

City Council – Action Request Form

Date: December 13, 2021

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 a purchase order for FususONE Software to Fusus, LLC

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 for Winston-Salem Police Department (WSPD). The primary goal of this program is to establish a WSPD real-time crime center incorporating various innovative technologies. One of those technologies is cloud-based software to extract and streamline various camera feeds across the city, integrating core video data into one location within the real-time crime center.

This software will not only offer live cameras feeds from select locations, but also provide quick video evidence from locations across the city that normally would take minutes, hours, or days to locate and procure. Along with video feeds from traffic cameras and government properties, WSPD will also allow community stakeholders to register their security cameras with this software portal. Access to cameras across the city versus only in concentrated areas will not only enhance law enforcement-community relations but will increase public safety. Through this collaborative pro-active effort in addressing crime, WSPD anticipates an improved perception of community safety from Winston-Salem residents and business owners.

WSPD has requested the purchase of the FususONE software platform, and Fusus, LLC, located in Peachtree Corners, GA, has submitted Quotation #00305 to provide this product for a three-year contract cost of \$49,900 per year for a total contract amount of \$149,700 and will be paid with grant funds under the 2020 Strategies for Policing Innovation program. The City will have the option to discontinue the agreement after the three-year contract concludes.

Committee Action:

Committee	<u>Finance 12/13/21</u>	Action	<u>Approval</u>
For	<u>Unanimous</u>	Against	<u></u>

Remarks:

The Fusus platform was developed with an open architecture that facilitates third-party integration while simultaneously building security capabilities, such as access control systems, camera video feed, license plate recognition, and data analytics. Any commercial grade camera that supports the RTSP and ONVIF standards can be integrated with the platform. This allows for video input from multiple and various models of cameras. Fusus is a trendsetter in this regard and a key reason as to why they are ahead of the market currently. The market trend has seen providers offer a camera management system that can interface only with their proprietary cameras.

The platform provides a community-facing website portal for video camera registry of devices by private residents and businesses. This expands the amount of video and information available to WSPD as they respond to incidents. Again, the open architecture is what allows this function, as Fusus is designed to work with many camera models, regardless of what devices the resident or business may have installed.

The Fusus platform allows for the integration with the City's Computer Aided Dispatch (CAD) system and the ShotSpotter solution, again possible because of the open architecture model.

Fusus offers the ability to integrate with other data feeds, such as the ability to pull information from other City business systems that may be valuable to WSPD staff.

The Fusus solution, which utilizes Amazon Cloud Services, offers a very strong security design. This is extremely important with the consideration of today's state of cyberattacks and to help maintain the confidence of customers and citizens.

Furthermore, Fusus offers the following features:

- Supports Multi-factor authentication and HTTPS data transfer. All data transfer is encrypted.
- All data stored in the Cloud is encrypted.
- The system uses signed URLs with specific IP addressing and duration to deliver media only to authenticated end users.
- Any API access to the Cloud by customers requires a valid token-based access.
- Allows access to video and data at the individual user level, where sub-directories can be established for viewing of video on a need-to-know basis. For example, allowing the Utilities Director to see video from cameras at the Utilities site, and allowing the Recreation Director to see video from Rec Centers, but not either of them access to the other's video.

In the next few years, other vendors will replicate the Fusus open architecture model. However, at this time, Fusus is the leader in this regard and will integrate very well with WSPD's use of its software and interfacing with the City's network environment and strategic plans.

Therefore, it is recommended that a purchase order for the FususONE Platform per Quotation #00305 be awarded to Fusus, LLC for a three-year contract cost of \$49,900 per year for a total contract amount of \$149,700.

This recommendation is based upon provisions of N.C.G.S. 143-129(e) which provides that formal bid requirements do not apply to purchases of apparatus, supplies, materials, or equipment when performance or price competition are not available; when a needed product is available from only one source of supply; or when standardization or compatibility is the overriding consideration.”

M/WBE comment: Fusus, LLC is the sole source provider for this purchase. See Exhibit A for Workforce Demographics.