

City Council – Action Request Form

Date: December 14, 2020

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

From: Tasha Logan Ford, Assistant City Manager
 Catrina Thompson, Chief of Police
 Jerry Bates, Purchasing Director

Council Action Requested:
 Resolution Awarding Purchase Order for Gunshot Detection 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:

In 2019, the City of Winston-Salem was awarded the Fiscal Year 2019, Local Law Enforcement Crime Gun Intelligence Center Integration Initiative grant for the Winston-Salem Police Department (WSPD). The main purpose of this grant was to acquire a gunshot detection system for the Department’s newly formed Violent Firearms Investigations Team (VFIT). By improving detection of gunfire, the agency will be able to improve response time to gunfire incidents and enhance its ability to locate and seize potential forensic evidence to identify shooters and link cases. Deployment of a gunfire detection system will enable the agency to respond and investigate all incidents of gunfire that occur and enhance the capabilities of the VFIT to locate forensic firearm evidence as well as improve its investigative capabilities while providing enhanced officer safety in responding to such incidents. The coverage area for the Gunshot Detection System is three square miles, which equates to 2.3% of coverage for the entire city. The areas selected for placement of the gunshot detection system will be based on crime data that determine a higher volume of gunshot in a particular area as compared to other areas across the city.

A request for proposals was issued by the Purchasing Department to identify qualified firms who could provide a turn-key urban acoustic Gunshot Detection System which includes hardware/devices, hosting services, software, implementation, training, custom reports, professional services, and ongoing maintenance and technical support to provide coverage for defined Gunshot Detection Zone(s) and a panel consisting of members from across City government was assembled to review and score vendors’ proposals.

Committee Action:

Committee	Public Safety 12/14/2020	Action	Approval
For	Unanimous	Against	

Remarks:
 Finance forwarded this item to Public Safety for review.

ShotSpotter, Inc. located in Newark, CA, received the highest scores among the submitted proposals. See Exhibit B for the detailed scoresheet for this service. Included in there proposal, ShotSpotter, Inc. submitted Quotation #379216.1 to provide this product at the complete cost of \$625,000 over a three-year period.

This pricing is based on an initial onboarding fee of \$10,000 along with the following breakdown of pricing:

- Year One Subscription Fee \$195,000 (Three units at \$65,000 per unit)
- Year One Annual Recurring Subscription Fee \$9,500
- Year Two Subscription Fee \$210,000 (Three units at \$70,000 per unit)
- Year Two Annual Recurring Subscription Fee \$9,500
- Year Three Subscription Fee \$210,000 (Three units at \$70,000 per unit)
- Year Three Annual Recurring Subscription Fee \$9,500

ShotSpotter, Inc. also included additional pricing information in its proposal on the following:

Forensic Consultation Service Fee (Expert Witness Services) Expert Witness Testimony Services are available upon request and billed separately at \$350 per hour.

Payment for the service initiation, onboarding, subscription, and optional interface license shall be as follows:

- 50% of Year 1 fees due upon execution of agreement (\$97,500)
- 50% of Year 1 fees due upon ShotSpotter activation (live) status (\$97,500)
- 100% of Year 2 fees due prior to 1st anniversary of ShotSpotter live status (\$210,000)
- 100% of Year 3 fees due prior to 2nd anniversary of ShotSpotter live status (\$210,000)

This pricing is submitted based on the following assumptions:

- This pricing assumes that the services will be delivered under the terms of the ShotSpotter Flex Services Agreement
- The Multi-Year Term Commitment discount will be applied to the one-time Service Initiation fees and is contingent upon ShotSpotter receiving a three-year term commitment allowing the City to invoice automatically for each annual subscription term over the three years of the agreement, without any requirement for obtaining additional approvals, purchase orders, or notifications.

This purchase will be paid with grant funds under the 2019 Local Law Enforcement Crime Gun Intelligence Center Integration Initiative grant; therefore, it is recommended that a purchase order for the gunshot detection system per Quotation #379216.1 be awarded to ShotSpotter, Inc. at the total cost of \$625,000 over a three-year period.

M/WBE comment: This Request for Proposals was posted on the City's and State's purchasing websites, the state HUB website, and notifications were sent to all local M/WBE and area HUB businesses on a weekly basis. See Exhibit A for a complete list of businesses notified and the workforce demographics form for ShotSpotter, Inc.