

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

ITEM Description: Fusus by Axon Real-Time Intelligence Ecosystem.

DATE: 9/26/24

Select Source:

X 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:**

Member of the San Bernardino Police Department (PD) conducted a thorough search for the best real-time awareness, civilian video feed software. This search included internet research, advice from other public safety groups, and attending both virtual and in-person demonstrations. After reviewing several options, Fusus by Axon stands out as the only software that fully meets the PD's needs. The decision to choose Fusus without looking for other bids is based on several reasons. First, Fusus offers proprietary features that other products don't have. It integrates access to data from civilian and government camera feeds, UAVs, and other public safety systems into one platform, making it easy for our personnel to sift through sources. No other products can match this level of integration, which is necessary for the PD's operations – especially in emergency situations. Second, Fusus uses proprietary technology protected by U.S. patents, which would take competitors significant time and resources to replicate. The absence of comparable alternatives would make competitive bidding difficult. The department already works closely with Axon (the owner of Fusus). This will help integrate Fusus into current systems, including body worn cameras and other evidence tools. Switching to another provider would be a major disruption, costing time and requiring staff retraining – and the possibility it would not integrate well. Fusus will offer support and training specifically tailored to the department's needs. This ensures that the PD can use the system to its full potential. Finally, Fusus meets strict legal and regulatory standards, like SOC2-Type 2 and CJIS. Choosing another provider could introduce compliance risks, jeopardizing the department's ability to meet certain legal requirements.

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

Fusus is unique in that it is the first and only open-platform service that connects *all* video and data sources needed by law enforcement. This cloud-based platform delivers real-time information to investigators, emergency responders, and officers in the field. Fusus is used in over 300 cities worldwide, including New York, Los Angeles, Atlanta, and Miami, Fusus is the most widely adopted real-time crime center platform. Developed by

experts with backgrounds in law enforcement and the military, Fusus provides unmatched situational awareness for officers, investigators, and other decision makers all of which will make the community safer. Fusus enables businesses and schools to share their security camera feeds with law enforcement while maintaining privacy by allowing access only when needed, such as during an emergency. Fusus also connects various technologies like video management software, drones, license plate readers, gunshot detection systems, and 911 dispatch software. This integration allows officers to effectively respond to incidents such as assaults, active shootings, homicides, and civil unrest. The Fusus platform integrates seamlessly within Axon's ecosystem, which includes body cameras, drones, and evidence systems. Its open, technology platform removes barriers between different companies that provide video feeds and maximizes the potential of existing technology already in use by the department. Fusus will serve as a central hub. It will unify security camera feeds from city, commercial, and privately-owned cameras, making it an indispensable tool for modern police operations.

3. What are the consequences of not purchasing the goods/service or contracting with the proposed supplier? Procurement services provided to the departments/vendors would be delayed.

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 Fusus by Axon is a strategic investment of these funds, as it serves as a force multiplier for the department. This platform allows fewer personnel to respond more effectively to public safety needs by integrating real-time data from various sources. It enhances situational awareness, enabling faster and more efficient responses to incidents.

Failing to invest in Fusus would lead to stagnation in the department's operations and prevent the realization of increased efficiency and responsiveness. Without this system, the department risks losing ARPA funds and missing out on an opportunity to improve public safety and resource management. Investing in Fusus ensures the department maximizes its potential while meeting the ARPA timeline.

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

- a. (Please provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The names, addresses and phone numbers of suppliers contacted and the reasons for not considering them must be included or an explanation of why the survey or effort to identify other goods/services was not performed.)

The department conducted an extensive national market search for real-time awareness, civilian video feed software. The primary goal was to identify a platform that could seamlessly integrate with the department's current technology to improve operational efficiency. During the search, several products were evaluated, but Fusus by Axon stood out as the best solution. It provided unique features that other platforms lacked, such as its seamless integration with the Axon ecosystem, which the department already uses. Other products evaluated, such as Flock Safety, Motorola Command Central, and Genetec Citigraf, did not offer the same level of integration or features. Flock Safety lacked robust capabilities and didn't integrate with the PD's existing systems. Motorola Command Central and Genetec Citigraf were both costly and did not integrate easily with the Axon products currently in use by the department.

Additionally, Fusus is the most widely used real-time situational awareness platform in the U.S., deployed by over 300 public safety agencies. The platform's success has been demonstrated through numerous case studies from agencies like the Atlanta Police Department, Cobb County Police, and Bay County Sheriff's Office, showing measurable impacts such as higher homicide closure rates, property recovery, and successful missing person searches. Given its superior functionality, ease of integration, and proven success, Fusus was the clear choice. Other products either lacked necessary features or were cost-prohibitive, making competitive bidding impractical. Our market research concluded that Fusus is the only platform that meets all of the department's operational needs.

Company References:

- Flock Safety - 1160 Howell Mill Road North West, Atlanta. (866) 901-1781
- Motorola Command Central – 1301 E. Algonquin Road, Schaumburg, Illinois 60196 (800) 367-2346
- Genetec Citigraf - 2280 Alfred-Noble Blvd., Suite 400, Montreal, QC H4S 2A4, Canada. (514) 332-4000

- 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. (I.E. Compared to vendor's previous or current offer to the city or to another agency/company – or any other method of comparison that will substantiate fair and reasonable pricing in the absence of competition)**

Extensive research was conducted and several vendors were contacted. Axon is the only vendor that offers a system that allows integration of city and privately owned video surveillance assets. In addition, Fusus by Axon is the only system that integrates with department's current systems. In order to obtain the same functionality with another vendor, some department legacy systems, such as CAD RMS, drone, body camera, etc. would need to be changed and repurchased. Any community members who would like to participate in this program would also be limited to purchasing a specified system. Fusus by Axon allows community members and businesses to use their current system. The Fusus hardware would allow seamless integration into the Fusus system, expanding the City's crime camera system exponentially.

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

Fusus by Axon is a proprietary system only offered by Axon. The company has indicated that cost schedule will increase in 2025. Purchasing the system this year prevents that added expenditure. Furthermore, paying for the contract in the first year provides additional cost savings and the ARPA funding source is close to the meeting the spending deadlines. As mentioned above, this is the only system that allows both city and privately owned video surveillance assets to be integrated into the same system. To obtain the same functionality, the city would have to purchase and install hundreds, if not, thousands of additional cameras throughout the city. Based on Department research, covering just a small portion of the city with crime cameras will cost hundreds of thousands of dollars. Fusus by Axon avoids the need to do any of this.

1. *Ronald L. Ghan*
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.