



# CITY OF LONG BEACH

POLICE DEPARTMENT

400 WEST BROADWAY LONG BEACH CALIFORNIA 90802

# R-21

Robert G. Luna  
Chief of Police

January 5, 2016

HONORABLE MAYOR AND CITY COUNCIL  
City of Long Beach  
California

## RECOMMENDATION:

Adopt Specifications No. RFP 15-069 and award a contract to Dell Marketing, L.P., of Round Rock, TX, for the purchase of body worn camera equipment, software support and cloud storage, in an annual amount not to exceed \$191,000, and authorize a 10 percent contingency in the amount of \$19,100, for a total annual amount not to exceed \$210,100 for a period of one year, with the option to renew for two additional one-year periods, at the discretion of the City Manager. (Citywide)

## DISCUSSION

City Council approval is requested to enter into an annual contract with Dell Marketing, L.P., to provide body worn camera equipment, software support, and cloud video storage for the Police Department (PD) Body Worn Camera Pilot Program. The agreement also includes training for PD staff and data integration with the computer-aided dispatch (CAD) and police records management (RMS) technology systems.

In 2016, the PD will begin a year-long Body Worn Camera Pilot Program. The Department will assign body worn cameras to patrol officers for use and testing in the field. Body worn cameras have been implemented by a number of police departments nationwide, and preliminary research indicates that this technology is expected to improve public safety, reduce community complaints and increase transparency.

A Request for Proposal (RFP) was issued on PlanetBids on May 6, 2015, and 2,881 potential proposers specializing in body worn equipment and supporting software services were notified of the RFP opportunity. Of those proposers, 58 downloaded the RFP via our electronic bid system. The RFP was made available from the Purchasing Division, located on the seventh floor of City Hall, and the Division's website at [www.longbeach.gov/purchasing](http://www.longbeach.gov/purchasing). An RFP announcement was also included in the Purchasing Division's weekly update of Open Bid opportunities, which is sent to 22 business groups that represent local, minority and women-owned businesses.

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Nine proposals were received on June 4, 2015. Of those nine proposers, none were Minority-owned Business Enterprises (MBEs), none were Women-owned Business Enterprises (WBEs), two were certified Small Business Enterprises (SBEs), and none were Long Beach businesses (Local).

A selection committee, comprised of staff from the Police Department and the Technology and Innovation Department, reviewed the nine proposals, and invited three proposers to demonstrate their equipment and software applications to City staff. At the conclusion of the demonstrations, the selection committee determined that Dell Marketing, L.P., of Round Rock, TX (not a MBE, WBE, SBE, or local), submitted the most qualified proposal, proving the best value for the City's needs based on criteria in the RFP, including, but not limited to, reasonableness of cost, unobtrusive design of the camera and mounting options, video upload solutions that do not place significant stress on the City's current bandwidth infrastructure, and advanced software features not provided by other proposers.

### **Local Business Outreach**

In an effort to align with our outreach goal, Long Beach business are encouraged to submit proposals for City contracts. The Purchasing Division also assists businesses with registering on the Bids Online database in order to download the RFP specifications. Through outreach, 216 Long Beach vendors were notified to submit proposals, of which one downloaded and none submitted a proposal. The Purchasing Division is committed to continuing to perform outreach to local vendors to expand the bidder pool.

This matter was reviewed by Principal Deputy City Attorney Gary Anderson on December 17, 2015 and by Budget Management Officer Victoria Bell on December 16, 2015.

### **TIMING CONSIDERATIONS**

City Council action is requested on January 5, 2016, in order to allow for the timely execution of the agreement and implementation of the equipment and software application.

### **FISCAL IMPACT**

The annual contract cost will not exceed \$210,100, including the recommended 10 percent contingency of \$19,100. The FY 15 adopted budget included a list of one-time strategic investments for technology to allow the Police Department to provide more transparent and responsible policing in the amount of \$210,000. This amount will be re-appropriated in the General Fund (GF) in the Police Department (PD) in the First Budget Adjustment Council Letter of FY 16. There is no local job impact associated with this recommendation.

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SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



ROBERT G. LUNA  
CHIEF OF POLICE

APPROVED:



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PATRICK H. WEST  
CITY MANAGER