

**CITY OF EL PASO, TEXAS**  
**AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM**

**DEPARTMENT:** El Paso Police Department

**AGENDA DATE:** June 23, 2009

**CONTACT PERSON/PHONE:** A/C Eric Shelton (915) 564-7309  
 Jorge Acosta (915) 564-7119 , Terrence Freiburg, Purchasing Manager  
 541-4313

**DISTRICT(S) AFFECTED:** Citywide

**SUBJECT:**  
 The El Paso Police Department is requesting City Council to approve ESI Companies (an authorized Genetec/AutoVu partner) as the selected vendor under a GSA (General Services Administration) contract (GS-07F-0185U SIN 426-4S) to provide Five (5) Complete Mobile Skycop Systems Permanent Mount License Plate Readers for vehicles, Two (2) Skycop Mobile Trailers, Two (2) Autovu Portable Sharp Units License Plate Readers with magnetic mounts (for mobility), One (1) Portable Autopatrol kit/installation, One (1) Autovu Back-office Upgrade (to upgrade previously purchased LPR), One (1) Autovu Back office software and software license and all the necessary hardware, software, installation and training.

The selection of this vendor was based on a GSA agreement submitted to the Purchasing Department and taking into consideration the needs of the El Paso Police Department.

**BACKGROUND / DISCUSSION:**  
 The El Paso Police Department is requesting the delivery, installation, training and service of the above listed equipment to be provided by ESI/AutoVu utilized by the EPPD to help detect stolen vehicles involved in criminal activity such as, kidnapping, homicide, and auto theft, as well as to discover vehicles with outstanding parking citations. The funding will be covered by The Texas Office of Emergency Management, Border Security Equipment Technology Grant (BSET), to purchase this equipment. The State has already awarded the El Paso Police Department with adequate funding to cover this purchase.

**PRIOR COUNCIL ACTION:**  
 No

**AMOUNT AND SOURCE OF FUNDING:**  
 The initial cost of the proposed is \$299,754.00 which will be paid with city funds; however the State of Texas will reimburse the general fund (see below). The amount listed is according to the quote (see attached) provided to the Purchasing Dept and the Police Department. The grant will reimburse the City of El Paso; thus, no matching funds are required.

Name	Department	Grant Number	Class	Fund Number	Account
BSET Grant Border Security Equipment Technology	21150002	G210832	21000	05444	508010

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**LEGAL:** (if required) \_\_\_\_\_ **FINANCE:** (if required) \_\_\_\_\_

**DEPARTMENT HEAD:** \_\_\_\_\_  
 (Example: if RGA is initiated by Purchasing, client department should sign also)  
*Information copy to appropriate Deputy City Manager*

**APPROVED FOR AGENDA:** \_\_\_\_\_

**CITY MANAGER:** \_\_\_\_\_ **DATE:** \_\_\_\_\_

PROJECT FORM

DATE: June 11, 2009  
TO: Municipal Clerk  
FROM: Terrence Freiburg  
Purchasing Manager, ext. 4313

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Please place the following item on the REGULAR agenda of June 23, 2009.

Item should read as follows:

Request that the Purchasing Manager for Financial Services, Purchasing Division, be authorized to issue a Purchase Order to ESI Companies, Inc., a contractor under General Services Administration (GSA) Contract No. GS-07F-08157 SIN 426-4S in the estimated amount of \$299,754.00 for the purchase of five (5) Mobile Skycop License Plate Readers (LPRs), two (2) Skycop Mobile Trailers, two (2) Autovu Portable LPRs, and various upgrade kits, software and hardware.

Department: Police  
Estimated Amount: \$299,754.00  
Funds Available in: 21150002 – 508010 – 05444 – G210832  
Funds Source: BSET Grant Border Security Equipment Technology  
District (s): All

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**S E R V I C E   S O L U T I O N S   S U C C E S S**



TO: Terry Freiburg, Purchasing  
FROM: Chief Greg K. Allen  
RE: Justification Memo for the Purchase of Complete Mobile Skycop Systems  
via the BSET Grant  
DATE: June 15th, 2009

The Texas Office of Emergency Management has awarded the El Paso Police Department The Border Security Equipment Technology grant (BSET) to purchase police related equipment. The EPPD has elected to purchase Five (5) Complete Mobile Skycop Systems Permanent Mount License Plate Readers for vehicles, Two (2) Skycop Mobile Trailers, Two (2) Autovu Portable Sharp Units License Plate Reader with magnetic mounts, One (1) Portable Autopatrol kit/installation, One (1) Autovu Back-office Upgrade (to upgrade previously purchased LPR), One (1) Autovu Back office software and software license and all the necessary hardware, software, installation and training.

Currently, the Auto Theft Task Force has one LPR which has proven to be an effective technological tool to discover and recover stolen vehicles. On behalf of the EPPD I am requesting to purchase the above listed equipment. These units would be distributed among the five Regional Commands and the Auto Theft Task Force.

The LPRs listed in the attached quote are complete, integrated, and compatible to one another and the LPR which we currently own, which ensure accurate communication and archiving of data through the city network system.

In addition to comparing license plate numbers to a database (hotlist), the cameras are equipped with thermal imaging, which will assist an officer looking for a suspect hiding in a dark area. Furthermore, the cameras can be used to record incidents and can be operated (pan & tilt) through the touch screen feature.

The total cost of the equipment, installation, training, and service is \$299,754.00. This amount will be completely funded by the BSET grant.

The purchase will not involve a bidding process as the vendor has a GSA contract, (GS-07F-0185U SIN 426-4S).



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District 3  
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Rachel Quintana

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District 7  
Steve Ortega

District 8  
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Gregory K. Allen

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JOYCE WILSON  
City Manager

TERRY FREIBURG  
PURCHASING MANAGER



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EDDIE HOLGUIN JR., DISTRICT 6  
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BETO O'ROURKE, DISTRICT 8

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To: Terrence Freiburg, Purchasing Manager

From: Gregory K. Allen, Chief of Police

*AK Jerome Johnson for Chief Allen*  
Authorized Signature

Date: June 12, 2009

Re: ESI Companies Complete Mobile Skycop Systems – GSA Contract #GS-07F-185U

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The El Paso Police Department recommends utilizing the BSET Grant (Border Security Equipment Technology Grant # G210832, Department 215002, Class 21000, Fund Number 05444, Account 508010) GSA Contract Schd 84-GS-07F0185U to issue a \$299,754.00 purchase order to ESI Companies for the purchase of 5 Complete Mobile Skycop Systems, 2 Skycop Mobile Trailer License Plate 1 Autovu Portable Sharp Unit, 1 Autovu Back-Office Upgrade and all necessary hardware, software installation and training. Each Regional Command will receive one Complete Skycop License Plate Reader and the remainder of the equipment will be utilized by the Auto Theft Task Force.

The following are the factors used to evaluate the use of this procurement program as the best approach:

1. *Is there an urgent need for the product/service? In other words, is time of the essence?*

Yes. The El Paso Police Department continues to experience high volumes of motor vehicle thefts which directly impact the quality of life for the citizens of El Paso. The EPPD, with the assistance of this technology, will be better able to detect, deter and recover stolen vehicles.

2. *Does the purchase through the Program promote the standardization of equipment?*

Yes. The License Plate Readers are complete, integrated and compatible with one another. The readers will ensure accurate communication and archiving of data through the city network system.

3. *Does the purchase through the Program support local business? If not, is there a comparable product/service available locally?*

No, local business is not supported. There is no local company that manufactures this product.

4. *Do the available vendors have prior work experience and/or familiarity with the City?*

Yes. ESI has previously worked with the city installing the first License Plate Reader at the Auto Theft Task Force office in October of 2007.

5. *Is the pricing reasonable as compared to other similar products/work performed for the City of El Paso in the past or as quoted from other companies?*

Price reasonableness has been established because the General Services Commission used a competitive bidding process in the awarding of the contract

Under The Local Preparedness Acquisition Act, signed June 26, 2008, authorizes State and Local government to purchase from GSA alarm and signal systems, facilities management system , firefighting and rescue equipment, law enforcement and security equipment, marine craft and related equipment special purpose clothing and related services.



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## Contractor Information

(Vendors) How to change your company information

Contract #:	GS-07F-0185U	Socio-Economic : Small business
Contractor:	ESI COMPANIES INC	
Address:	1861 VANDERHORN DR MEMPHIS, TN 38134-6328	Govt. Contracting Officer: SHARON L. HAIR
Phone:	(901)386-7340	Phone: 817-574-2309
E-Mail:	sbrinson@esicompanies.com	E-Mail: sharon.hair@gsa.gov
Web Address:	http://www.skycopvideo.com	

Source	Title	Contract Number	Contract Terms & Conditions	Contract End Date	Category		View Items Available
84	TOTAL SOLUTIONS FOR LAW ENFORCEMENT, SECURITY, FACILITIES MANAGEMENT, FIRE, RESCUE, CLOTHING, MARINE CRAFT AND EMERGENCY/DISASTER RESPONSE	GS-07F-0185U		Jan 31, 2013	426 4S	COOP PURCH DISAST RECOV	GSA Advantage!

# Schedule Summary

For general questions, contact:  
 Brenda McCall  
 Phone: 817-574-2301  
 E-mail: [brenda.mccall@gsa.gov](mailto:brenda.mccall@gsa.gov)

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**TOTAL SOLUTIONS FOR LAW ENFORCEMENT, SECURITY, FACILITIES MANAGEMENT, FIRE, RESCUE, CLOTHING, MARINE CRAFT AND EMERGENCY/DISASTER RESPONSE** - The Local Preparedness Acquisition Act, signed June 26, 2008, authorizes state and local governments to purchase from GSA alarm and signal systems, facility management systems, firefighting and rescue equipment, law enforcement and security equipment, marine craft and related equipment, special purpose clothing, and related services.



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 Federal Buyers...  
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**Vendors**  
[Click here to view the current solicitation on FedBizOpps](#)

84 Category list:

Category	Description
246 60 1	Security Systems Integration and Design Services - Services involving the security integration and/or management discipline which supports security products or systems through their life cycle. Security Systems integration and design services may include, but are not limited to those associated with the design, test, production, fielding, sustainment, improvement of cost effective security and/or protection systems including the eventual disposal or salvage of these systems. Services may include studies and analysis such as - risk assessment, threat evaluation, and assessment (including resultant deliverables). Contractors may provide security or protection expertise in the pre-production or design phase of security or protection systems to ensure that the system can be supported through its life-cycle and that the infrastructure elements necessary for operational support are identified and acquired. These services may continue through the life cycle of the system or product and may include guidance, assistance and/or operational support. This includes all necessary security management elements.
246 60 2	Security Management and Support Services - Services providing the best practices, technologies and methodologies to plan, design, manage, operate and maintain secure and protected systems, equipment, facilities and infrastructures. Agency orders may include complete turnkey operations, maintenance and support services, or components thereof as needed to ensure secure and protected systems involving personnel security, physical access, and information security, and reduce life cycle costs. Contractor personnel carrying out these activities, to include management and operating staffs, are not involved with or responsible for the core business of the customer agency placing the order.
246 60 3	Security System Life Cycle Support - Services providing for design, coding, integration, testing, deploying, repair and maintenance of integrated security systems, and training across all platforms, enterprise wide, for the complete life cycle of the system.

- 426 1B Body Armor - (including canine body armor) and Ancillary Services such as Alterations, Measuring, etc.
- 426 1C Helmets
- 426 1D Restraining Equipment - Consisting of Cuffs, Batons, CN, CS and OC Munitions, Other Less-Than-Lethal Munitions, Distraction Devices and Accessories such as Neutralizers and Gas Masks
- 426 1G Miscellaneous Non-Personal Law Enforcement Equipment - Including Forced Entry Tools and Vehicle Disabling Equipment
- 426 2A Canine Training and Handling Equipment, Canine Search and Detection
- 426 3A Emergency Signal Systems - Consisting of Sirens, Light Bars, Spot and Flood Lights, Beacon Warning Devices, Public Address Speakers and Systems and Control consoles
- 426 3B In-Vehicle Protection and Restraint Systems
- 426 4C Night Vision Equipment - to include Camera Equipment used in conjunction with night vision equipment
- 426 4D Alcohol Detection Kits and Devices
- 426 4E Bomb Disposal and Hazardous Material Protective and Detective Equipment
- 426 4F Emergency Preparedness and First Responder Equipment, Training and Services - Includes but not limited to Continuation of Operations Planning (COOP) services, decontamination kits and showers, mass casualty containment trailers, survival/disaster and rapid deployment kits, hazardous material detection equipment and clothing, and emergency response training.
- 426 4G Firearms Storage, Securing and Cleaning Equipment; Unloading Stations; Bullet Recovery Systems and Gun Racks. - THIS SIN DOES NOT INCLUDE FIREARMS OR AMMUNITION
- 426 4J Target Systems/Target Range Accessories - to Include Shatter Resistant Protective Lenses and Shooters Gloves. THIS SIN DOES NOT INCLUDE FIREARMS OR AMMUNITION
- 426 4K Metal and Bomb Detection Equipment: - Includes Airport Security, also ancillary services such as installation, training, etc.
- 426 4L Fingerprinting/Palmprinting (Taking and Detection) and Evidential Casting Materials
- 426 4M Drug Testing Equipment and Kits - to include Ancillary drug testing services
- 426 4N Criminal Investigative Equipment and Supplies - consisting of: Forensic Investigative Equipment (Tissue Detection and Location); Questioned Document Exam. Supplies/Kits: Chemical Analysis Test Kits for Testing Blood Stains, Gun Powder Residue and Seminal Fluid Stains; Electronic Countermeasure Equipment; Invisible Detection Materials (Theft Detection); Evidence Collection Containers, etc.
- 426 4Q Vehicle Monitor (Tracking) Systems
- 426 4S Surveillance Systems: - Includes CCTV, Vehicular Video, Mirrors and Binoculars, Observation Towers, Covert Systems and Ancillary Services such as Installation, Training, etc.
- 426 5A Aircraft Armoring and Ancillary Services