

City Council – Action Request Form

Date: January 10, 2022

To: Mayor, Mayor Pro Tempore, and Members of the City Council

From: Patrice Toney, Assistant City Manager
 Catrina Thompson, Chief of Police
 Jerry Bates, Purchasing Director

Council Action Requested:

Resolution Awarding Contract for Turnkey Solution Services at Winston-Salem Police Department Real Time Crime Center

Strategic Focus Area: Service Excellence
Strategic Objective: Ensure Service Delivery Efficiency and Effectiveness
Strategic Plan Action Item: No
Key Work Item: No



Summary of Information:

In 2020, the City was awarded \$700,000 under the 2020 Strategies for Policing Innovation (SPI) grant with the primary goal of the program to establish a Winston-Salem Police Department (WSPD) real-time crime center incorporating various innovative technologies.

In response to the alarming increase in gun violence within the City, WSPD conducted an in-depth internal review of how the Department could improve prevention, detection, and response to gun-related violent incidents. While not all acts of violence can be prevented, WSPD concluded that additional tools, technologies, and capabilities can lead to better detection and response to gun-involved violent incidents, ultimately leading to desired outcomes, including deterrence of gun violence in Winston-Salem. To enhance detection and response efforts, WSPD has established the Winston-Salem Police Department Real-Time Crime Center, a centralized area equipped with integrated advanced technologies and crime intelligence data, that can provide real-time, actionable intelligence to officers deployed in the field, improving officer situational awareness and incident response.

The City Purchasing Division issued a Request for Proposals (RFP) to provide turnkey solution services for WSPD’s state-of-the-art real time crime center with the selected contractor and/or vendor having the responsible for design, construction, installation, and integration. The tasks, objectives, or items for this project shall include, but are not limited to the following: facility layout and design development, installation of a video wall, installation of operator consoles, installation of peripheral furniture within the facility, installation of audio system, data cabling, system integration, system testing, and system training.

Committee Action:

Committee	Finance 1/10/22	Action	Approval
For	Unanimous	Against	

Remarks:

Proposals were received on December 10, 2021, from Constant Technologies, Inc., located in North Kingstown, RI, IVCI, LLC, located in Hauppauge, NY, and Utilicom Supply Associates, LLC, located in Norcross, GA. Terms of the bid document specified detailed evaluation criteria of M/WBE commitment, cost effectiveness/price value, relevant qualifications and experience and quality of proposal. An evaluation panel of staff members from the Office of Business Inclusion and Advancement, WSPD, Winston-Salem Transit Authority, and Information Systems reviewed the proposals. The proposal submitted by Utilicom Supply Associates, LLC failed to include several required documents, and therefore, their proposal is non-responsive and cannot be considered for award. See Exhibit B for the detailed scores.

Based upon the evaluation panel's assessment, it is recommended that a contract for Turnkey Solution Services for the WSPD Real Time Crime Center per the prices offered in the RFP Quote #11497 be awarded to Constant Technologies, Inc. in the amount of \$543,722.63.

M/WBE comment: Notifications were sent to all local M/WBE and area HUB businesses on a weekly basis. The bid opportunity was advertised on the City and State of NC Purchasing websites. See Exhibit A for a complete list of businesses notified of this bid and the workforce demographics of the recommended vendor.