

City of San Bernardino
Finance Department, Purchasing Division
JUSTIFICATION OF SINGLE/SOLE SOURCE REQUEST

ITEM Description: Peregrine Data Integration Software

DATE: 09/26/24

Select Source:

- ☒ **Sole Source:** Item is manufactured and/or only distributed by one vendor.
☐ **Single Source:** Item is available from several vendors, but item is the only one that will work.

Please answer all questions in detail, in order to prevent delays in the evaluation. Please do not provide one sentence answers. If any additional pages are needed to answer all questions, please attach all pages to this document.

- 1. Why is the acquisition restricted to this good/service/supplier? (Explain why the acquisition cannot be competitively bid). Please enter answer below:**

The acquisition is focused on Peregrine because it offers purpose-built data integrations specifically designed for the systems used by the department. The software utilizes industry proven, pre-built connectors that integrates with SBPD systems already in use by the department, to include Tyler Tech CAD, Tyler Tech RMS, Axon, Flock LPR, Vigilant LPR, Genetic CCTV Cameras, Brazos (RIPA), InTime (scheduling), IA Pro, Laserfiche, and more. These connectors eliminate the need for our IT department to develop or maintain interfaces, ensuring that the data in Peregrine is always complete, accurate, and up-to-date without added IT overhead.

- 2. Describe the uniqueness of the purchase (why was the good/service/supplier chosen?) Please enter the answer below:**

Peregrine is unique because the company utilizes proprietary data “deduplication” algorithms, specifically intended as a solution for SBPD. These algorithms automatically deduplicate and merge data, such as person records, ensuring that the information is clean and reliable for searches and reporting. The process happens without requiring any changes to SBPD's existing source systems. This unique capability enhances data accuracy and reliability, allowing the department to confidently use the system without additional manual cleanup or system modifications.

In addition, Peregrine software is equipped with a proprietary ontology designed specifically for law enforcement, setting it further apart from other solutions. The ontology capability enables SBPD to automatically identify connections and relationships between data elements across multiple, disparate systems, or connections that might otherwise go unnoticed. What makes this feature even more valuable is its flexibility. We can adjust its data model as needed without building new interfaces or altering its existing systems. Peregrine’s ontology is continuously refined to meet the needs and complexities of law enforcement data, ensuring it remains highly effective and purpose-built for SBPD.

3. What are the consequences of not purchasing the goods/service or contracting with the proposed supplier?

In 2021, the city was awarded ARPA funds which must be allocated by December 2024 and fully spent by the end of 2025, or they will be forfeited. Purchasing Peregrine is a strategic investment of these funds. Without purchasing this system, the department risks losing ARPA funds and missing out on an opportunity to improve public safety and resource management. Investing in Peregrine ensures the department maximizes its potential while meeting the ARPA timeline. The need for this sort of data integration software has long been identified, but only recently has a company like Peregrin been identified that can adequately solve the problem. If the department does not move forward with purchasing Peregrine's software, we will continue to face significant inefficiencies in how we pull data from our multiple databases. Our current process is, at best, inefficient, and at worst, ineffective, resulting in lost time and resources. This delay not only increases operational costs but also hinders our ability to streamline data integration. The longer we wait to implement cutting-edge software like Peregrine, the more time and money will be wasted, making it harder to achieve the efficiency and accuracy that our operations require.

4. What market research was conducted to substantiate the single source, including evaluation of other items considered?

Executive and administrative staff from the department conducted extensive market research to identify the most suitable provider for this type of product. While completing the market research for this procurement, three additional vendors were identified with a similar product offerings. Two close competitors were identified, SAS Data and C3 IA. Both SAS and C3 offer robust solutions, but they primarily cater to federal government partners. While SAS and C3 AI provide solutions that can be adapted for local law enforcement, their core focus lies in military and broader intelligence applications, whereas Peregrine was designed with local law enforcement agencies in mind. Peregrine's strength lies in its ability to provide a highly customizable platform, specifically tailored to the needs of our department. With pre-built integrations into preexisting systems such as Tyler Tech CAD and Axon, it ensures seamless data management and operational efficiency. A third company offering a similar service was also researched (Deep Blue), however, it was ultimately ruled out due to its lack of a proven track record. This competitor appears to be in the early stages of development, which raises concerns about reliability and readiness for our needs. Peregrine emerged as the only company that meets all of our criteria, including secure data handling specifically designed for law enforcement, and a proven track record with leading police agencies.

C3 AI Headquarters: 1400 Seaport Boulevard, Redwood City, CA 94063, 650-503-2200

SAS Data Headquarters: 100 SAS Campus Drive, Cary, NC 27513, 1-800-727-0025

5. How was the price offered determined to be fair and reasonable? Explain what the basis was for comparison and include cost analyses as applicable.

The price offered by Peregrine was determined to be fair and reasonable based on a few key factors. First, Peregrine is providing our agency with its deepest discount because we will be the first agency in the Inland Empire to acquire their product. This gives Peregrine an opportunity to leverage our involvement to expand their client base in the region. As a result, they have extended their most competitive pricing model to us. Additionally, we confirmed similar costs for the Peregrine products offered to other California agencies and found that Peregrine's pricing is aligned with industry standards, especially given the advanced features and law enforcement-specific capabilities it offers. This combination of a strategic discount and a strong product offering confirms that the price is both fair and advantageous for our agency.

6. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier.

The primary cost savings from acquiring Peregrine's services will come from a significant reduction in employee labor costs. Currently, employees must search multiple databases one by one, which is time-consuming and inefficient. With Peregrine, all databases can be searched simultaneously, streamlining the process and freeing up valuable staff time for other critical tasks. While the exact cost savings have yet to be determined, we anticipate that after using the software to its full capacity, we will be able to quantify and articulate the savings in terms of reduced labor hours and increased efficiency across our operations.

1. *Nathan L. Jones*
Department Head

10-17-24
Date

2. *Jeannie Fortune*
(Up to \$50,000)
Director of Finance & Management Services

10-21-2024 Approved ☒ Not Approved ☐
Date

3. _____
(Up to \$100,000)
City Manager

_____ Approved ☐ Not Approved ☐
Date

Justification: _____

4. Over \$100,000 – must be submitted for City Council Approval.