

CITY OF CAPE CORAL

REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

Requesting Department: Police Department

Vendor Name: Vetted Security Solutions

Address: 4185 35th Street, North – St. Petersburg, FL 33714

Phone: (727) 440-3245 **E-Mail:** mmolina@vettedsecuritysolutions.com

Price: \$10,126.34

Description of item to be procured:

Fixed ALPR Reaper XD Cameras Vigilant License Plate Reader (LPR) service package for hosted / managed LPR deployments, Vigilant system start up and commissioning of the LPR system, fixed LPR installation, marshalling costs, Vetted travel rates for installation and shipping of Vigilant equipment. Repairs to Cape Coral Parkway and the bridge.

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:

Vetted Security Solutions is the exclusive fully authorized and certified Vigilant Solutions Gold Partner. Vetted Security Solutions is the only Vigilant Solutions re-seller that hold the required licenses from the State of Florida Department of Business and Professionals Regulations.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:

Market research was initially done under RFP PD19-11/MM and Vetted Security Solutions was the awarded vendor for the original purchase of eight Vigilant license plate readers. Those eight and approximately 30 additional Vigilant LPRs are currently in use and for continuity with the City's infrastructure and equipment, Vetted Security Solutions is the only vendor.

3.) Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:

If another authorized re-seller of Vigilant Solutions equipment and technology becomes available, the department shall evaluate them at that time.

Department Director's Signature: _____ **Date:** 12/21/2023

Approval: Procurement Manager _____ (not to exceed \$50,000.00) **Date:** _____

Approval: City Manager _____ (not to exceed \$100,000.00) **Date:** _____

Council authorization required if exceeding \$100,000.00



*Protecting Officers,
Families and Communities*

06/10/19

Jason Crouch, Procurement Contracting Officer
City of Miami Beach Procurement Department
1755 Meridian Avenue, 3rd floor, Miami Beach, FL 33139
Tel: 305-673-7490 ext. 26694 | M-F. 8 am - 4:30 pm
www.miamibeachfl.gov

To whom it may concern,

This letter is being provided to confirm Vetted Security Solution's exclusive position as a fully authorized and "Certified" Vigilant Solutions Gold Partner. Vetted Solution has extensive experience installing, servicing and supporting Vigilant Solutions' fixed ALPR deployments throughout the State of Florida. Currently Vetted Solution is the ONLY Vigilant re-seller that is based in Florida. Finally, Vetted is the only current Vigilant Solutions' re-seller that holds the required licenses from the State of Florida Department of Business and Professional Regulations.

Best Regards,

Greg Skelly

Greg Skelly
Southeast Region Sales Manager
Vigilant Solutions, A Motorola Company
404-664-7605
greg.skelly@vigilantsolutions.com
greg.skelly@motorolasolutions.com



Dear Mrs. Northorp,

I am very happy that you are considering Vetted Solutions / Vigilant Solutions as your LPR provider, and I am pleased to present you with the following elements which should support a *sole source* justification for your LPR project utilizing Vigilant Solutions LEARN backend.

- Vigilant Solutions owns and manages the single largest license plate recognition (LPR) data sharing initiative, known as the National Vehicle Location Service (NVLS). NVLS consists of over 13.5 billion LPR scans, and is growing at a rate of 35-40 million monthly. This extensive LPR data set provides intangible value from an investigative perspective.
- Vigilant Solutions offers a centralized hosted LPR offering eliminating any requirements of server hardware, database expertise, and software maintenance from the Agency. This hosted offering is made available by Vigilant in a secure data center with full backup and redundancy. This service from Vigilant comes at no additional cost to the Agency, and provides data storage, database optimization, and software updates.
- Vigilant Solutions offers a proprietary feature known as the Mapping Alert Service (MAS). MAS enables the Agency to leverage the data sharing initiative of NVLS to match ALL available LPR data against Agency hotlists and provide "hits" on a map interface with agency-customizable icons. This can be used both to locate vehicles of interest, and also to visualize criminal "hot-spots" for predictive policing efforts.
- Vigilant Solutions offers a proprietary feature in its mobile LPR system known as the Mobile Hit Hunter (MHH). Similar to MAS, MHH enables the Agency to match recent NVLS data against the Agency hotlists and distribute any resulting "hits" to MHH-equipped patrol vehicles that are within a two-mile radius of the suspect vehicle. This service greatly enhances the efficiency of officers on patrol.
- Vigilant Solutions offers a proprietary smartphone application known as the Mobile Companion. Available for both iPhone and Android devices, the Mobile Companion allows for an agency user to capture license plate images for checking against agency hotlists, contribute plate reads to NVLS, and

Vetted Security Solutions

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also perform queries against collected data. This is ideal for special events, bike rallies, and officers on foot patrol.

- Vigilant Solutions is the only vendor to provide the ability to administer software updates to field installed mobile LPR systems directly from the back-office. Software updates from Vigilant are made available to Agency Managers in LEARN, and can then be pushed out to vehicles in the field via standard LEARN server-to-vehicle communications. This feature saves time for the Agency in administering field software updates.
- Vigilant Solutions is the only vendor to offer a Site License Agreement (SLA) program entitling the Agency to ongoing and unlimited technical support as well as software enhancements.
- Vigilant Solutions is the only vendor to offer a wiring harness meeting the Society for Automotive Engineers, SAE J-1128 'Standard for In-Car Wiring Harnesses'. The wiring harness consists of fire rated/retarded materials, including a 'shut-off' switch, Power Conditioner (to protect electronics against varying vehicle voltages), and inline fuse panel.
- Vigilant Solutions is the only LPR vendor that offers mobile LPR system using a Digital Signal Processor (DSP). This is important to the Agency because a DSP unit is a solid-state device that contains no moving parts including the processor, motherboard, or memory. The DSP is designed for ruggedized mobile conditions and is resistant to failure due to shock and other adverse conditions commonly seen in a patrol vehicle.
- Vigilant Solutions offers a proprietary feature known as Stakeout allowing for multiple points of interest to be defined on a map, with corresponding geo-zones and times/dates, for the location of "common plates" that are seen in more than one of the locations of interest. This feature allows for investigations into pattern crimes (robberies, burglaries, sex offenses, etc) for generating leads into the identification of serial offenders and the identification of associated members of organized criminal enterprises.

The above qualifications demonstrate why Vetted Solutions / Vigilant Solutions is uniquely qualified to meet the needs of the Cape Coral Police Department. We look forward to serving you.

Best Regards,

Ryan Barnett

Ryan Barnett

Owner / Principal

Vetted Security Solutions

Vigilant Solutions Gold Partner



Vetted Security Solutions

4185 35th St N
 Saint Petersburg, FL 33714
 Office Phone: (727) 440-3245

Purchaser: Jason Wallace
Purchaser Phone Number: (239) 574-0505
Purchaser Email: jwallace@capecoral.gov
Quote Name: Cape Coral Police Department (FL) - Replacement L5F and Hardware VST-10247
Quote #: Q-09938-4
Job Number: 9777
Date: 11/21/2023
Expires On: 12/21/2023

Ship To
 Cape Coral Police Department (FL)
 1100 Cultural Park Blvd
 Cape Coral, FL 33990
 USA

Bill To
 Cape Coral Police Department (FL)
 1100 Cultural Park Blvd
 Cape Coral, FL 33990
 USA

PROJECT QUOTATION

We at Vetted Solutions are pleased to quote the following systems for the above referenced project:

SALESPERSON	Phone Number	EMAIL	DELIVERY METHOD	PAYMENT METHOD
Matt Molina	727-440-3245	mmolina@vettedsecuritysolutions.com	Ground	Net 30

QTY	PART #	DESCRIPTION	UNIT PRICE	EXTENDED
1.00	VSF-035-L5F	L5F Fixed LPR Camera with Sun Shield - 35mm Lens with Camera Cable	\$6,495.00	\$6,495.00
1.00	H36-042-30	Industrial Gigabit 12V~56VDC Input PoE Switch	\$171.35	\$171.35
1.00	VS-SHP-03	Vigilant Shipping Charges - Required per fixed camera	\$95.00	\$95.00
1.00	NUC i7 Gen 10	NUC i7 Gen 10	\$1,295.00	\$1,295.00
1.00	VSS-SHIPPING	Vetted Shipping	\$69.99	\$69.99
12.00	VSS-INSTALL-TECH	Hourly Rate. Installation Technician.	\$125.00	\$1,500.00
1.00	VSS-TRAVEL	Vetted Travel Cost to Customer Location	\$500.00	\$500.00
			TOTAL:	\$10,126.34

Scope of Work
 VST-10247

Replacement hardware for Cape Coral PD - Cape Coral Parkway

Replacement hardware:
 L5F Camera
 NUC PC
 Gigabit Network Switch

Pricing includes service to replace and commission all new hardware as well as new cable pull across roadway. Cape Coral PD to assist with MOT if needed.

Notes

Terms & Conditions

1. All prices are quoted in USD and will remain firm and in effect for 30 days.
2. This Quote does not include anything outside the above-stated bill of materials.
3. There will be a 3.5% processing fee for credit card payments.
4. Complete system includes 90-day parts/labor warranty, extended warranty options are available.
5. The expected lead time for hardware and installation is 30-60 days.
6. Connectivity is assumed Cellular on department supplied cell card to the MDC for real-time connectivity to LEARN database.
7. CLK fees are shown for budget purposes only. Please DO NOT issue PO to Vetted Security Solutions for renewals of CLK fees.
8. Any use tax, sales tax, excise tax, duty, custom, inspection or testing fee, or any other tax, fee, or charge of any nature whatsoever imposed by any governmental authority, on or measured by the transaction between Vetted Security Solutions and Purchaser shall be paid by Purchaser in addition to the price quoted or invoiced. In the event Vetted Security Solutions is required to pay any such tax, fee, or charge, Purchaser shall reimburse Vetted Security Solutions, therefore, or, in lieu of such payment, Purchaser shall provide Vetted Security Solutions at the time the Contract is submitted an exemption certificate or other document acceptable to the authority imposing the tax, fee, or charge.
9. A 20% deposit is required at the time of purchase for quotes that exceed \$50,000.00. Upon receipt of a purchase order and/or signed quote Vetted Security Solutions will invoice for the deposit amount (due upon receipt).
10. Hardware, software, installation materials, and services will be invoiced at the time of delivery. A signed proof of delivery form will be provided.

Project Total: \$10,126.34

Signature: _____

Effective Date: ____/____/____

Name (Print): _____

Title: _____

Please sign and email to insidesales@vettedsecurity.com
THANK YOU FOR YOUR BUSINESS!