

PORTFOLIO TITLE: PUBLIC SAFETY VIDEO SYSTEMS (2023-2028)
LEAD STATE: OKLAHOMA

OVERVIEW:

Master Agreements have been established with a qualified awarded Supplier to provide Public Safety Video Systems to eligible entities.

INITIAL TERM: 2 Years

RENEWALS: 3 Years

TOTAL TERM POSSIBLE: 5 Years

PRODUCT AND SERVICE CATEGORIES:

- Category 1 Body Worn
- Category 2 In-Car
- Category 3 License Plate Readers
- Category 4 Interrogation Room Video
- Category 5 Software/Peripherals

SUPPLIERS RECOMMENDED FOR AWARD:

1. Axon Enterprises, Inc.
 2. Coban
 3. Kustom Signal
 4. Motorola
 5. Neology
 6. Provision
 7. Utility
- *Applied, Getac, and Rekor (Initially recommended for award but could not come to an agreement during negotiation)

KEY BENEFITS:

1. EXPANDED SCOPE TO INCLUDE AUTOMATED LICENSE PLATE READERS AND INTERVIEW/INTERROGATION FROM VIDEO AND RELATED SOFTWARE.
2. ADDED FIVE NEW SUPPLIERS FOR MORE CHOICES AND OPTIONS FOR BODY-WORN CAMERA EQUIPMENT AND SOFTWARE.
3. INCREASED VALUE BY AWARDING A CATEGORY DISCOUNT FOR EMERGING TECHNOLOGY.
4. VOLUME DISCOUNTS.

PRICING:

New Contract Pricing: Percentage discount varies based on quantity purchased:

Category 1 Body Worn: 5 to 50%

Category 2 In-Car: 5 to 50%

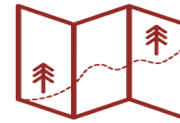
Category 3 License Plate Readers: 5 to 45%

Category 4 Interrogation Room Video: 5 to 45%

Category 5 Software/Peripherals: 0 to 43%

Potential Savings: Discount percentages remained mostly static. However, additional suppliers will provide additional competition for each purchase. Quantity discounts are also available for large purchases.

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PROCUREMENT BACKGROUND:

The State of Oklahoma released the Public Safety Video Systems RFP on June 10, 2021. The Sourcing Team conducted individual evaluations from November 1, 2021, through December 10, 2021. The Team held a virtual meeting on December 10, 2021, to discuss and finalize the evaluation scores and award recommendations.

STATES ON SOURCING TEAM:

1. Oklahoma (Lead)
2. Utah
3. Nevada
4. Texas
5. Minnesota
6. Washington (Two members and SME)
7. Louisiana

SOLICITATION INFORMATION:

Type: Request for Proposal (RFP)
Solicitation Number: OK-MA-145-21
Date Released: 06/10/2021.
Date Closed: 08/18/2021

PUBLIC POSTING OF SOLICITATION:

Solicitation was Publicly Advertised from 06/10/2021 to 08/18/2021.

- Website Posted On: OMES/Central Purchasing Website
- Posting Link:
<https://oklahoma.gov/omes/services/purchasing/solicitations/0900000504.html>
- Number of Days Solicitation was Publicly Posted: 69
- Number of Amendments Posted: 2

PUBLIC OPENING

Sealed responses were publicly opened on August 18, 2021, at 3:00 pm CT, in Oklahoma City, Oklahoma.



VENDOR RESPONSES:

- Number of Vendor Responses Received: 12
- Number of Non-Responsive Vendor Responses: 1
- Number of Vendor Responses Evaluated: 11

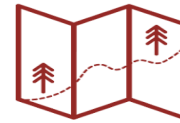
EVALUATIONS:

The due date to submit Responses was August 18, 2021. Shortly after that date, the Responses were provided to the evaluators, who began their reviews in their respective home states. The members of the Sourcing Team met virtually on December 10, 2021, to discuss and finalize scores and award recommendations.

EVALUATION CRITERIA (1600 TOTAL POINTS AVAILABLE PER CATEGORY)

- Business, Services, and Administrative Response - Attachment A (500 Points)
- Technical Response - Attachment B (Five Categories, 300 points each = 1500 Points Total)
- Pricing – Attachment D (Five Categories, 300 points each = 1500 Points Total)
- References – Completion of Past Performance Reference Survey (200 Points)
- Value Added Plan Response (200 Points)

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- Acceptance of Terms & Conditions (100 Points)

DETERMINING NUMBER OF AWARDS:

It was anticipated that this RFP would result in multiple Master Agreement awards. Awards were determined by category:

Offerors that received a combined total score of 70% of all the available points were offered a contract. Awards were offered by category by combining that category's technical and cost scores. Business, Services, and Administrative Response, References, Value Added Plan Response, and Acceptance of Terms & Conditions scores were added to each category for a total score for that category.

Based on the RFP award methodology, awards were extended to Applied (Categories 1, 2, 4, and 5); Axon (Categories 1, 2, 4, and 5); Coban (Categories 1, 2, and 5); Getac (Categories 1, 2, and 5); Kustom Signal (Categories 1, 2, and 5); Motorola (Categories 1, 2, 3, 4, and 5); Neology (Category 3); Provision (Categories 1, 2, 4, and 5); Rekor (Category 3); and Utility (Categories 1, 2, 3, 4, and 5).

After lengthy negotiations, Master Agreements were executed with the Suppliers below in the Categories listed:

SUPPLIERS	CATEGORIES				
	1 - BODY WORN	2 - IN-CAR	3 - LICENSE READER	4 - INTERVIEW ROOM	5 - SOFTWARE/PERIPHERALS
AXON	X	X		X	X
COBAN	X	X			X
KUSTOM SIGNAL	X	X			X
MOTOROLA	X	X	X	X	X
NEOLOGY			X		
PROVISION	X	X		X	X
UTILITY	X	X	X	X	X

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