safely and efficiently since surveillance and activation of the device can be done remotely. • Exact location of the subject or asset can lead to prompt detention of the subject and or recovery of the asset. • Tracking data can be accessed through cell phones or computers and remains safe and can be later used for the preparation of a strong criminal cases.
What contract term would you like established? (<i>Initial term plus any renewals</i>)	Y	Initial two (2) years term with four (4) one (1) year options to renew.
<p>What allocation is requested on this new project? What is the basis of the allocation request? (<i>i.e. Vendor quote, market research, etc</i>)</p> <p>Please provide documentation if applicable.</p>	Y	<p>The allocation requested for this project is \$ 220,000 which include the following:</p> <ol style="list-style-type: none"> 1. A total of 200 devices over the 6 years contract 2. 7 hand held Radio Frequency readers 3. Monthly GPS communication fee over the six years 4. Support during the entire 6 years. <p>Allocation has been estimated based on an initial quote (attached) provided by the vendor and prorated for the duration of the contract.</p>
What is your funding source(s) for this new project?	Y	Internal Service, later ITD will invoice MDPD

Non-Competitive IT Project Review

Is this a grant funded project? If so, please provide grant documentation outlining the expiration date and requirements.	N	
What budget year is it scheduled for?	Y	FY 2017-2018
Is the allocation enterprise or department based?		Department Based
Scope Information:		
Questions:	Response:	Explanation:
Please provide a high level overview as to the scope of this project. A defined scope of work is to be provided with your submission.	N/A	
What is your Project Timeline?	N/A	
What are the roles and responsibilities of the vendor?	Y	The vendor will provide the following: devices (GPS and Handheld RF radios), GPS service, secure access to 3SI portal where all devices are linked and can be monitored, staff training and support.
What are the roles and responsibilities of the County?	Y	County will pay for the devices and the monthly installment of the GPS service.
Software Acquisitions:		
Questions:	Response:	Explanation:
Is this a replacement of an existing software/system?	N/A	
Is the software perpetual? If so, please provide a copy of the license agreement with your submission.	N/A	
Do you require professional services on the new contract? (i.e. Training, custom programming, consulting)	Y	Training, and customer support will be needed it, but it is provided by the vendor at no cost.

Non-Competitive IT Project Review

How is the software licensed? (i.e. Per User, Enterprise, Concurrent User, Site)	N/A	
How many users?	N/A	
Do you want/need the new contract to provide the option to purchase additional licenses or services during the term?	N/A	
Do you require training for users on the new contract? How many users are to be trained? Levels?	Y	Only detectives that will utilize the GPS tracker will require training. Such service will be provided by 3SI at no cost to the County as specified previously.
Where is the software hosted?	Y	Software is hosted on 3SI Security site. 3SI maintains their own servers and software.
Do you have a disaster recovery plan? If no, is the vendor required to provide collocation under the new contract?	N/A	
What are your long term plans with the system?	Y	To outfit the MDPD investigators with GPS trackers to assist them in their criminal investigations.
Do you have the source code?	N/A	
Would you like software escrow added to the new contract?	N/A	
What is the life expectancy of the software? What value does this project provide to your department?	N/A	
Hardware Acquisitions:		
Questions:	Response:	Explanation:
Was maintenance and support included in the original contract? If not, why?	N/A	
Did it include assistance with transition to a new system?	N/A	

Non-Competitive IT Project Review

Is this product an integral part of the County / Department's technical infrastructure?	N/A	
What are the requirements for maintenance and support under the new contract?	N/A	Devices / RF receivers do not require maintenance, if they are defective at the time of purchase they will be replaced by the manufacturer but if they are broken during a regular usage, the County will have to buy them from the vendor. Server's hardware are owned and maintained by the vendor.
Will the vendor be required to come onto County property to provide technical support/assistance? If not, how will this be accomplished?	Y	For training and implementation purpose only, the rest of the support is provided by the vendor remotely.
What level of support is required by your Department under the new contract? (I.e. 24x7, onsite repair, parts, etc.)	Y	24x7 Access to 3SI portal, and remote customer service when need it.
Does it perform system critical functions? If so, what?	N	
What would be the effect to the County if the maintenance / support services were not obtained?	N/A	The vendor maintains their own system and provide any required support as part of the entire service package, GPS devices without the proper communication and tracking portal are of no worth to MDPD.
What other systems does the hardware integrate/interface with?	N/A	
Will the new contract require the vendor to maintain these integrations/interfaces with these systems also?	N/A	
What is the life expectancy of the hardware?	Y	GPS modules have a 3 year lifetime expectancy, but they could easily be destroyed during a police operation.
What value does this project provide to your department?	Y	This trackers will provide an excellent tool for impromptu and crime trend investigations and will allow MDPD to use their forces efficiently and safely, in addition to that it will promote the development of solid crime investigations and legally comprehensive cases.

Non-Competitive IT Project Review

Do you need to have the ability in the new contract to purchase additional hardware components, parts, or services?	Y	This devices can be destroyed during police operations and the replacement of those units are also included in the allocation requested.
If so, please provide a detailed explanation as to your Department's requirements.		