



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #101223  
Entitled

**Public Safety Video Surveillance Solutions with Related Equipment, Software and Accessories**

The following advertisement was placed August 24, 2023 on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), August 25, 2023 in Oregon's *Daily Journal of Commerce* and South Carolina's *The State*, August 29, 2023 in *USA Today* and August 29 and September 5, 2023 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety Video Surveillance Solutions with Related Equipment, Software and Accessories 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 October 12, 2023, 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:

10101847 MB, Ltd.	i-PRO Americas, Inc.
1043524 Ontario, Ltd.	I.K. Systems, Inc.
15045649 Canada, Inc.	IM Wireless Communications, Ltd.
365Labs, LLC	Indominus Consulting, LLC
ABC SECURITY ACCESS SYSTEMS	Integrated Fire & Security Solutions, Inc.
Absco Alarms	Integrated Wireless Technologies
Adorama, Inc.	Integrity Networks
ADT Commercial, LLC	Intellitecture, Inc.
Ainsworth, Inc.	IP Access International, LLC
Allerin US, Inc.	IrexAI, Inc.
Allied Digital Services, LLC	Ivoxy Consulting, Inc.

Alltrees, LLC dba Grove Security	Johnson Controls, Inc.
Arkansas Public Safety Solutions, LLC	Koexact Technology, Inc.
Aton Technology Brokers, LLC	Konica Minolta Business Solutions U.S.A., Inc.
Automotus, Inc.	LaSai Technologies, LLC
Avaya, Inc.	LensLock, Inc.
Axis Communications	Local Security
Axon Enterprise, Inc.	LYN Systems, Inc.
bartt integration, ltd.	Mobile Communications America
BAYCOM, INC.	Montel Technologies, LLC
Boadus Pride, LLC	Motorola Solutions, Inc.
Brixtel Defense, LLC	MSA Safety Sales, LLC
Bryx, Inc.	NDI Technologies, Inc.
BusComm, Incorporated	New Tech Solutions, Inc.
ByteSpeed Computers	NUUO, Inc.
ByteSpeed, LLC	NZS, Inc. dba OneScreen
Cardinal Peak Technologies	Paladin Technologies
Care Security Systems	Peters Distributing
CDS Office Technologies, Inc.	Presidio Networked Solutions, LLC
CDW Government, LLC	Prime Electric
CelPlan Technologies, Inc.	Prime Vendor, Inc.
Cloudastructure, Inc.	Pro-Vision Solutions, LLC
COBAN Technologies, Inc. (Safe Fleet Law Enforcement)	PWXPress
Commercial Electronics Corp.	Quality and Assurance Technology Corporation
CompuNet, Inc.	Radio Engineering Industries, Inc. (REI)
Computer Integration Technologies, Inc.	Reconview
Cooperative Services, LLC	Regina Construction Association
Core BTS	Reveal Media USA, Inc.
Covert Security Solutions, Inc.	Risk Response Team, Inc.
DBISP, LLC	Riverside Technologies, Inc.
Delco Automation, Inc.	SABER Technologies, LLC
Dell Marketing, L.P.	Safety Vision
Dell Technologies	Saskatchewan Telecommunications
DESIGN VIDEO SECURITY SYSTEMS CORP.	Sciencel Solutions, LLC
Digital Ally, Inc.	Securitas Electronic Security (Canada), Inc.
Divine Imaging, Inc.	Security Lines US, LLC
Electronic Systems Solutions, Inc.	Skyline Technology Solutions, LLC
ELITE STORAGE PRODUCTS, LLC	Sled Consulting, LLC
Equity Security Services	Strategic Communications
eRepublic, Inc.	Technical Systems Group, Inc.
Federal Proposal Services, LLC	Terawe Corporation
Fields Fish and Game, LLC	The Proposal Lab
Fisher's Document Systems, Inc.	Unified Systems, Inc.
Flower City Communications, Inc.	Unlimited Technology, Inc.
Garda Canada Security Corporation	Utility Associates, Inc.

Getac, Inc.	Utility, Inc.
Guardian Advanced Solutions	Versaterm Public Safety
Hanwha Vision America	VKC Systems, Inc.
Heartland Business Systems	Wesco, Inc.
High Point Networks, LLC	Wireless CCTV, LLC
Homeland Safety Systems, Inc.	Wolf Distribution, LLC
Howard Technology Solutions A division of Howard Industries, Inc.	

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 October 12, 2023 at 4:33:07 pm CT. Proposals were received from the following:

365Labs, LLC  
 Alltrees, LLC dba Grove Security  
 Axon Enterprise, Inc.  
 ByteSpeed, LLC  
 Cardinal Peak Technologies  
 Cloudastructure, Inc.  
 COBAN Technologies, Inc. (Safe Fleet Law Enforcement)  
 CompuNet, Inc.  
 Digital Ally, Inc.  
 Getac, Inc.  
 I.K. Systems, Inc.  
 i-PRO Americas, Inc.  
 IrexAI, Inc.  
 Konica Minolta Business Solutions U.S.A., Inc.  
 LensLock, Inc.  
 Montel Technologies, LLC  
 Motorola Solutions, Inc.  
 New Tech Solutions, Inc.  
 NZS, Inc. dba OneScreen  
 Presidio Networked Solutions, LLC  
 Prime Electric  
 Pro-Vision Solutions, LLC  
 Quality and Assurance Technology Corporation  
 Radio Engineering Industries, Inc. (REI)  
 Reconview  
 Reveal Media USA, Inc.  
 Risk Response Team, Inc.  
 Security Lines US, LLC  
 Skyline Technology Solutions, LLC  
 Utility Associates, Inc.  
 Versaterm Public Safety

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig M.S., Sr. Procurement Analyst  
Ginger Line, MPA, NIGP-CPP, CPPB, Sr. Procurement Analyst  
Lisa Truax, Procurement Analyst  
Nick Scholer, 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 all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Axon Enterprise, Inc. brings a comprehensive product offering of body worn cameras, point of view cameras, interview room equipment, mobile camera solutions, digital evidence software and accessories. Axon's sales and service team provides coverage across North America. The customer service and support division is available 24x7 to assist Sourcewell participating entities. Participating entities are offered a competitive discount off MSRP and product pricing includes shipping.

Cardinal Peak Technologies, LLC, offers a comprehensive software in CaseCracker along with fixed room video surveillance solutions. Cardinal offers a wide variety of services including transcription, evidence sharing, training, and accessories. With their channel partners, they cover all of the United States and Canada. Cardinal offers warranty coverage and a competitive discount off MSRP pricing to Sourcewell participating entities.

Digital Ally, Inc. provides law enforcement with video surveillance and evidence management systems along with all necessary hardware. Their internal sales team will sell and service to all Sourcewell participating entities in the United States and Canada. Digital Ally is offering a solid discount off their list pricing.

i-Pro Americas Inc offers comprehensive security systems which include video imaging and AI-driven software. Their solutions are customizable as required by participating entities. Their sales force, certified dealers, and distributors cover and service all of North America. I-Pro offers training and a strong warranty to Sourcewell participating entities. They are offering a competitive discount off standard pricing.

Konica Minolta Business Solutions U.S.A. Inc. offers IoT cameras that do not require a central computer allowing for smaller hardware expenditures. With their large sales force and authorized dealers they cover all of the United States and Canada. Konica Minolta offers warranty coverage and a substantial discount off MSRP pricing to Sourcewell participating entities.

Motorola Solutions, Inc. offers a large variety of camera options along with on-site storage solutions for use in the public safety sector. They have an expansive, geographically diverse sales force and extensive dealer network covering the will provide sales and service to Sourcewell participating entities in the United States and Canada. Motorola is offering a solid discount off their list pricing.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #101223 to:

Axon Enterprise, Inc.	#101223-AXN
Cardinal Peak Technologies, LLC	#101223-ALLY
Digital Ally, Inc.	#101223-CARD
i-Pro Americas Inc	#101223-IPRO
Konica Minolta Business Solutions U.S.A. Inc.	#101223-KON
Motorola Solutions, Inc.	#101223-MOT

The preceding recommendations were approved on December 1, 2023.

DocuSigned by:



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Greg Grunig M.S., Sr. Procurement Analyst

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Ginger Line, MPA, NIGP-CPP, CPPB, Sr. Procurement Analyst

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Lisa Truax, Procurement Analyst

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Nick Scholer, 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 #101223 for Public Safety Video Surveillance Solutions with Related Equipment, Software and Accessories**.

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:

*Jeremy Schwartz*

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP  
Sourcewell Chief Procurement Officer