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***

ACTION OF AWARDING AUTHORITY

DATE: _____

APPROVED _____ **DISAPPROVED** _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FORM GB-113, Revised 4/2017

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 16, 2019

We are recommending approval to utilize the second of four (4) renewal options with ShotSpotter, Inc., for the period from July 28, 2019, through July, 27, 2020. The not to exceed expenditure amount for the renewal period is $325,000.00 from index code SHIN011HSNV – 04603. 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

April 2, 2019

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

Dear Mr. Clement:

I am pleased to be working with Phil Dailly, ShotSpotter's Sales Director – Southeast Region, supporting the subscription renewal process for our customers. Phil 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, 2019. To that end, the attached quote JCKSVLSO040219 is for an additional one-year term of the current subscription (July 28, 2019 through July 27, 2020) for the 5.0 square mile coverage area.

While our Agreement (dated May 31, 2017) allows a standard pricing adjustment for this term (5% increase over the previous rate), ShotSpotter is waiving the increase for this first renewal. 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.

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

I look forward to working with you!

Sincerely,

Karen Isotalo

Karen Isotalo
Director, Sales Operations

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

ShotSpotter

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

DATE 4/2/2019
Quotation # JCKSVLSO040219
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: 7/1/2019
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, 2019 through July 27, 2020). The proposed services will be delivered according to the terms and conditions contained in the ShotSpotter Flex Services Agreement dated May 31, 2017, which is incorporated herein by reference.

SALESPERSON	P.O. NUMBER	SHIP DATE	SHIP VIA	TERMS
Daily			Electronic	Net 30

QUANTITY (mi²)	DESCRIPTION	UNIT PRICE (per mi²)	TAXABLE?	AMOUNT
5	ShotSpotter Annual Subscription Services for 7/28/2019 to 7/27/2020.	$65,000.00		$ 325,000.00
			SUBTOTAL	$ 325,000.00
			TAX RATE	
			SALES TAX	-
			OTHER	-
			TOTAL	$ 325,000.00

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!

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

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"

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-114, Revised 12/2007

Baines, Deidra B.

From:	Karen Isotalo <KIsotalo@shotspotter.com>
Sent:	Tuesday, April 16, 2019 7:14 PM
To:	Baines, Deidra B.
Cc:	Phil Dailly
Subject:	RE: ShotSpotter Renewal Package Attached

****EXTERNAL EMAIL SOURCE****

This email was sent from a non-JSO account. Do not open any links or any attachments unless you trust the sender and know the content is safe.

Dierdra, thanks for your time on the phone today!

Per our conversation, the quoted renewal fee ($325,000) is correct and reflects our decision to waive the 5% increase allowed by our Agreement.

Please let me know if you need anything else or if you have any other questions.

Thank you,

Karen Isotalo
Director of Sales Operations
510-298-8668
kisotalo@shotspotter.com

ShotSpotter
Detect·Protect·Connect
Corporate Headquarters
7979 Gateway Blvd, Suite 210
Newark, CA 94560
www.shotspotter.com

From: Baines, Deidra B. <Deidra.Baines@jaxsheriff.org>
Sent: Tuesday, April 16, 2019 12:22 PM
To: Karen Isotalo <KIsotalo@shotspotter.com>
Cc: King, Virginie <Virginie.King@jaxsheriff.org>
Subject: FW: ShotSpotter Renewal Package Attached

Ms. Isotalo,

In reviewing the quotation you sent for the period from July 28, 2019 through July, 27, 2020, we noticed that the amount quoted is less than we had anticipated according to the original documentation we received. We thought the amount would be $333,125.00 for year three. Can you please check on the amount because I have to process a considerable amount of paperwork and I want it to be correct?

Thanks,

Deidra Baines, #69081
Procurement Manager
Jacksonville Sheriff's Office | Budget Division
Office: 904.630.2217 | Desk: 904.630.5970| Fax: 904.630.2772
Deidra.Baines@jaxsheriff.org

Connect with us: jaxsheriff.org or on social media
The Mission of the Jacksonville Sheriff's Office: "To Serve and Protect in Partnership with Our Community"

From: Clement, William J.
Sent: Wednesday, April 03, 2019 2:04 PM
To: Baines, Deidra B.
Cc: King, Virginie
Subject: FW: ShotSpotter Renewal Package Attached

FYI

Chief William Clement, CPA, #65882
Jacksonville Sheriff's Office | Budget Division
Office: 904.630.2105 | Cell: 904.716.1434
William.Clement@jaxsheriff.org

From: Karen Isotalo [mailto:KIsotalo@shotspotter.com]
Sent: Tuesday, April 02, 2019 2:45 PM
To: Clement, William J.
Cc: Phil Dailly
Subject: ShotSpotter Renewal Package Attached

******EXTERNAL EMAIL SOURCE******

This email was sent from a non-JSO account. Do not open any links or any attachments unless you trust the sender and know the content is safe.

Mr. Clement,

Attached please find a quote and cover letter regarding the renewal of the Jacksonville Sheriff's Office ShotSpotter subscription, which expires on July 27, 2019.

Should you have any questions regarding these materials, please feel free to call me.

Thank you,

Karen Isotalo
Director of Sales Operations
510-298-8668
kisotalo@shotspotter.com

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Detect·Protect·Connect

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QWS3270X 4/22/2019 1:43 PM
FAML6350 V5.1 ** NW COJ FAMIS PRODUCTION ** 04/22/2019
LINK TO: ACCOUNT SUMMARY INQUIRY 1:38 PM

FISCAL MO/YEAR : 07 2019 CURRENCY CODE :
INDEX CODE : SHIN011HSNV NARCOTICS / VICE
SUBOBJECT : 04603 REPAIRS AND MAINTENANCE
PROJECT :
PROJECT DETAIL :
GRANT :
GRANT DETAIL :
USER CODE :

S	APR 2019	ANNUAL BALANCE	ALL YEARS BALANCE
ESTIMATED REVENUES	.00	.00	.00
REVENUES	.00	.00	.00
UNREALIZED REVENUES	.00	.00	.00
BUDGET	.00	485,940.66	485,940.66
EXPENDITURES	3,784.42	36,071.33	36,071.33
ENCUMBRANCES	7,410.46	73,668.48	73,668.48
PRE-ENCUMBRANCES	-1,641.52	3,728.48	3,728.48
REMAINING BALANCE	-9,553.36	372,472.37	372,472.37

F1-HELP F2-SELECT F4-PRIOR F5-NEXT
F9-LINK F10-PRIOR-MO F11-NEXT-MO

G014 - RECORD FOUND