

**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) 010720  
Entitled

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

The following advertisement was placed November 7, 2019 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, 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 November 8, 2019 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Public Safety Video Surveillance Equipment, Software and Accessories to result in a contracting solution for use by its members. Sourcewell members include thousands of governmental, higher education, K-12 education, not-for-profit, 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 January 7, 2020, 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:

AC Technical Systems, Ltd.	Miller Electric Company
ADVANCED SECURITY TECHNOLOGIES, LLC	Motorola Solutions, Inc. - Markham, ON
AIVI Global, Inc.	Motorola Solutions, Inc. - Chicago, IL
Applied Concepts, Inc.	National Surveillance & Security
Axon Enterprise, Inc.	NEC DISPLAY SOLUTIONS OF AMERICA
Bearcom	NetSource Educational Technologies, LLC
Best Enterprises	NitroFill, LLC
BusComm, Incorporated	Northland Business Systems, Inc.
CDW CANADA CORP	Obsidian Integration, LLC
Centurylink	Paladin Technologies
COBAN Technologies, Inc.	Panasonic i-PRO Sensing Solutions Corporation of America
Cobra Integrated Systems	Panasonic Systems Solutions Company of North America
CODY CONSULTING	Patriot Integrations, LLC
Communications Group (Fort McMurray), Ltd. o/a Tridon Communications	Pelco
Convergint Technologies, LTD	Portable Computer Systems, Inc.
CorePoint Solutions, Inc.	Progressive Technologies
Critical Path Integrators	ProLogic ITS, LLC
D&D Ultimate Connection, LLC	Pro-Vision Solutions, LLC

DakTech, Inc.	Regina Construction Association
Delco Automation, Inc.	Rhombus Systems, Inc.
Digital Ally, Inc.	Safety Vision
DSS Corporation	Saskatoon Construction Association
ELB Global	Security Management Systems, Inc.
eRepublic, Inc.	SGTS, INC.
Getac Video Solutions, Inc.	ShotSpotter, Inc.
Harlem Data Communications, LLC d/b/a HDC Networks	Silmar Electronics
Hillman Audio Video, Inc.	Stanley Convergent Security Solution
Home Safe Security, Inc.	Superior Alarms
IM Wireless Communications, Ltd	Syntrex Technologies, Inc.
Industrial Video & Control Co., LLC	Trimet Storage Solutions
Island Computer Products, Inc.	Tyco Integrated Fire & Security Canada, Inc.
IVS, Inc. dba AngelTrax	Unicom Government, Inc.
JDL Digital Systems	VIDIZMO, LLC
Johnson Controls	Vipond, Inc.
Johnson Controls LP Canada	Voice Products, Inc.
Kustom Signals, Inc.	Walker Development & Trading Group, Inc.
Laser Aiming Systems Corp.	WatchGuard Video, Inc.
March Networks	Word Systems, Inc.
Marcomm Integrated Business Solutions	World Wide Technology
Metrobit, Inc.	Yellowstone Electric Co.

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 January 7, 2020 at 4:31 pm CT. Proposals were received from the following:

- Applied Concepts, Inc.
- Axon Enterprise, Inc.
- Best Enterprises
- COBAN Technologies, Inc.
- Convergent Technologies LTD
- Delco Automation, Inc.
- Digital Ally, Inc.
- Getac Video Solutions, Inc.
- Industrial Video & Control Co., LLC
- Kustom Signals, Inc.
- Laser Aiming Systems Corp.
- Marcomm Integrated Business Solutions
- Miller Electric Company
- Motorola Solutions, Inc. - Markham, ON
- Motorola Solutions, Inc. - Chicago, IL

Paladin Technologies  
Panasonic i-PRO Sensing Solutions Corporation of America  
Portable Computer Systems, Inc.  
ProLogic ITS, LLC  
Pro-Vision Solutions, LLC  
Safety Vision  
WatchGuard Video, Inc.  
Word Systems, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, CPSM, Procurement Manager  
Kim Austin, CPPB, Procurement Lead Analyst  
Carol Jackson, Procurement Analyst  
Brandon Town, CPSM, CPSD, Procurement Analyst

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

The Proposal Evaluation Committee used the Sourcewell RFP evaluation criteria and determined that all proposal responses met Level-One and Level-Two Responsiveness 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 Members. Members are offered a competitive discount off MSRP and product pricing includes shipping.

Laser Aiming Systems Corporation dba Viridian Weapon Technologies offers weapon mounted cameras and an evidence management technology system. The FACT Duty weapon mounted camera comes in two configurations for Sourcewell Members. Options include a high-resolution camera and microphone or a green laser tactical light and camera. Laser Aiming Systems Corporation has sales representatives throughout the United States and Canada available to serve Member needs. Laser Aiming Systems Corporation is qualified as a small business by the U.S. Small Business Administration. They are offering Members a solid discount off standard pricing.

Panasonic i-PRO Sensing Solutions offers wide-ranging public safety solutions, including body-worn cameras, in-car-video systems, security cameras and proof management software. All i-PRO cameras are backed by an impressive warranty and a Priority Advanced Exchange Program. Sourcewell Members are supported by a network of dealers in the United States and Canada. Panasonic i-PRO offers Members a strong discount off MSRP.

WatchGuard Video, Inc. is a wholly owned Motorola Solutions, Inc. company. WatchGuard's offering includes in-car video cameras, body-worn cameras, interview room systems, evidence management software and hardware. They also offer cloud, hybrid and on-premise storage solutions. WatchGuard provides sales and service to the United States and Canada. Their customer service and technical support are available 24x7 at no additional cost for the product's lifetime. They offer Sourcewell Members a solid price discount off MSRP.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #010720 to:

Axon Enterprise, Inc.	010720-AXN
Laser Aiming Systems Corporation dba Viridian Weapon Technologies	010720-LSR
Panasonic i-PRO Sensing Solutions	010720-PAN
WatchGuard Video, Inc.	010720-WCH

The preceding recommendations were approved on February 19, 2020.

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Chris Robinson, CPSM, Procurement Manager

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Kim Austin, CPPB, Procurement Lead Analyst

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Carol Jackson, Procurement Analyst

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Brandon Town, CPSM, CPSD, 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 #010720 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.

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer