



CITY OF SAN LEANDRO

SOLE SOURCE JUSTIFICATION

Project Manager: Lt. Mike Sobek

Date: Jan 6, 2014

Contractor/Consultant/Vendor: Taser International

Project Number: If used/emergency PO # if obtained

Contract Amount: \$ 441,306.83

Project Description: *The San Leandro Police Department is in the process of buying 80 personal video recording devices for all officers and PST's. These on-body cameras will capture any and all audio and video contacts with citizens, suspects and victims in the field. We also will purchase the digital evidence management system called Evidence.com to manage all digital evidence that is captured from the on-body cameras and any other digital evidence that the police department captures from other sources, i.e. digital tape recordings, interviews, etc.*

Notice: Purchases of goods or contracting for services over \$5,000 without obtaining at least three (3) quotes is a violation of City policy unless justified on one or more of the bases below. The City's formal bidding process will normally apply to purchases over \$25,000.

Attach Requisition Form for Signature Approval *Attach this form to your requisition/backup sent to Purchasing*

JUSTIFICATION FOR AWARD OF SOLE SOURCE CONTRACT

- Emergency PO request. Need for the service is of such an unusual and compelling urgency that the City of San Leandro would be seriously injured unless it is permitted to limit the number of sources from which it solicits bids or proposals. This justification is not met on the basis of a lack of planning.
- Staff solicited competitive bids and was unable to obtain three quotes from responsive vendors – Attach sheet with company names, contact names and phone numbers of vendors contacted
- The service/product is only available from a single source and there is no acceptable substitute
- The item is directly procured from the original manufacturer and that supplier is the only source for such item
- Only one vendor can meet the necessary delivery date of _____.
- Only one (1) Contractor/Consultant/Vendor who can provide unique/highly specialized item/ service
- Economy or efficiency supports award to existing contractor/consultant as a logical follow-on to work already in progress under a competitively awarded contract
- Cost to prepare for a competitive procurement exceeds the cost of the work or item
- The item is an integral repair part or accessory compatible with existing equipment
- The item or service is essential in maintaining research or operational continuity
- The item/service is one with which staff members who will use the item/service have specialized training and/or expertise and retraining would incur substantial cost in time and/or money



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EXPLANATION:

The San Leandro Police Department is in the process of providing all officers and civilian Police Service Technicians Personal Video Camera Device's (PVCD) and have spent a year and a half researching various vendors. During our research, we have found only one vendor that reaches our goals of performance, technology and reliability. Taser International is the only vendor that has a 30 second "pre-event buffer" that captures 30 seconds of video at the time the officer or PST activates the camera. Also, Taser International is the only vendor that has a "cloud based" management system called "Evidence.com" that allows for the capture, organizing, classifying, managing, viewing and archiving of the digital evidence we capture. For these reasons we request a sole source for this program.

REQUESTOR SIGNATURE

TASER International

Protect Truth

17800 N 85th St.
Scottsdale, Arizona 85255
United States
Phone: (800) 978-2737
Fax: (480) 991-0791



TASER

Mike Sobek
(510) 577-0662
msobek@sanleandro.org

Quotation

Quote: Q-03646-1
Date: 8/27/2013 12:00 PM
Quote Expiration: 9/15/2013
Contract Start Date*: 11/1/2013
Contract Term: 5 years

Bill To:

San Leandro Police Dept. - CA
901 E. 14TH ST.
San Leandro, CA 94577
US

Ship To:

Mike Sobek
San Leandro Police Dept. - CA
901 E. 14TH ST.
San Leandro, CA 94577
US

SALESPERSON	PHONE	EMAIL	DELIVERY METHOD	PAYMENT METHOD
Abraham Alvarez	800-978-2737	abraham@evidence.com	Fedex - Ground	Net 30

*Note this will vary based on the shipment date of the product.

Year 1: Due net 30

QTY	PART #	DESCRIPTION	UNIT PRICE	Total Before Discount	DISC (\$)	NET TOTAL
80	73002	BODYCAM, AXON BODY	USD 299.00	USD 23,920.00	USD 0.00	USD 23,920.00
7	73070	BODYCAM ETM, 12 BODY CAMERA BAYS, AXON FLEX	USD 1,499.95	USD 10,499.65	USD 0.00	USD 10,499.65
82	85069	5 YEAR TASER ASSURANCE PLAN, BODYCAM	USD 0.00	USD 0.00	USD 0.00	USD 0.00
7	85076	5 YEAR ETM TASER ASSURANCE PLAN	USD 0.00	USD 0.00	USD 0.00	USD 0.00
80	85078	ULTIMATE EVIDENCE.COM ANNUAL PAYMENT	USD 588.00	USD 47,040.00	USD 0.00	USD 47,040.00
12	88101	STANDARD EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	USD 300.00	USD 3,600.00	USD 567.36	USD 3,032.64
1,720	Included Storage	EVIDENCE.COM STORAGE	USD 0.00	USD 0.00	USD 0.00	USD 0.00
12,000	85035	EVIDENCE.COM STORAGE	USD 1.50	USD 18,000.00	USD 0.00	USD 18,000.00
2	Spare Body	BODYCAM, AXON BODY	USD 0.00	USD 0.00	USD 0.00	USD 0.00
80	85079	TASER ASSURANCE PLAN ETM ANNUAL PAYMENT	USD 36.00	USD 2,880.00	USD 0.00	USD 2,880.00

QTY	PART #	DESCRIPTION	UNIT PRICE	Total Before Discount	DISC (\$)	NET TOTAL
1	85055	PREMIUM PLUS SERVICE	USD 15,000.00	USD 15,000.00	USD 0.00	USD 15,000.00
Year 1: Due net 30 Total:						USD 120,939.65
Year 1: Due net 30 Net price:						USD 120,372.29

Year 2 due 2014

QTY	PART #	DESCRIPTION	UNIT PRICE	Total Before Discount	DISC (\$)	NET TOTAL
80	85078	ULTIMATE EVIDENCE.COM ANNUAL PAYMENT	USD 588.00	USD 47,040.00	USD 0.00	USD 47,040.00
12	88201	STANDARD EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	USD 300.00	USD 3,600.00	USD 567.36	USD 3,032.64
12,000	85035	EVIDENCE.COM STORAGE	USD 1.50	USD 18,000.00	USD 0.00	USD 18,000.00
80	85079	TASER ASSURANCE PLAN ETM ANNUAL PAYMENT	USD 36.00	USD 2,880.00	USD 0.00	USD 2,880.00
Year 2 due 2014 Total:						USD 71,520.00
Year 2 due 2014 Net price:						USD 70,952.64

Year 3 due 2015

QTY	PART #	DESCRIPTION	UNIT PRICE	Total Before Discount	DISC (\$)	NET TOTAL
80	85078	ULTIMATE EVIDENCE.COM ANNUAL PAYMENT	USD 588.00	USD 47,040.00	USD 0.00	USD 47,040.00
12	88301	STANDARD EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	USD 300.00	USD 3,600.00	USD 567.36	USD 3,032.64
12,000	85035	EVIDENCE.COM STORAGE	USD 1.50	USD 18,000.00	USD 0.00	USD 18,000.00
80	85079	TASER ASSURANCE PLAN ETM ANNUAL PAYMENT	USD 36.00	USD 2,880.00	USD 0.00	USD 2,880.00
Year 3 due 2015 Total:						USD 71,520.00
Year 3 due 2015 Net price:						USD 70,952.64

Year 4 due 2016

QTY	PART #	DESCRIPTION	UNIT PRICE	Total Before Discount	DISC (\$)	NET TOTAL
80	85078	ULTIMATE EVIDENCE.COM ANNUAL PAYMENT	USD 588.00	USD 47,040.00	USD 0.00	USD 47,040.00
12	88401	STANDARD EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	USD 300.00	USD 3,600.00	USD 567.36	USD 3,032.64
12,000	85035	EVIDENCE.COM STORAGE	USD 1.50	USD 18,000.00	USD 0.00	USD 18,000.00
80	85079	TASER ASSURANCE PLAN ETM ANNUAL PAYMENT	USD 36.00	USD 2,880.00	USD 0.00	USD 2,880.00
Year 4 due 2016 Total:						USD 71,520.00
Year 4 due 2016 Net price:						USD 70,952.64

Year 5 due 2017

QTY	PART #	DESCRIPTION	UNIT PRICE	Total Before Discount	DISC (\$)	NET TOTAL
80	85078	ULTIMATE EVIDENCE.COM ANNUAL PAYMENT	USD 588.00	USD 47,040.00	USD 0.00	USD 47,040.00

QTY	PART #	DESCRIPTION	UNIT PRICE	Total Before Discount	DISC (\$)	NET TOTAL
12	88501	STANDARD EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	USD 300.00	USD 3,600.00	USD 567.36	USD 3,032.64
12,000	85035	EVIDENCE.COM STORAGE	USD 1.50	USD 18,000.00	USD 0.00	USD 18,000.00
80	85079	TASER ASSURANCE PLAN ETM ANNUAL PAYMENT	USD 36.00	USD 2,880.00	USD 0.00	USD 2,880.00

Year 5 due 2017 Total:	USD 71,520.00
Year 5 due 2017 Net price:	USD 70,952.64

Subtotal	USD 404,182.85
Estimated Shipping Cost	USD 747.55
Estimated Tax	USD 36,376.43
Grand Total	USD 441,306.83