

CITY OF CAPE CORAL

REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

Requesting Department: Police

Vendor Name: Vigilant Solutions, LLC

Address: PO Box 841001, Dallas, TX 75284-1001

Phone: (925) 398-2079

E-Mail:

Price: \$32,586.67 (FY23: \$16,224 and FY24: \$16,362.67)

Description of item to be procured:


Annual Licensing for the LRP Cameras (39) – Renewal for July 1, 2023 through June 30, 2024

Annual Licensing for the LRP Cameras (39) – Renewal for July 1, 2024 through June 30, 2025

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service: The cameras in the LPR (license plate reader) solution used by the Police Department each require an annual license to authorize the passing of data to the cloud software solution. The cameras and the cloud software solution are only provided by Vigilant Solutions, LLC and cannot be purchased from other vendors.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable: The Police Department is using this solution that is only available via directly from Vigilant. New LPR solutions are reviewed for potential benefit and analyzed, but at this time with the current implementation, changing to a new solution is not recommended as the in-place solution is meeting all needs and the cost factor of replacing all hardware and software well exceeds the annual renewal for several years combined.

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: The Police Department is using this solution that is only available via directly from Vigilant. New LPR solutions are reviewed for potential benefit and analyzed, but at this time with the current implementation, changing to a new solution is not recommended as the in-place solution is meeting all needs and the cost factor of replacing all hardware and software well exceeds the annual renewal for several years combined.

Department Director's Signature:  Date: 6/5/24

Approval: Procurement Manager  (not to exceed \$50,000.00) Date: 6/12/2024

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

Council authorization required if exceeding \$100,000.00

Revised 1/6/2020- Per Ordinance #52-19, Article VII: Purchase and Sale of Real and Personal Property. Adopted 12/02/2019



INVOICE

Vigilant Solutions, LLC
 P.O. Box 841001
 Dallas TX 75284-1001
 United States
 Ph: (925) 398-2079 Fax: (925) 398-2113

| | |
|--------------|------------|
| Page Number | 1 of 2 |
| Request Date | 05/15/2023 |
| Sold To | 608224 |
| Branch Plant | 10204 |
| Order Number | 30188 S5 |
| Invoice | 51660 RI |
| Invoice Date | 05/15/2023 |

Sold To:

Cape Coral Police Department
 1015 Cultural Park Blvd. 2nd Floor
 City of Cape Coral
 Cape Coral FL 33990
 United States

| Line No | Item Number | Description | Quantity | Price |
|--------------|--------------------|--|----------------------|--------------|
| 1 | ESA RENEWALS BASIC | ANNUAL SUBSCRIPTION RENWL FEE Period: 7/23 - 6/24 | 1 | \$ 16,224.00 |
| Terms | | Net 30 Days | | |
| Net Due Date | | 6/14/2023 | Total Service Charge | \$ 16,224.00 |

* Details on annual CLKs renewal are included in the attached schedule.

PAYMENT INSTRUCTIONS

| | | |
|---|---|--|
| <p>U.S REGULAR MAIL VIGILANT SOLUTIONS, LLC P.O. BOX 841001 DALLAS, TX 75284-1001</p> | <p>EXPRESS/OVERNIGHT DELIVERY BANK OF AMERICA - LOCKBOX SERVICES VIGILANT SOLUTIONS, LLC - LOCKBOX 841001 1950 N STEMMONS FREEWAY DALLAS, TX 75202</p> | <p>ACH/ WIRE TRANSFERS ACCOUNT NAME: VIGILANT SOLUTIONS, LLC BANK OF AMERICA 135 SOUTH LASALLE CHIGAGO, IL 60603 ABA Routing Number: 071000039 Account Number: 8670615284 SWIFT Code: BOFAUS3N</p> |
|---|---|--|



| | |
|------------------------|-------------------------------|
| Service Period | July 1, 2023 to June 30, 2024 |
| Service Level | ESA-Basic |
| Annual Rate per Camera | \$ 416 |
| Total Cameras | 39 |

| Year | Month | Eligible Cameras | Monthly Service Charge |
|------------------------------------|-----------|------------------|------------------------|
| 2023 | July | 39 | \$ 1,352.00 |
| 2023 | August | 39 | \$ 1,352.00 |
| 2023 | September | 39 | \$ 1,352.00 |
| 2023 | October | 39 | \$ 1,352.00 |
| 2023 | November | 39 | \$ 1,352.00 |
| 2023 | December | 39 | \$ 1,352.00 |
| 2024 | January | 39 | \$ 1,352.00 |
| 2024 | February | 39 | \$ 1,352.00 |
| 2024 | March | 39 | \$ 1,352.00 |
| 2024 | April | 39 | \$ 1,352.00 |
| 2024 | May | 39 | \$ 1,352.00 |
| 2024 | June | 39 | \$ 1,352.00 |
| Total Service Period Charge | | | \$ 16,224.00 |

Represents the number of Eligible Cameras with CLKs due for each respective month.

The Monthly Service Charge is calculated by taking the Annual Rate/12 months x monthly number of Cameras.



INVOICE

Vigilant Solutions, LLC
 6200 Stoneridge Mall Rd
 3rd Floor Suite 301
 Pleasanton CA 94588
 United States
 Ph: (925) 398-2079 Fax: (925) 398-2113

| | |
|--------------|-------------|
| Page Number | Page 1 of 1 |
| Request Date | 05/14/2024 |
| Sold To | 608224 |
| Branch Plant | 10204 |
| Order Number | 33234 S5 |
| Invoice | 57333 RI |
| Invoice Date | 05/14/2024 |

Sold To:

Cape Coral Police Department
 1015 Cultural Park Blvd. 2nd Floor
 City of Cape Coral
 Cape Coral FL 33990
 United States

| Line No | Item Number | Description | Quantity | Price |
|--------------|-------------------|--|----------------------|--------------|
| 1 | VS ESA BASIC RNWL | ANNUAL SUBSCRIPTION RENWL FEE Period: 7/24 - 6/25 | 1 | \$ 16,362.67 |
| Terms | | Net 30 Days | | |
| Net Due Date | | 6/13/2024 | Total Service Charge | \$ 16,362.67 |

PAYMENT INSTRUCTIONS

| | | |
|--|---|--|
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|--|---|--|