SINGLE SOURCE AWARD **BID # SS-0404-17**

Subject: ShotSpotter for the Jacksonville Sheriff's Office

Department: Jacksonville Sheriff's Office

Description of Purchase:
Recommend approval to utilize the third of four (4) renewal options with ShotSpotter, Inc., dba SST, Inc. for the period of service from July 28, 2020, through July 27, 2021. The not-to-exceed expenditure amount for the renewal period is $341,250.00. The total award not-to-exceed amount remains the same at $1,784,567.58.

Funding for this award will be encumbered by account 00111.522101.546030.000000.0000000. Contract to be amended through the Office of General Counsel.

Single Source Award To: ShotSpotter, Inc., dba SST, Inc.

Total Award: $1,784,567.58 **Requisition #** N/A

Attachments: Recommendation Memo, Vendor Proposal, Previous Awards

Certification as to Single Source: Bill Clement, CPA Chief of Budget

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

ANALYST: Taryn Manser

For **Gregory Pease, Chief**
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE
"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN ***DATE***

ACTION OF AWARDING AUTHORITY

DATE: _____

APPROVED _____ **DISAPPROVED** _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

Jacksonville Sheriff's Office

Duval County, Florida

Mike Williams, Sheriff

501 E. Bay Street
Jacksonville, FL 32202

To: Gregory Pease
Chief of Procurement

From: Bill Clement, CPA
Chief of Budget

Subject: SS-0404-17 ShotSpotter, Inc. (SST) Gunshot Detection, Location, Alert and Analysis Solution – Contract 10303

Date: April 23, 2020

We are recommending approval to utilize the third of four (4) renewal options with ShotSpotter, Inc., for the period from July 28, 2020, through July, 27, 2021. The not to exceed expenditure amount for the renewal period is $341,250.00 from charge account 00111.522101.546030.000000.00000000. The total not to exceed expenditure amount will remain at $1,784,567.58. The contract will be amended through the Office of General Counsel.

Attached is the letter from ShotSpotter, Inc. (SST), the current quotation and the previous awards. Please let me know if you need any additional information.

ShotSpotter

7979 Gateway Blvd., Suite 210
Newark, CA 94560-1156
Phone (888) 274-6877 Fax (650) 887-2106

DATE 4/7/2020
Quotation # JCKSNVLSO040720
Customer ID Jacksonville SO

Quotation For:
Mr. Bill Clement, CPA
Chief of Budget & Management
Jacksonville Sheriff's Office
501 E. Bay Street
Jacksonville, FL 32202

Quotation valid until: 7/27/2020
Prepared by: K Isotalo

Comments or Special Instructions: Renewal of Annual Subscription Services for the 5.0 mi² coverage area for an additional one-year term (July 28, 2020 through July 27, 2021). The proposed services will be delivered according to the terms and conditions contained in the ShotSpotter Flex Services Agreement dated May 31, 2017, as subsequently amended, which is incorporated herein by reference.

SALESPERSON	P.O. NUMBER	SHIP DATE	SHIP VIA	TERMS	
Jacobs			Electronic	Net 30	
QUANTITY (mi²)	**DESCRIPTION**		**UNIT PRICE (per mi²)**	**TAXABLE?**	**AMOUNT**
5	ShotSpotter Annual Subscription Services for 7/28/2020 to 7/27/2021.		$68,250.00		$ 341,250.00
				SUBTOTAL	$ 341,250.00
				TAX RATE	
				SALES TAX	-
				OTHER	-
				TOTAL	$ 341,250.00

Please indicate your acceptance of this quote by issuing a Purchase Order referencing the Quotation # above. ShotSpotter will issue an invoice once we receive the PO.

If you have any questions concerning this quotation, please contact
Karen Isotalo - Director, Sales Operations at 510-298-8668 or kisotalo@shotspotter.com

THANK YOU FOR YOUR BUSINESS!

ShotSpotter

April 7, 2020

Mr. Bill Clement, CPA
Chief of Budget & Management
Jacksonville Sheriff's Office
501 E. Bay Street
Jacksonville, FL 32202

Dear Mr. Clement:

We hope this letter finds you well. We understand the challenges that you and your team are facing at this time, and therefore remain very sensitive to the shifting demands and priorities that you and others in law enforcement must contend with every day.

I am pleased to be working with Ron "Jake" Jacobs, ShotSpotter's Sales Director – Southeast Region, supporting the subscription renewal process for our customers. Jake will remain your Sales Director and primary contact within our Sales organization.

As you may be aware, the Sheriff's Office current ShotSpotter subscription expires on July 27, 2020. To that end, the attached quote JCKSNVLSO040720 is for an additional one-year term of the current subscription (July 28, 2020 through July 27, 2021) for the 5.0 square mile coverage area.

To reiterate the recent changes to our pricing, please note the following:

- Effective June 1, 2019, we instituted a $350/hour fee for expert witness testimony or other forensic consultation services from our forensic team.
- Effective June 1, 2019, we instituted a $799 fee to create a Detailed Forensic Report (DFR). Effective February 19, 2020, we have rescinded the DFR fees. If requested, ShotSpotter will provide a DFR for any ShotSpotter-detected incidents, including Reviewed Alerts. The DFR is intended to be a court-admissible document used by attorneys as part of a court case for the exact, verified timing, sequence and location of each shot fired. Secondarily, the DFR is available for use by law enforcement to obtain a search warrant or to investigate an Officer Involved Shooting.
- Effective January 1, 2020, our annual Flex Subscription fee is $70,000 per square mile per year.

The attached quote reflects the Year 4 pricing in our existing Agreement dated May 31, 2017. Please note, the renewal rate for the next term will include an increase of approximately 3%, so please plan accordingly for the July 28, 2021 through July 27, 2022 subscription term. This price quotation does not include any state or local taxes; please notify me if the price quotation needs to be adjusted for applicable taxes.

If desired, we would be happy to work with you to amend the existing Flex Services Agreement to reflect the current terms associated with Detailed Forensic Reports and Expert Witness Testimony services.

We appreciate the opportunity to support the Jacksonville Sheriff's Office in your efforts to reduce gun violence and build community trust. Should you have any questions regarding the Department's subscription renewal, please feel free to call me at 510-298-8668.

Sincerely,

Karen Isotalo

Karen Isotalo
Director, Sales Operations

ShotSpotter, Inc.
7979 Gateway Blvd., Suite 210
Newark, CA 94560
+1 510 794 3100 main
+1 888 274 6877 toll free
www.shotspotter.com

SINGLE SOURCE AWARD **BID # SS-0404-17**

Subject: ShotSpotter for the Jacksonville Sheriff's Office

Department: Jacksonville Sheriff's Office

Description of Purchase:
Recommend approval to utilize the second of four (4) renewal options with ShotSpotter, Inc., dba SST, Inc. for the period of service from July 28, 2019, through July 27, 2020. The not-to-exceed expenditure amount for the renewal period is $325,000.00. The total award not-to-exceed amount remains the same at $1,784,567.58.

Funding for this award will be encumbered by account SHIN011HSNV-04603. Contract to be amended through the Office of General Counsel.

Single Source Award To: ShotSpotter, Inc., dba SST, Inc.

Total Award: $1,784,567.58 **Requisition #** N/A

Attachments: Recommendation Memo, Vendor Proposal, Previous Award

Certification as to Single Source: Bill Clement, CPA Chief of Budget

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

ANALYST: Taryn Manser

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN

DATE 5/02/19

ACTION OF AWARDING AUTHORITY

DATE: 5/2/19

APPROVED **DISAPPROVED**

OTHER

SIGNATURE OF AUTHENTICATION

Sam E. Mousa
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of
Executive Order No. 2015-05

FORM GB-113, Revised 4/2017

SINGLE SOURCE AWARD **BID # SS-0404-17**

Subject: ShotSpotter for the Jacksonville Sheriff's office

Department: Jacksonville Sheriff's office

Description of Purchase:
Recommend approval to utilize the first of four (4) renewal options with ShotSpotter, Inc., d/b/a SST, Inc. for the period of services of July 28, 2018 through July 27, 2019. The not to exceed expenditure amount for the renewal period is $325,000.00. The total not to exceed expenditure amount will remain at $1,784,567.58.

Funding for this award will be encumbered by account SHIN011HSNV-04603 to be executed by contract through the Office of General Counsel.

Single Source Award To: ShotSpotter, Inc., dba SST, Inc.

Total Award: $1,784,567.58 **Requisition #** N/A

Attachments: Recommendation Memo; Vendor Proposal; Previous Award

Certification as to Single Source: Bill Clement, CPA Chief of Budget

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

ANALYST: Marleen Doran

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

Teresa R. Eichner
CHAIRMAN

5-17-18
DATE

ACTION OF AWARDING AUTHORITY

DATE: 5/19/18

MR **APPROVED** _____ **DISAPPROVED** _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

Sam E. Mousa
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No. 2015-05

FORM GB-113, Revised 4/2017

SINGLE SOURCE AWARD **BID # SS-0404-17**

Subject: ShotSpotter for the Jacksonville Sheriff's office

Department: Jacksonville Sheriff's office

Description of Purchase:
Recommend approval to amend Single Source Award to ShotSpotter, Inc., dba SST, Inc. for the ShotSpotter Flex Gunfire Location, Alert and Analysis System to specify an initial term of one (1) year from service activation with four (4) one (1) year renewal options for the Jacksonville Sheriff's Office. Total annual expenditure amount not to exceed $435,000.00. Total award not to exceed $1,784,567.58.

Renewal Year two (2) $325,000.00
Renewal Year three (3) $333,125.00
Renewal Year four (4) $341,453.13
Renewal Year five (5) $349,989.45

Funding for this award will be encumbered by account SHCP363F5210-06429 to be executed by contract through the Office of General Counsel.

Single Source Award To: ShotSpotter, Inc., dba SST, Inc.

Total Award: $1,784,567.58 **Requisition #** N/A

Attachments: Agency Request; Previous Award; Vendor Proposal

Certification as to Single Source: Ron Lendvay, Director of Investigation & Homeland Security

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

ANALYST: Steven Burakowski

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE
"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN ***DATE*** 5/04/17

ACTION OF AWARDING AUTHORITY

DATE: 5/04/17

APPROVED **DISAPPROVED**

OTHER

SIGNATURE OF AUTHENTICATION

Sam E. Mousa
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No. 2015-05

FORM GB-113, Revised 4/2017

SOLE SOURCE AWARD **BID # SS-0404-17**

Subject: ShotSpotter for the Jacksonville Sheriff's office

Department: Jacksonville Sheriff's office

Description of Purchase:
Recommend approval of Sole Source Award to ShotSpotter, Inc., dba SST, Inc. for the ShotSpotter Flex Gunfire Location, Alert and Analysis System for the Jacksonville Sheriff's Office. Total amount of expenditure not to exceed $435,000.00.

Funding for this award is being allocated through Legislative process number 2016-795 to be executed by Purchase Order(s).

Sole Source Award To: ShotSpotter, Inc., dba SST, Inc.

Total Award: $435,000.00 **Requisition #** N/A

Attachments: Sole Source Request; Vendor Sole Source Document

Certification as to Sole Source: Ron Lendvay, Director of Investigation & Homeland Security

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

ANALYST: Steven Burakowski

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE
"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

Teresa R. Eckman
CHAIRMAN

DATE 1/26/17

ACTION OF AWARDING AUTHORITY

DATE: 1/26/17

APPROVED _____ **DISAPPROVED** _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

Sam E. Mousa
Chief Administrative Officer
For Mayor Lenny Curry
Under Authority of
Executive Order No. 2015-05

FORM GB-14, Revised 12/2007