

# FORSYTH COUNTY

## BOARD OF COMMISSIONERS

BRIEFING DRAFT

9

MEETING DATE: OCTOBER 8, 2020

AGENDA ITEM NUMBER: \_\_\_\_\_

**SUBJECT: RESOLUTION APPROVING THE PURCHASE OF LAW ENFORCEMENT VIDEO COLLABORATION PLATFORM SERVICES UNDER AN EXCEPTION TO THE BIDDING LAWS CODIFIED IN N.C.G.S. 143-129(e)(6) AND AWARDING CONTRACT TO FUSUS, LLC  
(FORSYTH COUNTY SHERIFF'S OFFICE)**

### COUNTY MANAGER'S RECOMMENDATION OR COMMENTS:

### SUMMARY OF INFORMATION:

As a part of the build out of the Sheriff's Office Real-Time Intelligence Center, gaining access to existing public and community video sources would provide evidence for investigations, as well as live video for incident situational awareness.

The video collaboration platform provided by Fusus, LLC, will allow the Sheriff's Office to have access to cameras and video feeds in the County at select locations. The software application will allow a variety of video feeds to become accessible through a cloud-based program. As the City of Winston-Salem Police Department will also be implementing this platform in Winston-Salem, the Sheriff's Office will have access to the City's network of camera based technology.

The attached Resolution awards a contract to Fusus, LLC, in the amount of \$45,000 annually for three (3) years. The first year cost is being funded by JAG grant funds.

The recommendation for contract award to Fusus, LLC, is based upon provisions codified in N.C.G.S. 143-129(e)(6). Under these provisions, the formal bid requirements do not apply to purchases of apparatus, supplies, materials, or equipment when: a needed product is available from only one source of supply; or when standardization or compatibility is the overriding consideration. The platform provided by Fusus is:

- The only product that provides an operating platform that does not require complete replacement of all cameras being accessed and integrated.
- The only vendor that provides an operating platform that is Federally CJIS compliant for cloud-based management of integrated video data.
- The only vendor whose product is compatible with the City of Winston-Salem's Fusus-connected video platform, allowing for sharing of video and camera data between the two agencies.

Funds are appropriated in the Sheriff's Office JAG grant budget to cover the cost of this first-year cost and no other funds are being requested. Continuation of service in years 2 and 3 remains \$45,000 annually.

ATTACHMENTS:  YES  NO

SIGNATURE: \_\_\_\_\_ DATE: \_\_\_\_\_  
COUNTY MANAGER

**RESOLUTION APPROVING PURCHASE OF LAW ENFORCEMENT VIDEO  
COLLABORATION PLATFORM SERVICES UNDER AN EXCEPTION TO THE  
BIDDING LAWS CODIFIED IN N.C.G.S. 143-129(e)(6) AND AWARDED A  
CONTRACT TO FUSUS, LLC  
(FORSYTH COUNTY SHERIFF'S OFFICE)**

**WHEREAS** the Forsyth County Sheriff's Office, for its Real-Time Intelligence Center, would like to have the capacity to gain access to existing public and community video sources to assist with investigations and incident situational awareness;

**WHEREAS** the video collaboration platform provided by Fusus, LLC, will allow the Sheriff's Office to have access to cameras and video feeds in the County via Fusus software application allowing a variety of video feeds to become accessible through a cloud-based program;

**WHEREAS** the City of Winston-Salem Police Department will also be implementing this platform allowing both agencies to have access to the comprehensive city and county network of cameras;

**WHEREAS** N.C.G.S. 143-129(e)(6) provides that formal bid procedures shall not apply to purchases of apparatus, supplies, materials, or equipment when performance or price competition for a product are not available, when a needed product is available from only one source of supply, or when standardization or compatibility is the overriding consideration;

**WHEREAS** Fusus, LLC, is the manufacturer and sole distributor of the fususONE™ operating platform, the only product that does not require complete replacement of cameras being accessed;

**WHEREAS** the City of Winston-Salem will also be using the Fusus ONE™ operating platform;

**WHEREAS** Fusus, LLC, has submitted a quote for its video collaboration platform for a three-year term at a cost of \$45,000 annually, for a total cost of \$135,000;

**WHEREAS** the Sheriff's Office will use JAG grant funds as implement the first-year cost; and

**WHEREAS** it is the recommendation of the County Manager and the Sheriff that a contract for the purchase of law enforcement video collaboration platform services be awarded to Fusus, LLC, in the amount of \$135,000;

**NOW, THEREFORE, BE IT RESOLVED**, by the Forsyth County Board of Commissioners that a contract for the purchase of law enforcement video collaboration platform services for the Forsyth County Sheriff's Office, is hereby awarded to Fusus, LLC, in the amount of \$135,000 and the County Manager and Clerk to the Board are hereby authorized to execute, on behalf of Forsyth County, a contract for the purchase of law enforcement video collaboration platform services to Fusus, LLC, in the amount of \$135,000, pursuant to the terms of the quote, subject to a pre-audit certificate thereon by the County Chief Financial Officer, where applicable, and approval as to form and legality by the County Attorney.

Adopted this 8<sup>th</sup> day of October 2020.