



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #051321  
Entitled

**Public Safety Software**

The following advertisement was placed March 25, 2021 in *USA Today*, in South Carolina's *The State*, in *The Oklahoman* and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and March 26, 2021 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Public Safety Software to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 13, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

|  |                                   |
|--|-----------------------------------|
| 2Amplify   | Kyran Research Associates, Inc.   |
| Acivilate, Inc.                                  | L3Harris Technologies, Inc.       |
| Active911, Inc.                                  | Lakeshore Learning Materials      |
| ADITI, LLC                                       | Locality Media, Inc.              |
| Advanced Digital Systems, Inc.                   | Locution Systems, Inc.            |
| Agnovi Corporation                               | ManTech International             |
| Altus Business Consultants America, Incorporated | Mark43, Inc.                      |
| AlxTel, Inc.                                     | MdE, Inc.                         |
| AmaraTech IT Solutions, LLC                      | Michael Baker International, Inc. |
| Apex OmniSource, LLC                             | Motorola Solutions, Inc.          |
| Ardent Technologies, Inc.                        | Multipath Data, Inc.              |
| AT&T   | NGA 911, LLC                      |
| BackDraft OpCo, LLC                              | Noggin IT, Inc.                   |

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| BAE Systems                                | North South 804 Apps, LLC                      |
| Benchmark Solutions, LLC                   | Northland Business Systems, Inc.               |
| BTC Technologies                           | NP Strategies, LLC                             |
| Carahsoft Technology Corporation           | Oakland Consulting Group, Inc.                 |
| CCI Worldwide                              | Octernion Consultants, Incorporated            |
| CentralSquare Technologies                 | Off Duty Management                            |
| cFive Solutions, Inc.                      | Office of General Services                     |
| Climb2Glory, LLC                           | Optimum Technology, Inc.                       |
| Codex Corporation                          | OSH International, LLC                         |
| Colossus, Inc.                             | PlayerLync, LLC.                               |
| Colossus, Incorporated                     | Pleasant Solutions Canada, Inc.                |
| Computer Square, Inc.                      | PowerDMS, Inc.                                 |
| Coolsoft, LLC                              | PowerTrunk, Inc.                               |
| Cooperative Services, LLC                  | Priority 5 Holdings, Inc.                      |
| CorePoint Solutions, Inc.                  | ProActive Computer Security, LLC               |
| Cornerz, Inc.                              | PulsePoint Foundation                          |
| CrisisGo                                   | PURVIS Systems, Incorporated                   |
| CSI Technology Group                       | Quicket Solutions                              |
| Cyberkar Systems                           | RadioMobile, Inc.                              |
| Cyrun Corporation                          | RapidDeploy                                    |
| Deccan International                       | Raymond Chabot Grant Thornton Consulting, Inc. |
| DigitalBlue Software, LLC                  | RMS Software, Inc.                             |
| DMS Technologies, Inc.                     | ShotSpotter, Inc.                              |
| Emergensys Solutions, Inc.                 | SmartCOP, Inc.                                 |
| Emergent Health Care Solutions, LLC        | Software Professionals, Inc.                   |
| EMS Technology Solutions, LLC              | Soma Global                                    |
| Envisage Technologies                      | Stanley Convergent Security Solutions          |
| eRepublic, Inc.                            | StationSmarts, LLC                             |
| ESi Acquisition                            | Strategic Alliances Group, Inc.                |
| FINT Solutions, Inc.                       | TargetSolutions Learning, LLC                  |
| Genasys Inc.                               | The ActOne Group, Inc.                         |
| GenCore Candeo, Ltd. dba The Genesis Group | The Informatics Applications Group, Inc.       |
| Global Public Safety                       | Track Star International, Inc.                 |
| GovConnection, Inc.                        | Tyler Technologies                             |
| Healthcare Imaging, Inc.                   | US Digital Designs, Inc.                       |
| Hexagon Safety and Infrastructure          | Utility Associates, Inc.                       |
| Hitech Systems, Inc.                       | Vaisala, Inc.                                  |
| Horizon Technologies, Inc.                 | Valor Systems, Inc.                            |
| HydeInfoTech                               | Veoci, Inc.                                    |
| i7 Solutions, Inc.                         | Versaterm Public Safety                        |
| In Force Technology                        | Vista Com                                      |
| Informer Systems, LLC                      | Vog Calgary App Developer, Inc.                |
| Inspirit Group, LLC                        | Voice Products, Inc.                           |

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|--|---------------------------|
| International Projects Consultancy Services (IPCS), Inc. | Vuro Technologies         |
| International Public Safety Data Institute               | Westnet, Inc.             |
| InterTalk Critical Information Systems                   | Winbourne Consulting, LLC |
| iVedha, Inc.   | Zetron, Inc.              |
| Konica Minolta Business Solutions U.S.A., Inc.           | ZOLL Data Systems, Inc.   |
| Kronos   |                           |

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on May 13, 2021, at 4:43:18 pm CT. Proposals were received from the following:

Acivilate, Inc.  
 Active911, Inc.  
 Apex OmniSource, LLC  
 BackDraft OpCo, LLC  
 Benchmark Solutions, LLC  
 CentralSquare Technologies  
 Codex Corporation  
 Colossus, Incorporated  
 CrisisGo  
 Deccan International  
 Emergensys Solutions, Inc.  
 Emergent Health Care Solutions, LLC  
 EMS Technology Solutions, LLC  
 Envisage Technologies  
 Genasys, Inc.  
 GenCore Candeo, Ltd. dba The Genesis Group  
 GovConnection, Inc.  
 HydeInfoTech  
 In Force Technology  
 International Projects Consultancy Services (IPCS), Inc.  
 International Public Safety Data Institute  
 InterTalk Critical Information Systems  
 Kyran Research Associates, Inc.  
 Locality Media, Inc.  
 Mark43, Inc.  
 Michael Baker International, Inc.  
 Motorola Solutions, Inc.  
 Noggin IT, Inc.  
 NP Strategies, LLC  
 Off Duty Management  
 Optimum Technology, Inc.  
 PlayerLync, LLC.  
 PowerDMS, Inc.

Priority 5 Holdings, Inc.  
PulsePoint Foundation  
Quicket Solutions  
RadioMobile, Inc.  
RapidDeploy  
ShotSpotter, Inc.  
SmartCOP, Inc.  
Software Professionals, Inc.  
StationSmarts, LLC  
TargetSolutions Learning, LLC  
The ActOne Group, Inc.  
The Informatics Applications Group, Inc.  
Track Star International, Inc.  
Utility Associates, Inc.  
Vaisala, Inc.  
Voice Products, Inc.  
Winbourne Consulting, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst  
Michael Muñoz, CPPB, Procurement Analyst  
Carol Jackson, Procurement Analyst  
Beverly Hoemberg, Procurement Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from Winbourne Consulting, LLC, fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

BackDraft OpCo, LLC, is offering a cloud-based records management solution for Fire and EMS agencies in the United States and Canada. The application will cover incident reporting (fire and EMS ePCR), personnel records, occupancy records and inspections, hydrant records and inspections, training records, document/file repository, equipment/apparatus maintenance, PPE tracking, and staffing. They are offering Sourcewell participating entities a competitive discount off list price.

Deccan International offers a suite of turn-key situational awareness and information management systems designed for Fire, EMS, and communication center staff. Their team of industry veterans is ready to offer their solutions to Sourcewell participating entities in the United States and Canada. Deccan holds certifications as a Disadvantaged Business Enterprise (DBE), Minority Business Enterprise (MBE) and Woman-Owned Enterprise (WBE). They are offering their solutions at a solid discount from list price.

Envisage Technologies is offering an enterprise software solution that simplifies the operational training tasks common to the blended training environments of public safety. Their principal platform, Acadis, consists of the training management system and a series of supporting software modules, which are configurable to support the full spectrum of training operations. Envisage has a capable sales team and reseller network available to

serve Sourcewell participating entities in the United States and Canada. They are offering a solid discount off their commercial rates.

Genasys, Inc., is a global provider of critical communications systems and solutions. The Company's devices, mobile mass messaging platform, and integrated voice broadcast and mobile alert solutions enable users to provide warnings, notifications and directions. Serving 72 countries including the United States and Canada, Genasys, and its subsidiary Genasys Communications Canada, distributes software solutions through direct sales. Sourcewell participating entities will receive a significant discount off MSRP line-item pricing.

Motorola Solutions, Inc., is offering the Flex public safety software solution. Flex encompasses public safety operations, including CAD, RMS, fire, GIS, mobile applications, JMS, and crime analysis. Motorola has a robust sales force and manufacturer representatives throughout the United States. They are offering a solid discount to Sourcewell participating entities.

Off Duty Management is offering a turn-key service for special event resource management, public/private off-duty assignments, and departmental overtime. They have a strong internal sales team, a large percentage of whom have public sector and law enforcement experience. Off Duty Management is a Woman-Owned Business. They are offering a unique pricing model, reflecting no direct cost to the participating entity or officers.

Quicket Solutions offers a cloud-based software platform for computer aided dispatch, records management software, situational awareness and information management systems, incident command, evidence, ticketing, and citation management systems, application-based alerting or paging system, resource, and controlled substance tracking. They have a dedicated sales force and dealer network ready to respond to Sourcewell participating entity needs. Quicket Solutions is providing a competitive discount off MSRP.

RadioMobile, Inc., is providing a public safety software technology ecosystem for law enforcement, fire/rescue, EMS, and emergency management agencies and personnel. Components include AVL (Automatic Vehicle Location) mapping systems, CAD interfaces, mobile applications, and related in-vehicle software and GPS solutions. Their sales and support staff can provide solutions to Sourcewell participating entities throughout the United States and Canada. RadioMobile is a Veteran-Owned Small Business. They are offering a significant discount to Sourcewell participating entities.

SmartCOP, Inc., is offering a comprehensive system that includes computer aided dispatch, records management, learning management system, information management, incident command, evidence management, ticketing citation management, personnel and asset management, location solutions (AVL), and data analytics. SmartCOP's sales, service and technical support staff are available to serve Sourcewell participating entities principally in the Southeast US, but with expansion underway. Their products and services are offered at competitive discounts from MSRP.

The ActOne Group, Inc. is offering the ATIMS jail management and offender management system. ATIMS contains designed staff workflows with step-by-step processes, including intake, booking, sentencing, and release. ATIMS and corresponding services are made available across the United States and Canada by The ActOne Group, Inc. sales representatives. They are offering a significant discount to Sourcewell's participating entities.

Utility Associates, Inc., is a developer and supplier of public safety software including legal evidence management solutions, records management, incident command, officer down emergency reporting, real-time situational awareness mapping, vehicle maintenance data collection and reporting, automatic license plate data collection and reporting, IoT asset tracking and reporting solutions, and AI-based video redaction and

distribution. They have a strong direct sales and service team throughout North America. Sourcewell participating entities will receive a range of discounts off MSRP pricing.

Vaisala, Inc., is providing lightning detection networks to assist agencies in contributing to personnel safety and cost savings by improved damage response times. Thunderstorm Manager provides an advanced thunderstorm display with real time lightning, radar, and satellite information. Lightning Exporter is a web application that acts as a portal for accessing historical lightning data. Their sales managers in the United States and Canada are ready to serve Sourcewell participating entities. Vaisala is offering a competitive discount off MSRP pricing.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #051321 to:

|                          |             |
|--------------------------|-------------|
| BackDraft OpCo, LLC      | #051321-BAK |
| Deccan International     | #051321-DEC |
| Envisage Technologies    | #051321-ENV |
| Genasys, Inc.            | #051321-GYS |
| Motorola Solutions, Inc. | #051321-MOT |
| Off Duty Management      | #051321-OFF |
| Quicket Solutions        | #051321-QKT |
| RadioMobile, Inc.        | #051321-RDO |
| SmartCOP, Inc.           | #051321-SMT |
| The ActOne Group, Inc.   | #051321-AOG |
| Utility Associates, Inc. | #051321-UTI |
| Vaisala, Inc.            | #051321-VAI |

The preceding recommendations were approved on July 22, 2021.

DocuSigned by:

*Kim Austin*

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Kim Austin, MBA, CPPB, Procurement Lead Analyst

DocuSigned by:

*Michael Munoz*

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*Carol Jackson*

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Carol Jackson, Procurement Analyst

Sourcewell

DocuSigned by:

*Beverly Hoemberg*

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Beverly Hoemberg, Procurement Analyst

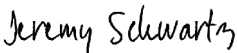
### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #051321 for Public Safety Software**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:  
  
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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer