



CITY OF NORTH PORT PROCUREMENT REQUEST FORM SOLE/SINGLE SOURCE/STANDARDIZATION



Please indicate: Visa Purchase Purchase Order

Single Purchase (For current FY) Blanket Purchase (Ongoing purchases for current FY) Change Order Amendment

DEPARTMENT/DIVISION: Police NAME OF REQUESTOR: Rachel Cigich
If Applicable: COMMISSION MEETING DATE: 3/14/2023 AGENDA ITEM NUMBER: 23-0351

Section 2-407 of the City of North Port Procurement Code states a Sole/Single source purchase is defined as a non-competitive purchase of supplies, equipment and contractual services that is either: the only item that will produce the desired results; or is available from only one source of supply who possesses the unique and singularly available capability to meet the requirement of the solicitation (such as technical qualifications, ability to deliver at a particular time, or services from a public utility). Sole Source services must be available only from vendors (firms or individuals) who are uniquely qualified to perform such services. All Sole/Single source requests will be posted on DemandStar & the City's Purchasing site for seven (7) calendar days.

A. Please describe all products and/or services to be procured under this exemption:
(If additional space is needed, please attach a separate memo)

Payment #1 of the service agreement

B. Briefly explain why it is in the best interest of the City to exempt this procurement from competition:
(If additional space is needed, please attached separate memo)

Pileum is the sole provider of Fusus software for our agency. Sole source letter attached. Fusus is the only manufacturer that builds a common operating platform that does not require a complete replacement of equipment. FususOne is the only platform of its kind on the market and there are no comparable market alternatives.

C. What steps were taken to verify that these goods and/or services are not available elsewhere?

Other brands/manufacturers were examined (please list name and phone numbers, and explain why they are not suitable for use by the City – attach additional pages as necessary, **do not leave blank**):

n/a



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Other vendors were contacted (please list names and phone numbers, and explain why those contacted would not meet the needs of the City – attach additional pages as necessary, do not leave blank):

n/a

D. Attach documentation from the manufacturer certifying the vendor selected is the only distributor/dealer/contractor for the products or services in question and/or holds the production, unique capability, copyrights, trademark, and/or patent to the item, and check the following applicable statements:

Patent, copyright or unique design restrictions (*Sole Source*) *Attach verification from Manufacturer*

Proprietary rights in technical data and/or product formulations (e.g. cleaning compounds, lubricating oils, paint, etc.), which can only be determined through extensive laboratory analysis and examination (*Sole Source*) *Must attach verification from Manufacturer*

Only producer, such as utility supplier or construction material supplier, that will meet the specialized needs of the department or perform the intended function (*Sole Source*) * Must attach verification from Manufacturer*

Direct replacement parts, equipment or supplies that must be compatible with original equipment already installed but available only from the original equipment manufacturer. Most manufacturers have more than one dealer or distributor for their products. When this is the case, competition between dealers and/or distributors may be possible, eliminating the “sole or single source” restriction (*Single Source*) * Must attach verification from Manufacturer*

When tests and/or demonstrations of equipment, supplies, part, etc. under actual operating conditions reveal superior quality, performance, design or other characteristics in a brand product(s), which is *available* from only one source. Testing must be performed as often as practical (*Single Source*) * Must attach verification from Manufacturer*

Purchases for a brand product are to be made from one selected **supplier**, even though there are other suppliers that provide similar products. Options, such as pricing, availability, servicing, have been vetted and a supplier has been chosen that best meets the City’s needs (*Single Source*). *Must attach backup/supporting documentation to this form.

Maintenance, repair services or warranty which require specialized test equipment, procedures, and technical expertise available only from the original equipment manufacturer or authorized/licensed dealer/field service representative (*Single Source*) * Must attach verification from Manufacturer*



CITY OF NORTH PORT PROCUREMENT REQUEST FORM

SOLE/SINGLE SOURCE/STANDARDIZATION



The part(s)/equipment are required to permit standardization and operating efficiencies within the organization and the parts and equipment are only available through a sole or single source. If competition is available, the parts and equipment must be competed. *(Standardization)* *Must attach justification to this form. For brand-specific items, quotes should still be obtained*

Other: None or some of the above apply. *Detailed explanation and justification for this sole/single source request must be provided below. Attach additional pages as necessary*

E. Vendor Information

Vendor Name: Pileum Corporation Vendor Number: 7885
Address: 190 E. Capitol Street, Suite 175 Jackson MS 39201
Contact: Pam Smith Phone: 601-352-2120 Email: pileumAR@pileum.com

Vendor Tracking:

Check if Vendor Documents Current

YTD Dept Exp. (Inclusive): \$ 50,000.00

To be completed by Purchasing:

YTD City Wide Exp. (Inclusive): \$ _____

(For Purchasing Division)

Verified By: B. Moen Date Posted: 2/17/23 to 2/24/23

Sole/Single Source Number: SS23-54 Eff. Date: 2/25/23 Exp. Date: 2/24/24

PURCHASE DETAILS



CITY OF NORTH PORT PROCUREMENT REQUEST FORM SOLE/SINGLE SOURCE/STANDARDIZATION



Please provide the amount of the purchase for this product or service: \$ 50,000.00

Account # 001-2100-521-52-50 Project # n/a Subtotal \$ 50,000.00
 Account # _____ Project # _____ Subtotal \$ _____
 Account # _____ Project # _____ Subtotal \$ _____
 Account # _____ Project # _____ Subtotal \$ _____

Line Item No.	Description	Unit of Measure	Quantity	Unit Price	Extended Price
1.	Payment 1: Term: April 1, 2023 - September 30, 2023	\$\$	50000	1.00	50,000.00
Shipping (FOB Destination)					0
Total					50,000.00

Attach Additional Pages if Necessary

I approve the Sole/Single Source/Standardization procurement(s) as requested herein:

Requesting Department Director: Todd R. Garrison, Chief of Police Digitally signed by Todd R. Garrison, Chief of Police
Date: 2023.02.16 15:29:23 -05'00' Date: _____

Budget Administrator: Heidi B. Hallas Digitally signed by Heidi B. Hallas
Date: 2023.02.27 10:48:33 -05'00' Date: _____

Purchasing: Alla V. Skipper Digitally signed by Alla V. Skipper
Date: 2023.02.27 09:14:31 -05'00' Date: _____

Finance Director (If applicable): Kimberly Williams Digitally signed by Kimberly Williams
Date: 2023.02.27 15:23:35 -05'00' Date: _____

Assistant City Manager (If applicable): N/A Date: _____

City Manager (If applicable): _____ Date: _____

Print Form **Clear All Fields**



City of North Port
FINANCE DEPARTMENT/PURCHASING DIVISION
4970 CITY HALL BLVD
NORTH PORT, FLORIDA 34286
Office: 941.429.7170
Fax: 941.429.7173
Email: purchasing@cityofnorthport.com



NOTICE OF INTENT TO AWARD A SOLE/SINGLE SOURCE PROCUREMENT

Sole/Single Source No: SS NO. 23-54

Date Posted: February 17, 2023

Written Response Due Date: February 24, 2023

This is **not** a Request for Proposals and there is no solicitation available. The proposed contract action is for product or services for which the City intends to negotiate and award with only one contractor/vendor under the authority of and in accordance with Florida State Statute 287.057(5)(c). Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement. Responses will **not** be considered as proposals, bids, or quotes.

- **DESCRIPTION OF SERVICE/PRODUCT:** FususOne Platform
- **AMOUNT** (This is an acquisition with an estimated value of): \$600,000.00
- **VENDOR:** Pileum Corporation

Interested firms or individuals may identify their interest and capability to respond to the requirement by submitting in writing their name, address, point of contact, telephone number, e-mail, and a statement regarding capability to provide the specified procurement per the attached specifications. Interested firms will be considered only if they respond with clear and convincing documentation that they are capable of meeting or exceeding the requirements stated herein. All responses received within seven (7) calendar days after the date of publication of this synopsis will be reviewed by the City. A determination by the Procurement Manager not to compete this proposed action based on the responses to this notice is solely within the discretion and approval of the Procurement Manager and City Manager.

All sole/single source purchases exceeding the formal threshold indicated in the policies and procedures manual will require Commission Approval.

All responses must be in writing and returned to **ATTENTION: PURCHASING**, City of North Port, 4970 City Hall Boulevard, Suite 337, North Port, Florida, 34286 or by: Fax 941-429-7173, or by e-mail purchasing@cityofnorthport.com. Note the number of the Sole Source Information inquiry on documentation.

Information regarding this Intent may be viewed and downloaded from DemandStar's website at www.demandstar.com. Links to DemandStar are also available from the City website at www.cityofnorthport.com. This Notice of Intent is posted on the City FTP site at <https://northportfl.gov/files>. If you have any questions, concerns, or problems accessing this request using the link, please contact Bernice Moen, Purchasing Specialist II, at 941.429.7114. Request for additional information or clarification regarding the specifications must be sent via facsimile to 941.429.7173 or via email to purchasing@cityofnorthport.com. No verbal requests will be honored.



City of North Port

Human Resources Department
Risk Management
4970 City Hall Boulevard
North Port, FL 34286
Phone: 941.429.7200
Fax: 941.429.7135

Print Form

Date submitted:

[Empty box for date]

This form is NOT used for the purchase of services (vendors coming on site) or any purchases utilizing a piggyback.

Insurance Requirements Waiver Form for Supplies

Primary Department: Police

Secondary Department: Finance

Requested by / Phone#: Rachel Cigich

Amount of Purchase: \$50,000

Provide a DETAILED description of the items being purchased:

Fusus software

Is this an online order (delivered) Is this an In store pick-up

Supplies to be purchased (based on Delivery ONLY) - NO INSTALLATION

- Apparel / Uniforms: (City must provide artwork/logo and approves proof)
Tools for the Trade: Hand tools, weapons, cameras, badges, safety apparatus
Cleaning Supplies: Examples of acceptable items include - paper towels, hand soap, toilet paper, cleaning detergent, that do not exceed five (5) gallons per unit
Business cards, envelopes, stationery: (City provides logo/artwork and approves proof)
City promotional items: (City provides logo/artwork and approves proof)
Going to local store to purchase items: Hobby Lobby, Lowes, Home Depot, Wal-Mart, Michaels, etc.
Vehicle / Light or Heavy Equipment (Cannot use this form if under contract with piggyback)
Mechanical Parts for Repairs / Maintenance
Gym or Fitness Equipment
Office Supplies
Computer Software (No remote access, City purchases and IT installs, maintains and troubleshoots)
Back Packs & school supplies
Professional Memberships/Certifications

NOTE: As the requester, the Department accepts liability for the submission of this form and the request to waive insurance requirements. By the submission of this form, it is understood that this is a supply only purchase and that no vendor will be coming on site, installing products, or accessing a computer system remotely.

If you are not sure, it is the responsibility of the requester to submit form 900.1 Insurance Requirements Request Form for risk review at RiskServices@cityofnorthport.com. ALL procurement procedures still apply.

Rachel Cigich

02/16/2023

Requester

Date

All fields must be completed; incomplete forms will be returned to the requester.



CITY OF NORTH PORT PROCUREMENT REQUEST FORM
IT DIVISION APPROVAL



DEPARTMENT/DIVISION Police

NAME OF REQUESTOR Christopher Morales

A. Vendor Information

Vendor Name: Pileum Corporation Vendor Number: 7885

Address: 190 E. Capitol Street, Suite 175 Jackson, MS 39201

Contact: Pam Smith Phone: 901-352-2120 Email: pileumAR@pileum.com

B. Please describe all products and/or services to be procured (attach additional pages if necessary):

Software Hardware Maintenance Training Other

Fusus is a platform to view public and community video sources for incident situational awareness and investigations. Members of the community will be able to register their privately owned cameras via a custom website portal. This provides the Police Department viewing of live camera feeds and setting up and transmitting the location of teams for special events and critical incident management. This software also includes the integration of Computer Aided Dispatch, AVL, drone feeds, covert cameras, and license plate readers as required. Warranty and technical support are included.

Requestor Signature: Christopher Morales Digitally signed by Christopher Morales
Date: 2023.02.14 10:45:42 -05'00' Date: _____

Requesting Department Director's Signature: Todd R. Garrison, Chief of Police Digitally signed by Todd R. Garrison, Chief of Police
Date: 2023.02.14 12:27:28 -05'00' Date: _____

IT Division Manager's Approval: Brian Gregory Digitally signed by Brian Gregory
Date: 2023.02.14 14:33:14 -05'00' Date: _____

[Print Form](#) [Clear All Fields](#)



smash silos. fuse communities.

February 2, 2023

Chief Todd Garrison
North Port Police Department
4980 City Hall Boulevard
North Port, Florida 34286

Dear Chief Garrison,

Fusus is the only manufacturer that builds a common operating platform that does not require a complete replacement of video cameras, recorders, servers, or network equipment at video transmitting locations. As such, the solution is robust yet fast and cost efficient to deploy and requires minimal supervision on the part of the Department. Pileum Corporation is the sole authorized national reseller with the authority to specify, implement, and service the solution on behalf of your Department.

FususONE, the Company's flagship enterprise software management system, is the only platform of its kind on the market and there are no comparable market alternatives that meet the specifications set forth in this letter. Accordingly, the product has met the criteria set by every Nationwide Department under contract with Fusus for a sole source procurement methodology.

Referenced in this letter are the components of the Fusus ecosystem. These are: (1) fususONE™, the Real-Time Video and Incident Management Platform, (2) fususCORE™, the appliance used for video sharing, and (3) fususREGISTRY™, the community facing portal for live and recorded video sharing to aid in response and investigations.

The fususONE™ platform offers the following unique capabilities to your Department:

- Global map-based GUI of all camera locations, and organizations partnered with the Department for sharing.
- Real-time video accessibility to over 1,000 camera and camera software manufacturers, including UAV, Robot, Helicopter and other public safety video assets that may already be in use
- CJIS Compliant Cloud Based Management (AWS Gov Cloud)
- Policy-Based Sharing rules engine including a complete chain of custody report of video access by user
- Real Time Integration with your Department's Computer Aided Dispatch Software (CAD) for automatic display of calls for service in relation to live and recorded video based on priority and type
- Patented "Dispatch-Directed Payload" digital media payload sharing with assigned Officers for Calls for Service (Patent Number US11368586B2)
- Apple iOS and Android Interoperability for Live View and Sharing of Incident Video, Map Telestration for Team Incident Response and Team Movement Coordination, and a Secure Chat of Digital Media by supervisors to field-based users and groups
- Artificial Intelligence Search (rapid object-based video review) & Sentry (real-time object-based alerting) capabilities
- An Operational Dashboard for monitoring secure chat channels between your and business community stakeholders, social media integration, local and national news channels, daily operational briefs promulgated by the Department, and emergency and safety-related notifications

- A fususALERT™ panic alerting mobile app for Department-designated community member locations for location alerting and policy-based video sharing during critical incidents
- fususNOTIFY™ mass notification capabilities for community SMS alerts
- fususANALYTICS™: Crime and incident heat mapping capabilities to provide location and day of week/time of day frequency analytics over specified search periods for data-driven decision making.

The fususCORE™ offers the following unique capabilities to your Department:

- Encrypted and Secure Tunnel of User selectable video feeds from video sharing locations.
- Auto-Discovery of all cameras on a network, user selectable for sharing with the Department's real-time crime interface, fususONE
- On-Board Pre-Record of Alerts – store and forward methodology optimized for slower camera host networks
- Plug and Play Setup by the video host locations, not requiring project management by the Department
- Interoperability with Existing IP Cameras and NVRs/Servers for items such as helicopter, drone, tactical robot, license plate recognition, and fixed location video
- Health Monitoring of video sharing sites, and exception alerts for priority video sources
- Public Safety-specific cellular interoperability, including First Net
- Artificial Intelligence Based Search & Alert Capabilities for both public and community-owned camera sources

The fususREGISTRY™ portal offers the following unique capabilities to your Department:

- A unique web address owned by your Department for Community Camera Registry
- An intuitive map-based camera registry interface that allows camera owners to share camera location, type, and their contact information with the Department, to aid in investigations
- A secure portal, fususVAULT™, for sharing recorded video from witnesses with the Department and to aid in investigations, plus an SMS Text based (non-APP based) video and photo sharing capability, fususTIPS™
- Aggregation of all live incident views and recorded video into a case file for export to the Department's long-term digital evidence management software (DEMS) system.

This letter documents that the Fusus is the sole entity with the authority, access, and ability to provide enhancements, upgrades, and warranty support for its hardware and software products.

Please contact me at (404) 925-5532 should you have any questions with regard to our products and services.

Sincerely,

Anthony Baldoni

Anthony Baldoni
Chief Operating Officer
Fusus, Inc.

cc. CTO, CFO, CEO, Fusus Legal