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May 22, 2012

BPC #12-0216

The Honorable City Council  
City of Los Angeles  
c/o City Clerk's Office

Dear Honorable Members:

RE: REQUEST FOR APPROVAL OF SELECTED VENDOR FOR DIGITAL IN-CAR  
VIDEO SYSTEM

At the regular meeting of the Board of Police Commissioners held Tuesday, May 15, 2012, the Board APPROVED the Department's report relative to the above matter.

This matter is being forwarded to you for approval.

Respectfully,

BOARD OF POLICE COMMISSIONERS

A handwritten signature in blue ink that reads "Maria Silva".

MARIA SILVA  
Commission Executive Assistant

Attachment

c: Chief of Police

INTRADEPARTMENTAL CORRESPONDENCE

May 4, 2012  
1.17

*Andres Jofre 5/3/12*

**TO:** The Honorable Board of Police Commissioners

**FROM:** Chief of Police

**SUBJECT:** REQUEST FOR APPROVAL OF SELECTED VENDOR FOR DIGITAL IN-CAR VIDEO SYSTEM

**RECOMMENDED ACTIONS**

1. That the Board of Police Commissioners (Board) REVIEW and APPROVE the selection of Raytheon Company (Raytheon) to provide the Los Angeles Police Department (Department) with a comprehensive Digital In-Car Video System (DICVS).
2. That the Board AUTHORIZE the Department to enter into contract negotiations with Raytheon.
3. That the Board TRANSMIT the entire matter to the Mayor's Office and City Council for REVIEW and APPROVAL.

**DISCUSSION**

Information Technology Bureau (ITB) recommends approval of Raytheon Company to provide the Department with a comprehensive Digital In-Car Video System for the next phase of the Department's in-car video implementation.

**Background**

On August 23, 2011, the Board approved the release of the Request for Proposals (RFP), which was released to the public through a posting on the City's Los Angeles Business Assistance Virtual Network on August 25, 2011.

On September 15, 2011, a mandatory pre-proposal conference was conducted to further discuss the needs of the Department with potential vendors, as well as discuss the mandatory ordinance requirements. The conference was followed by site visits, commencing on September 19, 2011, to the ITB Data Center (long-term storage site), Property Division, all traffic divisions and all twenty-one area stations.

Proposals were due to ITB no later than December 8, 2011. A total of 10 proposals were received. The Contract Administrator reviewed all 10 proposals for compliance with the mandatory ordinance documentation. Three of the proposers failed to supply the required documentation and their proposals were subsequently deemed non-responsive and removed from the list of responsive proposers. The remaining seven proposals were then supplied to the City's evaluation team for review and scoring.

### **Evaluation Process**

The evaluation team, comprised of representatives from ITB, Operations-Central Bureau, and the City's Information Technology Agency, rated the proposals in the various areas delineated within the RFP. The top four scoring proposers, Raytheon, International Business Machines (IBM), Motorola, and General Dynamics, were then invited to install a demonstration system in a patrol vehicle and a back-end system solution for testing and evaluation purposes. Two of the proposers, IBM and Raytheon, were partnered with the same company for the camera and in-car recording system.

The demonstration systems were installed, demonstrations of the systems were conducted, and presentations were made by the four proposers to the evaluation team. In addition, a comprehensive practical field test of the demonstration systems was conducted over a thirty-day period by officers assigned to the ITB Tactical Technology Section. Testing included verifying and reviewing the requirements published in the RFP, video and audio quality, overall functionality, video management, and ease of use for field officers.

### **The Selection**

Raytheon achieved the highest total score and is hereby recommended for the contract with the Department. Raytheon has partnered with subcontractor, COBAN Technologies (COBAN) as part of its offering to the Department. COBAN is the manufacturer of the camera and video management system. Raytheon will serve as the prime contractor, installing all other necessary infrastructure (e.g., short and long-term storage hardware), and ensuring that all hardware and software are compatible and integrate seamlessly. COBAN was also a subcontractor in the previous deployment in Operations-South Bureau. COBAN has proven to be a solid platform with our current DICVS and has demonstrated its reliability.

COBAN currently provides systems in over 700 vehicles in more than 25 separate locations to the Chicago Police Department. The Chicago deployment spans two generations of COBAN's video platform. The LAPD would mirror the scenario within the Chicago Police Department, wherein two generations of COBAN systems would seamlessly unify different eras of technology. In addition, COBAN has provided systems in over 200 vehicles to the San Antonio Police Department, with plans to expand to 600 vehicles. Raytheon is currently overseeing the deployment of the Los Angeles Sheriff Department's installation of Mobile Data Computers for 2,400 vehicles and Wireless Access Points in 48 facilities. The law enforcement specific experience by Raytheon and COBAN were also carefully considered.

The following chart represents the average final scores and cost options of the four vendors selected for consideration:

<b>SUMMARY OF EVALUATION SCORES and COSTS</b>				
<b>EVALUATION CRITERIA</b>	<b>GENERAL DYNAMICS</b>	<b>IBM</b>	<b>MOTOROLA</b>	<b>RAYTHEON</b>
Adequacy of the Specified Wireless Network, Hardware, Software, and Overall Functionality (40 points)	31.80	35.00	34.20	37.20
Vendor Qualifications and Capabilities (30 points)	24.60	26.80	27.20	27.80
Cost (20 points)	16.20	15.20	18.80	18.20
*Operations Central Bureau	\$7.47 M	\$9.81 M	\$5.95 M	\$7.43 M
Operations Central, West and Valley Bureaus	\$19.9 M	\$28.3 M	\$16.8 M	\$23.4 M
Operations Central, West, Valley and South Bureaus	\$24.6 M	\$33.8 M	\$21.2 M	\$28.2 M
Financing Offered	Yes	Yes	Yes	Yes
Lease Option Available	Yes	Yes	Yes	Yes
Compliance with RFP Requirements (10 points)	9.00	10.00	10.00	10.00
<b>Overall Score:</b>	<b>81.60</b>	<b>87.00</b>	<b>90.20</b>	<b>93.20</b>

\*Final pricing will vary due to contract negotiations.

Though Raytheon is not the proposed solution being offered at the lowest cost, during field testing of the systems, Raytheon's system performance and functionality scored higher than the other systems. The overall system functionality was weighted more than cost in the RFP scoring.

**Implementation**

The RFP requested that proposers submit costs for three different pricing options: 1) Operations-Central Bureau alone; 2) Operations-Central, West and Valley Bureaus together; and 3) Operations-Central, West and Valley Bureaus as well as the replacement/upgrade of the existing

system in Operations-South Bureau. The RFP also asked for any potential financing or lease options a vendor might offer.

To determine which of the above pricing options should be pursued, and to move forward with contract negotiations, ITB must work with the office of the Chief Administrative Officer (CAO) to select the best financing and/or lease option for the City. Currently, there is \$2.545 million in the City's Capital Finance Administration Fund to cover financing costs for this phase of in-car video. The CAO Debt Financing Group will conduct an analysis of all pricing, financing and lease options and make a recommendation to City Council.

If Operations-Central Bureau is approved to be the first Bureau to receive the next phase of in-car video, ITB estimates that implementation of the system for Operations-Central Bureau would be complete approximately 12 months after the contract is approved and executed. Implementation would include installation of the COBAN system in approximately 381 vehicles, installation of all supporting infrastructure equipment in six different Department facilities, extensive unit and integrated system testing, and several levels of training for system administrators as well as field officers and supervisors.

If you have any questions, please contact Chief Information Officer Maggie Goodrich, Commanding Officer, Information Technology Bureau, at (213) 486-0370.

Respectfully,



CHARLIE BECK  
Chief of Police

CONTINUED TO 5-22-12

BOARD OF  
POLICE COMMISSIONERS  
Approved *May 22, 2012*  
Secretary *Maria Silva*