



Cover Memorandum/Staff Report

File #: 23-1132

Agenda Date: 9/18/2023

Item #: 6.R.5.

TO: Mayor and Commissioners
FROM: Chief Russ Mager, Police Department
THROUGH: Terrence R. Moore, ICMA-CM
DATE: September 18, 2023

APPROVAL OF RESOLUTION NO. #169-23 APPROVING A BID WAIVER AND AWARDING AGREEMENT WITH FUSUS, INC. FOR PUBLIC AND COMMUNITY VIDEO SOURCES VIEWING PLATFORM

Recommended Action:

Motion to approve Resolution No. #169-23 approving a Bid Waiver and awarding agreement with Fusus, Inc. for public and community video sources viewing platform in the amount not to exceed \$300,000.

Background:

The Police Department is in need 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, Inc. has been deemed to be 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, Inc. 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 means for efficient outreach to collect recorded video and image files from camera owners both public and private. The Police Department's Real Time Crime Center (RTCC) team has toured several Florida municipalities and reviewed their RTCCs and solutions they utilize and have determined Fusus' platform fits City's needs.

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. Many Florida municipalities have procured Fusus platform as a sole source, given the fact that Fusus, Inc. is the only manufacturer and holds patents on some of the features of their product. Considering that Axon is currently allowed to sell Fusus products, it is most appropriate for the City to procure this under the bid waiver, and deal directly with the manufacturer.

For additional due diligence, the Purchasing Department issued a Request for Information (RFI) looking for other vendors who can provide video sources viewing platform. A few vendors responded, however, their platforms are unable to provide everything Fusus' does.

The agreement is a thirty-six (36) month agreement and includes the following Fusus Pro Package software and associated hardware:

FususONE - Initial setup, access, and training of users to include up to 500 data points and 500 public/private video feeds.

FususCORE - installation and setup of:

- i. Five (5) FususCore Pro Appliances
- ii. One (1) FususCORE Elite AI Appliance
- iii. Ten (10) FususCORE Lite Extended Appliances (Fusus will deliver five (5) FususCORE Lite Extended Appliances upon the 1st anniversary of contract signing and five (5) FususCORE Lite Extended Appliances upon the 2nd anniversary of contract signing)

FususREGISTRY: Creation of a custom website portal for community members to register privately owned cameras

FususVAULT: Implementation of a CJIS compliant evidence vault for the storage of up to 5TB of videos and still images captured via the FususONE™ platform

FususOPS: Implementation of smart-phone app which provides viewing of live camera feeds and setting up and transmitting the location of teams for special events and critical incident management

FususTIPS: Implementation of SMS service that provides text communications of pictures, audio and video directly into FususVault

FususNOTIFY: Implementation of SMS text service that provides text notifications to community members

FususAlert: Implementation of iOS/Android application which provides panic alerting to FususONE™ along with geo location of persons in distress and automatic docking of nearby camera assets in the FususONE platform

FususANALYTICS: Implementation of crime and incident heat mapping and analysis platform

FususCONNECT Call-Out: One (1) month Fusus call-out to businesses within the jurisdiction to assist with camera registration and integration

FususCONNECT Microsite: Development of an agency specific website landing page to assist with building camera registration and integration of community video assets

IFususINCIDENT: Implementation of the Fusus Situational Awareness system for bi-directional telestration, icon marking, floor plan room clearing, planning, and resource staging from Emergency Operation Center workstations and mobile field-based users on laptops and iOS/Android mobile devices

FususLIVELINK: Provision of a live link system which allows 911 callers to initiate a camera stream in the event of an emergency to the Department, along with a one-to-many methodology for secure and encrypted responder-group sharing during an emergency

FususOVERWATCH: Allows users the ability to track vehicles and people from one camera to another

Remote Configuration of Fusus Core(s)

Integration of all current and future video feeds

Integration of Computer Aided Dispatch, AVL, drone feeds, covert cameras, and license plate readers as required

Fusus will provide continuing data and IoT integrations at no additional charge for the life of the agreement

The cumulative contract value is provided below. Contingency is for unforeseen costs during the term of the contract such as additional appliances/hardware.

Estimated Contract Value		
Initial Term	September 5, 2023 - September 4, 2026	\$ 275,000
Contingency	N/A	\$ 25,000
	Total:	\$ 300,000

This motion is in accordance with City Code of Ordinances Section 36.02, Commission approval Required and Purchasing Policies: Limited or No Competition Acquisitions

City Attorney Review:

Approved as to form and legal sufficiency.

Funding Source/Financial Impact:

Funding is budgeted in FY 2020-2023 GL account number 001-21-150-521.68-10. For FY 2023-2024, the same GL account number was used, and this funding is subject to annual budget approval and appropriations.

Timing of Request:

This is a time sensitive request due to funding being provided in the current fiscal year for the first year of the contract, as well as due to expected significant increase in pricing in the near future.