

City Council – Action Request Form

Date: December 13, 2021

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

From: Johnnie Taylor, Assistant City Manager
Tom Kureczka, Chief Information Officer

Council Action Requested:

Resolution Approving a Contract with Fusus, LLC for Security Camera Management System

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:

Expanding on the City's use of public safety security cameras is an Information Systems FY21-22 Key Work Item. New cameras will be installed this year at several locations, including The Benton, The Gallery, Fire Station 13, and 14 Recreation Centers.

Staff currently manage over 360 existing cameras installed in City Hall, the Bryce Stuart Building, Lowery Street, Winston Square Park, Corpening Plaza, Winston Lake Golf Course, WSPD District Station #2, five landfills, The Benton, Carolina Classic Fairgrounds, and several other facilities.

One goal of the Key Work Item activities is to leverage cloud-based software and technology to extract and streamline the existing and new camera feeds from across the city, integrating this core video data into one location within the City's real-time crime center. Information Systems staff collaborated with WSPD staff on this integration, and as a result is requesting the approval of a contract with Fusus, LLC (Fusus) for their FususONE security camera management system.

Committee Action:

Committee	<u>Finance 12/13/21</u>	Action	<u>Approval</u>
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For	<u>Unanimous</u>	Against	<u></u>
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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 regards to open architecture, which is a key reason as to why they are the market leader. The market trend has seen providers offer a camera management system that can interface only with their proprietary cameras. Information Systems purchased the Panasonic camera management solution several years ago for security cameras in and around City facilities. While the Panasonic solution allows staff to physically manage cameras, there are limitations with the integration of video with cameras from other vendors. This left restrictions on the use of other camera models, locking staff into the Panasonic platform and pricing if integration was desired. Fusus, with the open technology, allows staff to integrate all of our existing camera feeds into the Fusus management platform, and supports the purchase of cameras from other manufacturers as best suited for the environment.

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. Fusus offers the following features:

- Supports multi-factor authentication.
- Provides HTTPS data transfer, with all data transfer encrypted.
- All video stored in the Cloud is encrypted.
- The system uses specific IP addressing to deliver media only to authenticated end users.
- All access to the Cloud by customers requires a valid token-based access.
- Allows access to video 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 only from cameras at Utilities site, and allowing the Recreation Director to see video only from Recreation Centers, with neither having 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 the City's network environment and strategic plans. Fusus, LLC, is located in Peachtree Corners, GA.

Fusus has provided a proposal for the use of their FususONE management system by staff for video integration with the real-time crime center. The proposal's price is \$49,900 per year, for three years, for a total three-year cost of \$149,700. Funding for the first year of the contract is available in the approved FY21-22 Information Systems operating budget.

It is further requested that authorization be provided for the second and third years of the contract, at \$49,900 each year, subject to approved funding through the annual budget process.

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.