

April 19, 2006



To: Jan Smith, Purchasing Manager
From: Captain Al Maroney, Patrol Support Division
Subject: Sole Source Request

Attachments: 1. Letter from Chowchilla Police Chief Jay Varney
2. E-mail from Sanger Police Chief Thomas Klose
3. E-mail from Captain Bob Keyes, Clovis Police Department
4. E-mail from Michael Oakland, Facilities Electrician, City of Fresno
5. Sole Source Justification document-City of Baltimore, Maryland

My proposal is to request that the e-VIEW (electronic Video Incident Enforcement Watch) project be allowed to use Pelco, Inc. as the sole-source manufacturer and Alta Pacific Technology Solutions Group, Inc. as the sole-source vendor for the purchase and installation(s) of any and all camera site locations identified during the life of this project.

There are several distinct advantages of using both a singular manufacturer and a singular vendor for subsequent installations and they are unique based on the following information:

Unique characteristics for the sole-source manufacturer Pelco, Inc :

- The Pelco Endura system is a hybrid analog/digital system, which produces real time court-room quality video.
- No other manufacturer offers this type of camera equipment in the San Joaquin Valley.
- Pelco is the local manufacturer of the Endura system. Warranty issues and equipment upgrades would be easily accomplished.

Unique characteristics for the sole-source vendor Alta Pacific Technology Solutions Group, Inc:

- Alta Pacific is the only Pelco-certified Endura equipment vendor in the San Joaquin Valley.
- There is consistency in the methods used to install the cameras.
- There is clear accountability in the event of system failures.
- We will require a 2 (two) hour response time for troubleshooting any system failures.

I have contacted several law enforcement agencies who have similar camera projects in various stages of operation or completion. The inquiry made to each of them pertained to their experience or practices in accomplishing the installation of numerous video cameras

in public places that are used to supply images to a central collection or viewing location in their respective cities. The following matrix represents the results from each of the agencies contacted.

Agency	Person Contacted	Contact #	Sole Source/rationale	Reason
Chowchilla PD	Chief Jay Varney	(559) 665-8600	Yes-Department preference	See attachment
Stockton PD	Lt. Chris Trulsson	(209) 937-8667	Used local Pelco vendor	Consistency in installations
Sanger PD	Chief Thomas Klose	(559) 876-6362	Yes-City Council initiated	See e-mail attachment
Clovis PD	Capt. Bob Keyes	(559) 324-2414	De facto sole source	See e-mail attachment
Baltimore PD Baltimore, MD	Elliott Schlanger	(410) 396-3902	Yes-maintenance, expedites project	Consistency in installations
Pelican Bay Prison	Ryan Swinnig	(707) 465-1000	Yes-Warden Initiated	Preference for Pelco equipment
Cincinnati PD Cincinnati, OH	Capt. Jeff Butler	(513) 263-8145 (513) 266-6915	Yes-Department preference; expedites project	Consistency in installations

The reasons these agencies followed a sole-source for the installation of their systems was generally a time-is-of-the-essence factor and concerns over issues of maintenance of the system after the installation. Also mentioned was there were sometimes variances in warranty time frames for installations of the same camera types. More importantly it was noted that working with one vendor significantly reduced the time for the continued expansion and development of their camera system.

Specific additional supporting factors are cited below:

- Chowchilla Police Chief Jay Varney¹ cites savings to his department based on “one stop” shopping for this type of equipment. Also, he mentions avoiding “blame shifting” for after-installation problems by using one vendor.
- Sanger Police Department Chief Thomas Klose² mentions the preferred use of a local vendor (Pelco) and their penchant for customer service after the sale.
- Clovis Police essentially uses Pelco exclusively and cites their warranty practices, problem resolution and assistance with design configuration for their consistent use of them.³
- I have also attached an e-mail from Michael Oakland⁴ of the City of Fresno Facilities Management. In it he clearly supports the use of a sole source vendor-who is the only Endura certified installer in the San Joaquin Valley.

¹ Attachment #1, letter dated April 14, 2006

² Attachment #2, e-mail response dated April 13, 2006

³ Attachment #3, e-mail dated April 14, 2006

- Baltimore, Maryland sent a justification letter⁵ outlining their rationale for their project that is similar to our e-VIEW project and purposes.
- Cincinnati Police are also using Pelco cameras for their entire project. Capt. Butler stated the installation process would be severely hampered by having to bid out each site through the RFP process and not have consistent installation procedures.

Lastly, an additional justification for the exclusive use of Pelco and Alta Pacific is that there is an urgent need for these services. I believe that a timely implementation will aid significantly in the City's efforts to reduce crime and, therefore, that delay should be avoided in the interest of public safety. From my research, I feel confident in saying there is no other vendor who could provide these valuable and needed services as quickly and as efficiently as Alta Pacific. This additionally supports why seeking competitive bids would disadvantage the City and why it is not practical for the City to do so.

Your concurrence and support in this matter would be greatly appreciated.

ALM/Cameras Issues/Sole Source Request

⁴ Attachment #4, e-mail dated April 18, 2006

⁵ Sole Source Justification letter to Department of Purchases, 2/22/2005