

BOARD OF BIDS AND CONTRACTS AUGUST 30, 2018

ITEM REQUIRING BOCC APPROVAL (5 ITEMS)

1. DATA COMMUNICATIONS PRODUCTS -- INFORMATION TECHNOLOGY AND SUPPORT SERVICES (ITSS) FUNDING -- INFORMATION TECHNOLOGY AND SUPPORT SERVICES

(Joint Governmental Purchase WSCA-NASPO Master Agreement AR233 with the State of Kansas Contract 42860B and WSCA-NASPO Master Agreement AR233 with the State of Kansas Contract 42860G)

#18-2039 Contract

	Alexander Open Systems, Inc., A ConvergeOne Company
	Presidio Networked Solutions, Inc.
Cisco Systems, Inc. data communications products	Pricing listed on above contracts

On the recommendation of Paul Regehr, on behalf of Information Technology and Support Services (ITSS), Scott Hadley moved to **utilize the NASPO Master Agreements AR233 with the State of Kansas Contract 42860B and AR233 with the State of Kansas Contract 42860G, good through May 31, 2019**. Tim Myers seconded the motion. The motion passed unanimously.

Cisco is the worldwide leader in network and communication platforms.

ITSS leverages Cisco products for the Sedgwick County data network from access layer at the endpoints (including wireless) all through to server access in the datacenters. Cisco is also used for the hardware and software to make up our phone system. The standardization on this platform allows us to utilize a readily available workforce to support these products.

ITSS has highly trained IT architects who manage the data and telecommunications networks for the county, reducing or eliminating the cost for externally managed services, providing quicker response, more thorough solutions, and innovation to county staff.

Questions and Answers

Linda Kizzire: How are we supposed to approve something with no pricing?

Joe Currier: We have a contract with Cisco Systems now through Converge One or Alexander Open Systems that is expiring. This is to get us back on board so we can renew our maintenance contracts and renewals at the first of the year with them.

Joe Thomas: Linda, we can send you the attachments. There are so many items on that list. At this point, we are establishing contract pricing for any available items we can buy from Cisco.

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Joe Currier: That's correct.

Linda Kizzire: If this is expiring in May 2019, are we going to have to go out for another bid?

Joe Thomas: What we are hoping is that the State of Kansas will renew the contracts they have with Cisco and at that time, if it's still competitive, we will issue a piggyback arrangement for the renewal. Right now they had no renewal listed. May 31, 2019 was the last date but on their contract it says possible renewals so a couple months before hopefully they will establish renewals. We didn't have that information at this time. When the time comes, we will have that information. We might have to renew it with a new contract.

Tom Stoltz: In May 2019, the state contract with Cisco expires?

Joe Thomas: It technically expires but has possible renewals.

Tom Stoltz: But it expires?

Joe Thomas: Yes, sir.

Tom Stoltz: Sedgwick County's contract with Cisco is expiring now?

Joe Thomas: We don't currently have a contract with Cisco.

Tom Stoltz: So this is a new contract?

Joe Thomas: Yes, sir.

Tom Stoltz: What are we doing now for all of these types of IT services?

Joe Currier: We were currently buying through ConvergeOne or Alexander Open Systems is what it is listed on the paper there.

Joe Thomas: In order to take advantage of better pricing, we were able to get with the State of Kansas, who is servicing through these resellers, which should ensure better pricing for us.

Tom Stoltz: Since, this will create a new contract with Cisco, who cares what happens to the state contract? We're going to get in on the contract before it expires with the State of Kansas. Even if they don't renew, what does it matter? What's the length?

Joe Thomas: Since we're piggybacking off the State of Kansas, it has to run concurrent.

Tom Stoltz: Joe, what you're saying is there is an addendum to this that has a smorgasbord of prices. We can pick and chose.

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Joe Thomas: Yes, sir.

Linda Kizzire: Joe Currier, I'm assuming you've looked at what we currently buy in this list and is there a significant savings?

Joe Currier: Yes, ma'am that is correct.

Tom Stoltz: Without seeing the addendum, is it hundreds or thousands of products or services?

Joe Currier: There is quite a bit. It's a large list. It's different model numbers, switches, routers, telephone licensing, voicemail licensing, the hardware to run all that.

Tom Stoltz: You could go item by item and compare Cisco to our current vendor and price compare?

Joe Currier: That is correct. This actually has two different VARs listed so we could price compare between those two on the state contracts.

Linda Kizzire: So we have no estimate spend either then?

Tom Stoltz: It sounds to me we don't really care because you can do business with either vendor? You can shop back and forth on the state contract. We're simply adding Cisco to the list.

Joe Currier: That's correct.

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2. IT SECURITY PRODUCTS & SERVICES -- INFORMATION TECHNOLOGY AND SUPPORT SERVICES (ITSS) FUNDING -- INFORMATION TECHNOLOGY AND SUPPORT SERVICES

(Joint Governmental Purchase State of Kansas contracts 38294 and 38299)

#18-2040 Contract

	Alexander Open Systems, Inc., A ConvergeOne Company
	Optiv Security Inc.
IT Security Products & Services	Pricing listed on above contracts

On the recommendation of Paul Regehr, on behalf of Information Technology and Support Services (ITSS), Tim Myers moved to **utilize the State of Kansas Contracts 38294 and 38299, good through June 30, 2019**. Jennifer Dombaugh seconded the motion. The motion passed unanimously.

Sedgwick County leverages a multi-layered approach to security of our data and telecommunications networks, where if one layer is bypassed, the others should catch the problem. Many of the security systems are hardware or software with a licensing and support subscription to maintain updates and signatures for detection.

This cooperative contract will allow us to renew our yearly licensing and maintenance as well as to be able to update security systems in place. Without supported hardware and software, our security risk assumption grows exponentially. Cyber-attacks can have a negative impact both financially and in terms of public trust if they're not prevented or resolved quickly.

Questions and Answers

Tom Stolz: Who is our current vendor for this?

Joe Currier: We currently use Optiv Security Incorporated.

Tim Myers: Is this like the previous bid where we can go back and forth between these two?

Joe Currier: Absolutely.

Linda Kizzire: We don't currently have a contract with Optiv Security?

Joe Currier: No. My understanding that has expired as well.

Tom Stolz: I thought you said they were our current vendor?

Joe Currier: That's who we currently do business with but that contract expired in the beginning or middle of this year. We are trying to get this so we can do renewals next year and continue business.

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3. WHITE MULTI-FOLD PAPER TOWELS -- FACILITIES MAINTENANCE FUNDING -- FACILITIES MAINTENANCE

(Request sent to 18 vendors)

RFB #18-0056 Contract

	Lafe T Williams & Associates, Inc. dba Williams Janitorial Supply	Veritiv	Daniksco Business Solutions LLC, dba Office Plus of Kansas
Brand/Product Number	Roses 203R	SCA Multi-fold MB540A	General Supply/Multi-fold WIT
Sheet Size (Length and Width)	9.25" X 9.50"	9.5" X 9.125"	9.25" X 9.50"
Towels Per Pack	250	250	250
Packs Per Case	16	16	16
Prices Per Case	\$15.60	\$16.86	\$17.10
First available delivery date	Stock	Stock	1 Week
Price Per M Square Inches	0.044	0.049	0.049
Acknowledge Addenda	Yes	Yes	Yes
No Bid	SW Plus dba Southwest Paper Co.	GTE Holding LLC dba Groupo GTE	Central Poly Corporation

On the recommendation of Kristen McGovern, on behalf of Facilities Maintenance, Jennifer Dombaugh moved to accept the low bid from **Lafe T Williams & Associates, Inc. dba Williams Janitorial Supply** for white multi-fold paper towels and establish contract pricing for one (1) year with four (4) one (1) year options to renew. Scott Hadley seconded the motion. The motion passed unanimously.

The county purchases approximately 40 cases of white multi-fold paper towels monthly.

Questions and Answers

Tim Myers: Who is our current contract with?

Kristen McGovern: We do not have a contract for the white multi-fold towels currently.

Tom Stoltz: Are we just going to Wal-Mart and using a purchasing card? How are we getting paper towels?

Kristen McGovern: We have the original bid I did for the toilet paper and paper towels. I inadvertently left off white paper towels. We are currently purchasing brown but we needed to add white.

Joe Thomas: You are correct Tom. There were different sources they were using so we are trying to get it under the contract.

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4. REPLACE EXTERIOR JOINT SEALANT - ADF NORTH ADD. -- PROJECT SERVICES FUNDING -- REPLACE EXT. JOINT SEALANT

(Request sent to 19 vendors)

RFB #18-0041 S/C#800013248

	MTS Contracting, Inc.	Midland Restoration Company, Inc.	Restoration & Waterproofing Contractors, Inc.
Base Bid	\$349,880.00	\$179,198.00	\$132,073.00
Days to Substantial Completion	210	180	90
Days to Final Completion	14	20	21
Total Calendar Days	224	200	111
Bid Bond	Yes	Yes	Yes
Acknowledge Addenda	Yes	Yes	Yes
No Bids	CNC Painting Contractors, LLC	Schmidt Mobile Power Wash, LLC	West and Co., Painting, LLC

On the recommendation of Kristen McGovern, on behalf of Project Services, Jennifer Dombaugh moved to accept the low bid from **Restoration & Waterproofing Contractors, Inc.** in the amount of **\$132,073.00**. Scott Hadley seconded the motion. The motion passed unanimously with Tim Myers abstaining from the vote.

This project includes removal and replacement of existing sealant from all exterior horizontal and vertical precast joints, removal and replacement of all sealant from thirteen (13) interior gyms located in pods, and properly cleaning and preparing joints for new backer rods and joint sealant. Sealant inside the gyms and up to 10' high in the outdoor yards will receive "pick proof" sealant.

Note: Pick proof sealants contain the properties to prevent idle tampering and vandalism.

Questions and Answers

Linda Kizzire: How long has it been since we've done this type of repair?

Rob Lawrence: This project is only being done on the north new addition to the jail. The sealant that is on there is original. We've not done the replacement on the north. The same work was done on the original portion of the jail on the south side about ten years ago.

Linda Kizzire: How long does it last?

Rob Lawrence: About twenty years.

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5. CONDUCTIVE ENERGY WEAPONS AND CAMERAS -- SHERIFF'S OFFICE FUNDING -- SHERIFF'S OFFICE

(Joint Governmental Purchase State of Kansas Contract 42523)

#18-2031 Contract

	Axon Enterprise, Inc.		
	Estimated Quantity	Price Per Each	Total
Flex 2 Body Worn Cameras (BWC)	119	5981.3756**	\$711,783.70
Body 2 Cameras	2	\$403.79	\$807.58
Taser X26P Conductive Energy Weapons* (CEW)	119	Included in above price	Included in above price
Fleet 2 Vehicle Mounted Cameras (VMC)	79	8269.4305**	\$653,285.01
Five (5) Year Estimated Total			\$1,365,876.29

On the recommendation of Paul Regehr, on behalf of the Sheriff's Office, Linda Kizzire moved to **utilize the State of Kansas contract 42523, valid through 12/31/2023. Total purchases during this five year (5) contract are estimated to be \$1,365,876.29.** Jennifer Dombaugh seconded the motion. The motion passed unanimously with Tim Myers abstaining from the vote.

The Sedgwick County Sheriff's Office currently utilizes Axon body worn cameras in the Detention Facility and the Patrol Division. The Sheriff's Office also deploys the Axon Taser, Conductive Energy Weapon (CEW) System as a less lethal control option throughout the agency. The current cameras are being replaced with the Axon Flex 2 system and deployment is being expanded across the Sheriff's Office.

The Sheriff's Office currently uses the Arbitrator mobile camera system, manufactured by Panasonic, in its patrol fleet to capture and document citizen interactions from the patrol car. The Arbitrator system consists of the in-car cameras, digital recording equipment, wireless data offload, back end video evidence management system and on-site data storage. The current Arbitrator system was purchased in 2009. The equipment is no longer supported by the manufacturer and requires replacement in order to meet the needs of the agency in documenting law enforcement and citizen encounters.

The Sheriff's Office conducted a test and evaluation of the Axon Flex 2 body worn cameras and the Fleet video system from January 22, 2018 to February 28, 2018.

The Axon Fleet system has been upgraded with the introduction of the Fleet 2 system with enhanced features, including redesigned front and rear cameras with infrared lighting and image zoom, over the air software updates, and a wireless microphone with a 1000' range.

The integration of the Fleet system with the Axon Flex body worn cameras through the Evidence.com data management console allows for the synchronization and simultaneous viewing of up to four (4) separate videos to aid in the prosecution of criminal defendants, internal reviews, and assessment for training or policy changes.

The Axon Fleet 2, Flex 2 and Taser CEW all have remote camera activation capability. This allows for the activation of the camera to coincide with the activation of a Taser CEW, the activation of vehicles emergency equipment (lights, siren), the activation of another camera system nearby, and can be expanded to include the sidearm signaling system which activates the camera when a deputy's side arm is drawn from a signal device equipped holster.

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The use of a single platform video collection system is needed to insure the Sheriff's Office can adequately document, retain, and release video as required by policy and applicable statute. With the recent changes in statute authorizing the viewing of video by certain parties within the required timelines, the use of the Evidence.com data management system gives the Sheriff's Office a secure environment to respond to legal requests for video review. The built in redaction and editing features also allow for the public release of video, when deemed appropriate, while protecting the identities of bystanders, juveniles, and unrelated parties.

The Axon Fleet 2 is the only system reviewed by the Sheriff's Office, which has all of the aforementioned functionality and meets the needs of the organization to provide the level of public safety consistent with the values of the Sheriff's Office and the responsibilities this office has to the public.

Notes:

The 5 year agreement includes the Axon Technology Assurance Plan (TAP). The TAP provides warranty coverage for existing Axon cameras for two and a half years, after which they are replaced by the newest model at no cost. Additional on-site spares and up-to-date access to Evidence.com management features are also included.

The features tested during the T & E (Test and Evaluation) period of the Fleet system included:

Dual camera system with front facing and rear facing (prisoner camera)

Independent audio recording, no audio transmitter

Pre-event buffer

No removable media storage

Up to 8 input triggers to activate the Fleet camera

Remote activation with Flex 2 body camera

Remote activation options with sidearm signal

Video classification through Evidence.com

GEO coding of videos:

Active mapping

GPS speed display-1 second update

Multiple video synchronization

Axon Fleet and Flex 2 Remote Activation:

Customized configuration

Multiple unit/cameras activated

Taser electronic control system compatible

Breakdown of payment each year:

2018 \$287,604.29

2019 \$269,568.00

2020 \$269,568.00

2021 \$269,568.00

2022 \$269,568.00

\$1,365,876.29

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119 Flex 2 Body Worn Cameras, 2 Body 2 cameras

Price for the 5 year contract: **\$712,591.28**

Includes all associated hardware

TAP hardware replacement of BWCs and docks at 30 and 60 months

5 year, no-questions-asked, warranty on all cameras and docks

2 mounts per camera

Licensing with ongoing software updates and support

Built-in redaction capabilities

Axon Citizen 1:1 for all officers

Unlimited cloud storage on Evidence.com

Charging/offload docks

3 spare Flex BWCs

119 Taser X26P CEWs

**Included in pricing with BWC under Officer Safety Plan*

79 Fleet 2 Vehicle Mounted Cameras

Price for the 5 year contract: **\$653,285.01**

Includes all associated hardware with 5 year warranty

Axon View XL software for MDTs

Cradle point routers with 5 year warranty and Netcloud software

Wi-Fi antennas with LTE and GPS support

Fleet hardware upgrade in year 5

Unlimited cloud storage on Evidence.com

Offload servers

Installation training

Axon Enterprise, Inc. was formerly known as TASER International, Inc.

**These unit prices include ancillary items.

Questions and Answers

Tom Stoltz: So we are going to buy 119 body cams. Does that outfit everybody?

Lanon Thompson: We are purchasing 119 Flex 2 body cameras to equip the positions in the detention facility, which is about twenty positions in the detention facility throughout the Patrol Division and to identify positions in the Judicial Services Division.

Tom Stoltz: Do any detention deputies have body cams or is this a new item for them?

Lanon Thompson: We currently have eighteen deployed in the detention facility. Those are on sergeants. They are expanding that to include the new design flex team because of the level of contact in some of the activities they do in the jail.

Tom Stoltz: So this is twenty in addition to the eighteen we already have operational. Do you have Axons already?

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Lanon Thompson: We have the Axon cameras currently. We have eighteen in the jail and we have nine deployed in the Patrol Division in specialized positions.

Tom Stoltz: The Patrol Division now only has nine but they will totally be outfitted by the time we get done with this. That is the goal?

Lanon Thompson: Correct.

Tom Stoltz: Does Judicial have any today?

Lanon Thompson: No.

Tom Stoltz: These would be new additions for them?

Lanon Thompson: We will begin outfitting our warrant deputies with this. Those positions who have contact outside the court with citizens.

Tom Stoltz: Everybody who is getting a body cam is also getting a taser. Same staffing line up? Same personnel? Surely all the field deputies have tasers today?

Lanon Thompson: Currently, yes. Most of our personnel have tasers. We are identifying certain positions such as mine, which will not have a body camera or taser, on administrative personnel. There's no reason to spend money on equipment on someone like me who works in an office. Deputies who have contact with citizens on a daily basis will have the equipment.

Tom Stoltz: Will these replace the old tasers on the deputies? I assume we already have X26s already?

Lanon Thompson: The X26s, which are end of life, are starting to have failures and this will replace some of them and will take care of the lion's share of it.

Tom Stoltz: Is there any other competitor that can touch Axon on body cams and tasers?

Lanon Thompson: We did a Request for Information in late 2017 and had six vendors who applied. The only two who responded who could meet our needs was Panasonic, who we currently use for car cameras, and Axon. We want to stay away from a body-mounted camera, which we typically see. We asked for a head-mounted camera. We asked for product demonstrations and after viewing everything, Axon provided that to us for evaluation. Panasonic said they were working on it. They provided us with a prototype mount that did not work and we learned they are still working on it.

Tom Stoltz: Is this the same body cam system WPD uses?

Lanon Thompson: Yes it is.

Tom Stoltz: There's a lot of interactivity here that these systems all talk to one another. If an officer pulls his gun, it's going to turn everything on for him automatically?

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Lanon Thompson: We're not asking for that at this time, but we have the ability to expand to that. The signaling technology that Axon uses through both the fleet system and the Flex 2 body system, if a taser is armed then it would activate the camera automatically. If a patrol deputy is in his car and activates the emergency equipment, it activates the police system and also activates their body camera. If two or three deputies are on an incident and one of them activates their taser, all of the cameras activate automatically if within thirty feet of each other. So there is some automatic activation where they talk to each other. We do have the ability to expand this to the sidearm signaling system where we can put a device on the deputies' holster. For example, if a deputy stops at a QT to get a beverage or something and he walks in on a robbery, he draws his sidearm, and the camera is activated. We have a thirty second buffer and we capture the entire incident.

Tom Stoltz: None of the competitors have that kind of interaction between all these systems right?

Lanon Thompson: No, they do not.

Linda Kizzire: I assume there will be training on the new equipment for everyone who is getting the new equipment and the same with the patrol cars?

Lanon Thompson: Yes there is. Axon provides to the user level and also provides training, which would be the radio shop, who will also be installing it in the vehicles.