**City of Culver City, California**
# City Council Agenda Item Report

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| Meeting Date: 12/14/2009 | Item Number: C-7 |
| **AGENDA ITEM: 1) Waiver of Formal Competitive Bidding Procedures; and 2) Approval of an Agreement with RoboVu (Phoenix, AZ) in the Amount of $363,236 to Provide Mobile Data Computer Hardware and Installation Services to Support Public Safety Operations for the Fire and Police Departments.** | |
| Contact Person/Dept.:<br>Captain Rick Siler (Fire)<br>Sergeant Milton McKinnon (Police)<br>Michele Williams (IT) | Phone Number:<br>310.253.5900<br>310.253.6260<br>310.253.5959 |
| Fiscal Impact: Yes [X] No [] | General Fund: Yes [X] No [] |
| Public Hearing: [ ] | Action Item: [] Attachments: [X] |
| Public Notification: Agendas and Meetings – City Council (2/09/09); Ed Foster Jr., President of RoboVu LLC on 12/07/09 | |
| Department Approval:<br>Jeff Eastman 12/02/09<br>Don Pedersen 12/03/09<br>John Richo 12/02/09 | City Attorney Approval:<br>Carol Schwab (by H. Baker) (12/10/09) |
| Chief Financial Officer Approval:<br>Mark Scott (by N. Kimball) (12/10/09) | City Manager Approval:<br>Mark Scott (12/10/09) |

## RECOMMENDATION:

Staff recommends that the City Council 1) waive formal competitive bidding procedures; and 2) approve an agreement with RoboVu LLC (Phoenix, AZ) to obtain Mobile Data Computer (MDC) hardware components and installation services to support the City's public safety operations for the Fire and Police Departments.

## BACKGROUND:

On November 14, 2007, the City Council approved contracting with New World Systems to provide software and implementation support services to enhance Public Safety Operations. The acquired software included computer aided dispatch, records management, and mobile (in-vehicle) technology. The implementation of this project was divided into two phases. In summary, the first phase included implementing the following software applications:

- Computer Aided Dispatch (CAD) System for Fire and Police
- Records Management System (RMS) for Police
- Interface CAD Fire Incidents with the current Fire RMS

The project implementation of Phase I was a significant undertaking and required the diligent effort of staff from all levels in the Fire, Police and Information Technology Departments. The Fire/Police CAD system and Police RMS went live in April 2009. The interface to import Fire CAD incidents into the current Fire RMS is in the final testing phase and is expected to be live in early 2010.

The second phase of the project is comprised of implementing mobile technology in the public safety response vehicles. The contract with New World Systems included the purchase of the required software for the mobile implementation. When the contract was approved, City Council was informed that staff would be returning at a later date (closer to implementation) to request approval to purchase the required mobile computing hardware.

## DISCUSSION:

Mobile Data Computers (MDCs) in public safety response vehicles will provide public safety personnel with quick access to critical information such as response plans and historical records. MDCs also facilitate field data queries which provide alerts and supplemental information that can be invaluable while in the field. Mobile technology also expands public safety operations by offering the opportunity to complete incident reports while in the vehicle. When the mobile software was acquired, the following positive impacts and efficiencies were identified.

***Positive Impacts and Efficiencies of Mobile Data Computing***

- The system will result in improved speed and accuracy in dispatching. In addition to voice notification, incident information will be prominently displayed on the MDC screen in the police vehicles, fire engines and paramedic rescue vehicles.

- Fire personnel will have improved response information for buildings/structures. The pre-fire plans are currently carried on the apparatus in a hard copy format. Pre-fire plans would be displayed on the MDC screen, giving accurate and high quality data regarding businesses/buildings.

- MDCs will afford greater safety to the public and the officers. Police will be able to instantly receive information regarding wanted persons, access building plans and blueprints of buildings and instantly check the status of a vehicle or person.

- The MDCs will work in conjunction with the CAD system and will reduce radio "air-time" making records and warrants checks more efficient and effective.

Additionally, police officers will be able to share confidential information without transmitting that information over the radio.

- The Police Department anticipates gains in efficiency with the implementation of MDCs by providing officers the ability to write reports in their vehicle. It is also anticipated this system will decrease the police response time. By allowing officers to work on MDCs while in the field rather than inside the station, officers will be able to respond more quickly to the calls for service. Additionally, it is anticipated there will be increased visibility of marked police units in the field.

As previously mentioned, the City has already licensed the required mobile data software from New World Systems. Under these circumstances, staff recommends that the formal competitive bidding process be waived per Culver City Municipal Code § 3.07.065 (D). Staff did not attempt to obtain hardware bids for the project two years ago at the inception of this project. Given continuing technology advancements and price reductions, staff felt it was in the best interest of the City to wait until closer to implementation to obtain pricing for the required hardware. The implementation of mobile data computing is slated to begin in January/February 2010. With the anticipation of the project launch and the need for hardware, staff released a Request for Proposal (RFP) - Bid# 1439 on October 8, 2009 (attachment 1).

The City received a total of seven (7) proposals from the following vendors:

-Acura Systems Intl
-CDCE
-CDWG
-Dell
-Hub Data 911
-RoboVu
-Vision Communications

A matrix summarizing the proposals is provided as attachment 2.

An evaluation team including representation from Fire, Police and Information Technology began reviewing the proposals. In parallel, another review of the City's requirements was conducted and it was determined that the number of response vehicles requiring MDCs could be reduced. The RFP originally requested a quote for 55 vehicles. This count was reduced to 45 and all vendors were contacted and asked to provide a best and final quote based on the revised number of vehicles. The vendors complied and all of the proposals were evaluated using the following criteria:

- Responsiveness/Completeness of Proposal - All forms completed; All requested items are submitted with the response; Vendor's proposal is clearly outlined in an easily comprehendible manner.

- Conformity to hardware specifications - Meets or exceeds the hardware requirements listed in the RFP; Compatibility with existing computing infrastructure; Potential for growth with proposed hardware.

- Cost of the proposed hardware and installation - Competitive pricing for equipment and installation services.

- Support and Service Offerings - Warranty and replacement options; Value added services provided by the hardware and/or installation vendor.

- References - Vendor's reputation with current or past customers; Testimonials from references regarding their experience with the hardware and/or installation services.

Using the above listed criteria, the top three vendors were identified (attachment 2). As staff began to investigate the responding vendors further, Fire and Police personnel worked together toward identifying which vendor of the three would be able to satisfy their diverse specifications. As an example, the hardware and mounting requirements for a police car and a fire engine are vastly different. However the team felt it was in the City's best interest to select one vendor to supply Fire and Police MDCs. This would also result in lower volume pricing and achieve maintenance economies of scale.

The vendor RoboVu emerged as the vendor of choice that met the requirements of both the Fire and Police Departments. RoboVu provides innovative integrated solutions for public safety agencies. They have been providing MDCs to the Public Safety market since 2005 and have extensive experience in the areas of ruggedized MDC solutions, digital video management systems, license plate recognition, video analytics, and mounting solutions. Additionally, RoboVu offers a unique all-in-one computer which provides flexibility for installation in vehicles that have limited cab space requirements. (Attachment 3)

RoboVu has over 50 public safety clients including the Cities of Garden Grove Santa Ana Modesto, and Ontario. Staff recommends contracting with RoboVu to acquire mobile data computing hardware to support the public safety operations.

Public Safety personnel have also been investigating mobile mapping technologies. The implementation of this software enhancement would provide long-term benefits in the area of automatic vehicle location (AVL), incident location mapping, emergency operations perimeter mapping, and crime analysis. Integrating this technology with the MDCs would provide Fire and Police personnel with increased

in-field effectiveness. Staff will continue to investigate this technology and will return to City Council at a later date to provide additional information.

## FISCAL ANALYSIS:

The authorization to contract with RoboVu, LLC (Phoenix, AZ) to obtain MDC hardware would result in an expenditure of $363,236.00 including taxes, mounting/installation services, and first year maintenance.

Sufficient funding is available in the Capital Improvement Project (CIP) 42000902 – Public Safety CAD/RMS/Mobile Project for this expenditure.

***Ongoing and Future Budget Year Impacts***

The hardware units include a standard three-year warranty. However staff recommends purchasing the optional "Hot Stand-by Replacement" maintenance program. RoboVu will keep duplicate computers at their location for cross shipment in the event of any type of unit failure or damage. This will greatly enhance operations ensuring that units are not out of service for more than 3 days due to the need for repairs. The annual cost of this service is $5,395. The cost of this service for the first year is included in the proposal cost listed above. This expenditure will increase the Information Technology Operating Repairs and Maintenance Budget beginning in FY 2010-11. This is not currently included in the FY 2010-11 Approved Budget.

Additionally, implementing mobile technology will also require a monthly wireless subscription to a cellular provider. The mobile devices in the vehicles use wireless technology for communicating with the public safety network. The estimated monthly cost for this telecommunication service is $100 per vehicle ($100.00 x 45 vehicles = $4,500.00 per month.) This cost includes the cellular charges, a dedicated telecommunications circuit for wireless data traffic, and an additional coverage plan to ensure data security and continued network connectivity. Since the MDC's are not expected to begin to phase in until March, the costs for this service in FY 2009-10 are anticipated to be less than $10,000, which can be absorbed within the existing CIP budget. However, this expenditure will increase the Non-Departmental Communications Budget by approximately $54,000 per year, which is not currently included in the FY 2010-11 Approved Budget. This will be addressed during the upcoming budget process.

## ATTACHMENTS:

1. RFP #1439 – Public Safety Mobile Data Computers

2. Summary of Vendor Proposals and Evaluation
3. Response to RFP from RoboVu

**MOTION:**

That the City Council:

1. Waive the formal competitive bidding procedures; and

2. Approve a contract with RoboVu to acquire MDC hardware and installation services in an amount not to exceed $363,236.00 and

3. Authorize the City Attorney to review/prepare the necessary documents; and,

4. Authorize the City Manager to execute such documents on behalf of the City.