



## MEMORANDUM BID WAIVER APPROVAL

**TO:** Hugh Dunkley, Chief Financial Officer

**FROM:** Kristina Maricic, Administrative Services Manager, Police Department **K.M.#1068**

**SUBJECT:** Bid Waiver Approval Request – FUSUS, Inc. products and services

**DATE:** August 31, 2023

**Background:** The Police Department needs to procure a common operating platform that does not require a complete replacement of video cameras, recorders, servers, or network equipment at video transmitting locations to view public and community video sources for incident situational awareness and investigations. Fusus has been deemed as the only manufacturer that builds such a platform. Their solution is robust yet fast and cost efficient to deploy and requires minimal supervision on the part of the Department. Fusus provides a video and data collaboration platform to expedite intelligence gathering and efficiency of response to situations as they unfold throughout the community. Further, the platform is tied to a community-facing website portal for video camera registry, providing a tool for identifying the location of cameras in proximity to incidents, as well as a means for efficient outreach to collect recorded video and image files from camera owners both public and private. The Police Department is requesting bid waiver approval for the thirty-six (36) months for the duration of agreement with Fusus, Inc.

**Justification:** The Police Department recommends entering into direct contract with Fusus, Inc. under the bid waiver as it is in the best interest of the City of Delray Beach. Staff was able to negotiate discounted services and products in excess of \$25,000 dealing directly with the manufacturer. The vendor only sells their solution and product through other resellers if they allow and enter into a contract with them specifically. Currently, only Axon, Inc. was able to provide a quote for the same solution and products, however, without a discount.

**Market Research:** FususONE, the Company's flagship enterprise software management system, is the only platform of its kind on the market and there are no comparable market alternatives that meet the specifications available through Fusus, Inc. This product has met the criteria set by every Nationwide Department under contract with Fusus for a sole source procurement methodology. The vendor only sells their solution and product through other resellers if they allow and enter into a contract with them specifically. Currently, only Axon, Inc. was able to provide a quote for the same solution and products, however, without a discount.

**Quote or Proposal is attached**      ☒ Yes      ☐ No

Comments: \_\_\_\_\_

☐ Approved      Bid Waiver approval is valid for this purchase only.

☐ Need Additional Information      ☐ Not Approved

Comments: \_\_\_\_\_

