

# CITY OF CAPE CORAL REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

**Requesting Department:** Police Department

**Vendor Name:** Versaterm Public Safety US, Inc.

**Address:** 1 N. MacDonald, Suite 500 – Mesa, AZ 85201

**Phone:**

**E-Mail:** ar@versaterm.com

**Price:** \$17,189.55

**Description of item to be procured:**

Annual software subscription renewal for IAPro Professional Standards Software (unlimited use site licenses), Blue Team Field Support Service Software (unlimited use site licenses), HR Integration Process, EIPro Application Licensing (unlimited use site licenses)

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

All three software programs; IAPro, Blue Team, and EIPro were invented/created by CI Technologies and CI Technologies is the sole source provider of training, data migration, data integration, along with user and technical support for all three software programs. Many of the features and capabilities of IAPro, Blue Team and EIPro are not shared by any other competing professional standards software products (documentation attached).

IAPro is also recommended by CALEA for use in Law Enforcement Agencies. The Cape Coral Police Department is a CALEA accredited agency.

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

The department also evaluated Benchmark Analytics software; however, it does not have the same capabilities for internal affairs investigations and disciplinary issues. Benchmark Analytics is more of an early warning intervention tool.

**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 department will continue to monitor other professional standards software programs as they become available.

**Department Director's Signature:** \_\_\_\_\_ **Date:** 7/15/2025

**Approval: Procurement Manager** Wanda Ross (not to exceed \$50,000.00) **Date:** 7/25/25

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

**Council authorization required if exceeding \$100,000.00**

# Versaterm Strengthens Its Portfolio with the Acquisition of IAPro Solution from CI Technologies

March 16, 2023 | 1 min read

*The acquisition also adds the Public Portal, BlueTeam, EIPro, and MakeNOTE solutions into Versaterm's ecosystem to enhance agency operational efficiency and community safety*

**OTTAWA, Ontario – March 16, 2023**

Versaterm, a global public safety solutions leader, announced today its acquisition of [CI Technologies](#), a provider of professional standards, internal affairs, wellness, and early intervention software for public safety agencies. The acquisition includes CI Technologies' complete line of solutions - IAPro NextGen, Public Portal, BlueTeam, EIPro, and MakeNOTE - designed to help agencies uphold professional standards and integrity. Integrating the solutions with Versaterm's comprehensive public safety ecosystem will further enhance agency operations, increase the efficiency and effectiveness of their operations, and improve community service, engagement, and safety.

"Our commitment remains to serve the mission of our customers. We continue to expand our ecosystem to solve the present and future challenges of the public safety community," said Warren Loomis, President & CEO of Versaterm. "CI Technologies has developed proven best-in-class solutions, and now, including them into the Versaterm ecosystem, we'll combine our respective industry-leading solutions, delivering seamless workflows and continuous improvements for our public safety partners."

Founded in 1992, CI Technologies' solutions are utilized by more than 950 public safety agencies across the United States, Canada, Australia, and New Zealand.