

An aerial view of a city skyline at sunset, with a colorful square graphic (green, blue, yellow, pink) overlaid on the image.

Marketplace.city

Where Local Governments Find, Validate and Procure Great Technology

*Body Cameras
Aurora, IL*

Agenda

- Review Vendor Response Information
- Discuss and Align on Next Steps

Project Background

The City of Aurora is planning to roll out a Police Body Camera Solution to continue and create transparency in public safety. Additionally, Aurora wants an efficient and cost-effective video/evidence management process and storage solution.

Following the Clearbox Process, Marketplace.city:

- Created Market Landscape with 30+ companies, focused on vendors with Body Camera Hardware and associated digital solutions
- Conducted Vendor outreach(7/20 to 8/4): Based on the market landscape and City of Aurora Stakeholder review, identified 6 best fit market leaders to send the Opportunity and Scope Document(RFQ) for vendors to complete in order to be included in the reporting and selection process Vendor Outreach:
 - Sent to 6 companies: Axon, Coban, Getac Video, Motorola(WatchGuard), Panasonic, Utility(BodyWorn) on 7/20
 - 5 companies responded by 8/4 deadline. Coban did not respond.
 - Aurora stakeholder Review on 8/14

Vendor Response Summary -

Qualification document went to 6 vendors, with 5 Vendor responses completed

Company	Responded
WatchGuard Video, Inc.	Y
Utility Associates, Inc.	Y
CDS Office Technologies (Panasonic)	Y
Axon Enterprise, Inc.	Y
Getac Video Solutions	Y
Coban Technologies	N

Vendor Response Data Summary

	Solution Overview			Experience		Pricing	
Company	Narrative	Highlights	Implementation/Approach	Similar Engagements	Integrations / Partners	Pricing Model	Pricing
WatchGuard Video, Inc.	Solution Narrative	<ul style="list-style-type: none"> Can be deployed in pooled environments Rapid check-out process, 12 hr detachable battery pack, high-speed event offloading 	<ul style="list-style-type: none"> Systems delivered: 30-45 days after order Time from order to deployment: 6-8 weeks 1-week on-site implementation with formal training classes, and 24/7 support after 	Houston, Texas; Des Moines, Iowa; Columbus, Ohio	<ul style="list-style-type: none"> APIs allow to integrate with any CAD/RMS or evidence management vendor. 	<ul style="list-style-type: none"> Capital expenditure or video-as-a-service 	Pricing
Utility Associates, Inc.	Solution Narrative	<ul style="list-style-type: none"> SaaS provides security from time video is recorded until purged at end of video retention classification Unlimited storage (no + cost) Requires no additional 3rd party products / software 	<ul style="list-style-type: none"> Delivery of devices within 30 days of Contract 'Go-live', within 120 days of Award Uses train-the-trainer model (Training Lead, tech Field Engineer, trainers) 	St Louis County MO PD; City of Arlington TX PD; City of Evansville IN PD, City of Henderson NV PD, and City of Manchester NH PD; Indianapolis Metropolitan PD, City of St Louis MO PD	<ul style="list-style-type: none"> AWS GovCloud= data partner. Includes integrations: FirstNet and AT&T Band 14, CAD/RMS Systems (including Hexagon/Intergraph), Active Directory, GPS 	<ul style="list-style-type: none"> Annual software Fee Subscription as a service 	Pricing
CDS Office Technologies (Panasonic)	Solution Narrative	<ul style="list-style-type: none"> Arbitrator UEMS: robust video management software suite (can ingest / managing 3rd party databases) IDguard Identity Redaction Solution integrates with UEMS 	<ul style="list-style-type: none"> Deployment may take several months Managed by CDS (local integrator), Panasonic and Panasonic service / deployment center, Heartland Services 	Champaign, IL; Rockford, IL; Naperville, IL.	<ul style="list-style-type: none"> CDS is integrator partner w/ Panasonic 	<ul style="list-style-type: none"> Licensing may be purchased or financed 	Pricing
Axon Enterprise, Inc.	Solution Narrative	<ul style="list-style-type: none"> Proposing: Axon Body 3 including Mounts; Axon Docks; Axon Evidence DEMS including Redaction Assistant; Mobile Applications; T&I 	<ul style="list-style-type: none"> Typical delivery timeline: 4-6 weeks Full-Service package has 4 days on-site implementation training 	Springfield PD, IL. Elgin PD, IL. Waukegan PD, IL.	<ul style="list-style-type: none"> Partners with many leading technology providers includes Microsoft Azure, Nokia, SpeakWrite 	<ul style="list-style-type: none"> Unlimited TAP Bundle 	Pricing
Getac Video Solutions	Solution Narrative	<ul style="list-style-type: none"> Solution offers body worn cameras, in-car video, interview rooms, and backend digital evidence management (can ingest digital evidence from other sources) 	<ul style="list-style-type: none"> Once PO received, deployments typically occur in 1-2 months 	Springfield, MA; Calcasieu Parish Sheriffs Office, LA; Nebraska State Patrol; Mecklenburg County Sheriffs Office, NC; Toledo Police Dept, OH; Huntsville Police Dept, AL; Frisco Police Dept, TX		<ul style="list-style-type: none"> Per device, unlimited users 	Pricing

Solution Breakdown

Company	BWC Hardware	Evidence Management	Integrations with Existing & Desire Systems	Solution Components	Professional Service/Maintenance
WatchGuard Video, Inc.	V300 Continuous Operation Body Worn Camera	EVIDENCE LIBRARY®	Yes	Complete Solution	Yes
Utility Associates, Inc.	BodyWorn™ by Utility (also RocketIoT in-vehicle DVR/router)	AVaiLWeb™ DEMS (built-in Smart Redaction)	Yes – Partial (based on characteristics of data)	Complete Solution	Yes
CDS Office Technologies (Panasonic)	Panasonic Arbitrator Body Worn Camera	Arbitrator Unified Evidence Management System (UEMS)	Yes	Hardware focus with integration to other systems	Yes
Axon Enterprise, Inc.	Axon Body 3	Axon Evidence (DEMS)	Limited <ul style="list-style-type: none"> • Y: RMS / CAD • N: Evidence/Redaction/Dash Cameras/CCTV Location data can be manually added to imported videos, or via Auto-Tagging.	Complete Solution	Yes
Getac Video Solutions	BC-03 BWC	Getac Enterprise DEMS	Limited <ul style="list-style-type: none"> • Y: RMS / CAD • N: Redaction/Dash Cameras/ CCTV 	Hardware & storage with integrations to other systems	Yes

Pricing Breakdown

Company	Pricing Approach	HW	SW	SaaS Bundle	Services	Estimated Bundle Range	Likely Pricing Structure*	Pricing Model	Pricing
WatchGuard Video, Inc.	Capital expenditure or video-as-a-service					TBD- Numerous Configs from Price range	Implementation Cost + Recurring	<ul style="list-style-type: none"> Solutions can be procured by capital expenditure or with a Video-as-a-Service model. If the Department is interested in the as-a-Service model more detailed information can be found here 	Pricing
Utility Associates, Inc.	Subscription as a service (Annual software Fee)					400K- 1.4M per year	Recurring	<ul style="list-style-type: none"> Fully integrated, comprehensive body camera system (hardware maintenance and support, and unlimited AVaiLWeb access for command staff, administrators and Das) are included in annual software fee. The annual fee includes the warranty, technical support, easy over-the-air (OTA) software updates for all body cameras; unlimited data storage There are NO additional, hidden fees. 	Pricing
CDS Office Technologies (Panasonic)	Licensing may be purchased or financed up front					TBD- Incomplete	Implementation Cost + Recurring	<ul style="list-style-type: none"> Arbitrator BWC flexibly designed to accommodate multiple deployment and multiple BWC hardware and accessories and licensing may be purchased or financed up front and deployed on locally owned storage, or in a Panasonic licensed cloud tenancy. Cloud storage may be purchased annually or in multi-year bundles. CDS and Panasonic will work with APD to ensure the best pricing and procurement structure 	Pricing
Axon Enterprise, Inc.	Unlimited TAP Bundle					500K- 1.1M per year	Recurring	<ul style="list-style-type: none"> Unlimited TAP bundle includes hardware, mounts, storage, warranties, Axon Evidence licenses, and additional software. TAP includes Axon hardware at beginning of contract, plus upgrades at 2.5 years and end of 5-year term. Provided in a predictable line-item for budget certainty Other plans and bundles are available and can be customized to meet APD's needs. 	Pricing
Getac Video Solutions	Per device, unlimited users					Bundle pricing not listed	Implementation Cost + Recurring	<ul style="list-style-type: none"> Per device, unlimited users Cloud, Self-Hosted, or Hybrid Hosting options 	Pricing

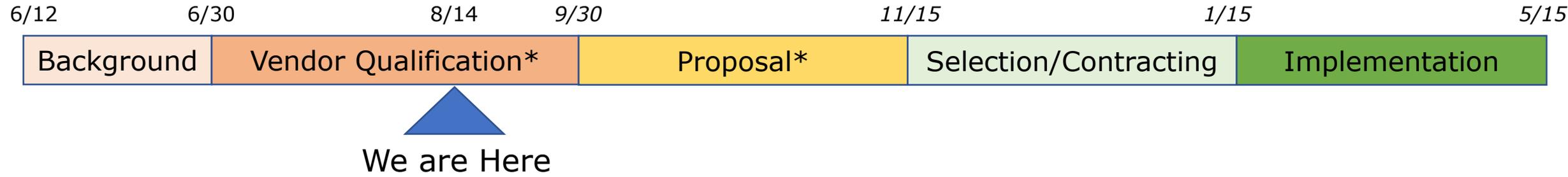
Indicates standalone Pricing Model

DRAFT - CREATED 8/14/20 BEFORE FINANCE COMMITTEE

REVIEW OF 8/27/20

*All companies indicated multiple pricing and procurement models based on Aurora's need and request

Timeline and Next Steps



Completed Steps

Background

- *Aurora Indicate Need for Body Camera*
- *Initial Scoping Meetings*
- *Creation and Review of Market Landscape*

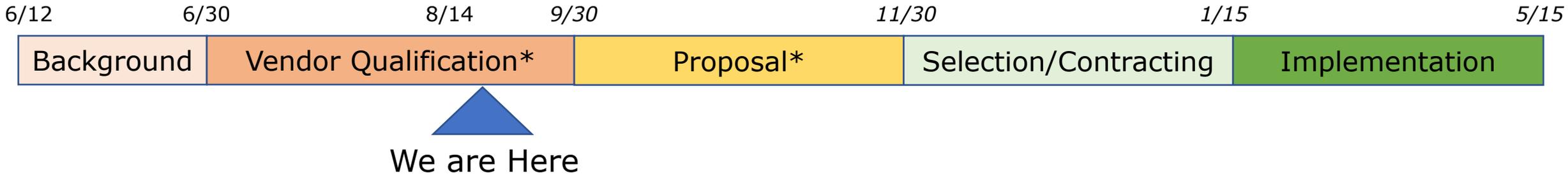
Vendor Qualification

- *Review based on Key Criteria (Experience, Solution Components, Existing Aurora Technology/Integrations)*
- *Finalization of Scoping, Vendor Response Form for RFQ- focused on Experience, Solution Details, Pricing List/Model, Integrations, References)*
- *RFQ shared with 6 vendors (July 20th)*
- *RFQ responses 8/4 (5 vendors completed)*
- **Vendor Response Data Review (8/14)**

DRAFT - CREATED 8/14/20 BEFORE FINANCE COMMITTEE
REVIEW OF 8/27/20

*Using Qualification and Proposal based on assumed Aurora definition. Need to confirm

Timeline and Next Steps



Proposed Next Steps

Vendor Qualification

Proposal

- Vendor Meetings to review solutions, capabilities, integrations, implementation, model (not explicit pricing) and hardware demonstration
- Determination if all 5 vendors are qualified

- Finalize Scope to share with vendors (Request for Proposal-RFP*) including response for final proposal, including solution, pricing and implementation
- RFP to Qualified Vendors (two-week target return)
- Format responses, stakeholder review, Proposal scoring/ranking
- Pilot/Proof of Concept
- Stakeholder Final Recommendation

*Using Qualification and Proposal based on assumed Aurora definition. Need to confirm

Open Questions / Next Steps

- Answer any open questions & clarification in the data
- Confirm approach for next vendor outreach
- Execute next vendor outreach

Detailed Response Analysis

Company Experience

Company	Government Experience	References	Partnerships
WatchGuard Video, Inc.	Houston, Texas; Des Moines, Iowa; Columbus, Ohio	Reference Information	<ul style="list-style-type: none"> Our APIs allow us to integrate with any CAD/RMS or evidence management vendor.
Utility Associates, Inc.	St Louis County MO PD; City of Arlington TX PD; City of Evansville IN PD, City of Henderson NV PD, and City of Manchester NH PD; Indianapolis Metropolitan PD, City of St Louis MO PD	Reference Information	<ul style="list-style-type: none"> Utility is manufacturer/supplier of the BodyWorn™ solution. AWS GovCloud is our data partner. Includes the following integrations: FirstNet and AT&T Band 14, CAD/RMS Systems (including Hexagon/Intergraph), Active Directory, GPS
CDS Office Technologies (Panasonic)	City of Champaign, IL. City of Rockford, IL. City of Naperville, IL.	Reference Information	<ul style="list-style-type: none"> CDS is an integrator partner with Panasonic
Axon Enterprise, Inc.	Springfield PD, IL. Elgin PD, IL. Waukegan PD, IL.	Reference Information	<ul style="list-style-type: none"> Axon partners with many leading technology providers in order to deliver the best solutions for our Law Enforcement Partners. This includes Microsoft Azure, Nokia, and SpeakWrite.
Getac Video Solutions	Springfield, MA; Calcasieu Parish Sheriffs Office, LA; Nebraska State Patrol; Mecklenburg County Sheriffs Office, NC; Toledo Police Dept, OH; Huntsville Police Dept, AL; Frisco Police Dept, TX	Reference Information	<ul style="list-style-type: none"> N/A

Aurora Specific Integrations

Company	Solution	Integrate with evidence management systems?	Integrate with evidence/records solution, Hexagon RMS?	Integrate with redaction tools, WatchGuard Redact?	Integrate with CAD solution, Hexagon/Integrph?	SW solution integrate and sync timeline/location with Watchguard Dash Cameras?	SW solution integrate and sync timeline/location with CCTV/Sec. Camera video?
WatchGuard Video, Inc.	Solution Narrative	Can be added to the current system. Recommend migrating to fully hosted cloud version of Evidence Library	Yes: currently have APIs for integration with third party CAD and RMS systems to allow searching, tagging, etc.	Yes	Yes: We currently have APIs to allow integration with third party CAD and RMS systems to allow searching, tagging	Yes: The systems would be tightly integrated both in functionality of the hardware and the software.	Yes
Utility Associates, Inc.	Solution Narrative	AVailWeb™ is a cloud-based solution hosted in AWS GovCloud, CJIS-compliant environment, a web browser application requiring no proprietary server or client software, running on standard web browsers, no additional SW charge, no licenses needed	Yes	AVailWeb™ (Uilty DEMS) has own built-in Smart Redaction™ with AI to automate video redaction No additional charge for redaction; no additional SW	Yes: BodyWorn™ has the ability to automatically integrate with CAD systems. (video) Features automatic recording triggers, including optional recording activation by CAD.	AVailWeb™ has the ability to ingest, migrate, and manage legacy data, and ensure CJIS compliance using AWS GovCloud Any integration with WatchGuard Dash Camera video (including sync timeline/location) is a function of characteristics of the data.	AVailWeb™ has the ability to ingest, migrate, and manage legacy data, and ensure CJIS compliance using AWS GovCloud. Any integration with CCTV/Security Camera video (including sync timeline/location) is a function of the characteristics of data.
CDS Office Technologies (Panasonic)	Solution Narrative	Arbitrator BWC to upload to local / cloud storage environment. Managed for retention, retrieval, review, sharing by Panasonic Unified Evidence Management System or Unified Device Evidence system.	Yes: Panasonic Arbitrator can integrate with Hexagon RMS via custom SW development (requires Hexagon cooperation)	Panasonic Arbitrator video may be exported in an open .mp4 file format for redaction in WatchGuard Redact SW. Panasonic has IDguard AI redaction SW (used with any mp4 source)	Yes: Panasonic Arbitrator can integrate with Hexagon / Intergraph CAD via custom SW development (requires Hexagon cooperation)	Yes: Panasonic Arbitrator UEMS or UDE SW can be used to manage WatchGuard dash camera video. Video timeline / location would need to be provided by WatchGuard.	Yes: Panasonic Arbitrator UEMS or UDE SW can be used to manage CCTV/Security camera video. Video timeline and location would need to be provided by the CCTV/Security Camera source
Axon Enterprise, Inc.	Solution Narrative	Our DEMS built from the ground up to be efficient and user-friendly with focus being on Axon body camera footage. Media player designed to be intuitive / incorporates tools for simple review of evidence (i.e. redaction)	Yes: Auto-Tagging solution connects system with an accessible back-end database to Axon Evidence, including RMS. (Have successfully implemented Auto-Tagging with Hexagon)	No: Axon does not integrate with WatchGuard Redact Offer redaction suite (allows for video and audio redaction + recommend powerful Redaction Assistant add-on)	Yes: Auto-Tagging solution connects system with an accessible back-end database to Axon Evidence, including CAD (Have successfully implemented Auto-Tagging with Hexagon)	No: Syncing timelines between Axon footage and Watchguard Dash Cameras is not supported. Location data can be manually added to imported Watchguard videos, or via Auto-Tagging.	No: Syncing timelines between Axon footage and CCTV/Security footage is not supported. Location data can be manually added to imported videos, or via Auto-Tagging.
Getac Video Solutions	Solution Narrative	Designed from ground up for LEO use, GVS Enterprise DEMs has reliable functionality with minimal user interaction (simple interface through web browser portal)	Yes: GVS is CAD agnostic and can provide custom CAD integrations	No: Provides manual redaction tools and ability to automatically redact utilizing Microsoft AI.	Yes: GVS is CAD agnostic and can provide custom CAD integrations	No	No

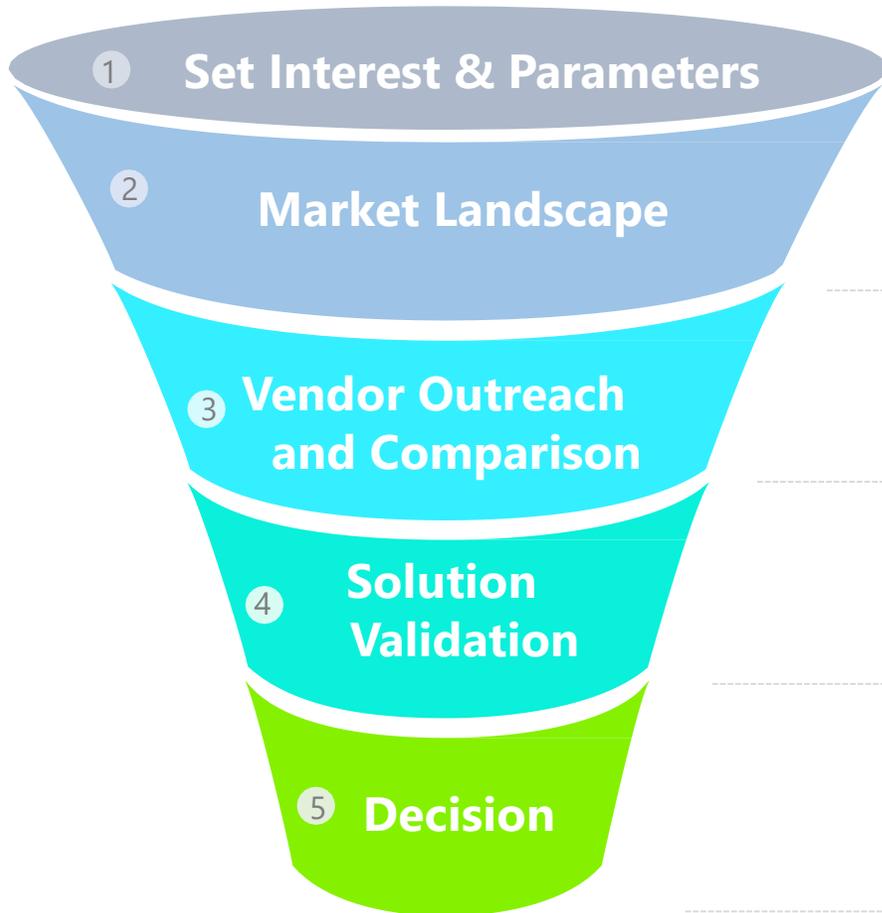
Solution Summary

Company	Syncing camera footage with Dash camera video /video sources?	How is camera footage transmitted to storage locations	Gigabit per hour storage (video quality/compression?)	Typical implementation timeline	Implementation and integration support approach
WatchGuard Video, Inc.	<ul style="list-style-type: none"> V300 adds new levels integration to 4RE Distributed Multi-Peer Recording distributes decision-making to cameras in a multi-peer relationship. 	<ul style="list-style-type: none"> Video can be uploaded over cellular, Wi-Fi, or manually with one of the available docks. 	<ul style="list-style-type: none"> Highest resolution: 4.64 Lowest resolution: 0.66 128GB of memory 	<ul style="list-style-type: none"> Systems delivered: 30-45 days after receipt of order Typical time from order to deployment: 6-8 weeks 	<ul style="list-style-type: none"> 1-week on-site implementation with formal training classes, and 24/7 support after
Utility Associates, Inc.	<ul style="list-style-type: none"> RocketIoT™ and BodyWorn™ are compatible, interoperable video recording systems which provide synchronized in-car camera and body worn video and seamlessly integrate into the same incident for Chain-of-Custody and playback review AVailWeb™ automatically ties RocketIoT™ and BodyWorn™ video incidents together, giving users a full, concurrent picture of the scene and associated audio. Utility urges City to allow vendor enterprise to supply scenarios for replacement of the City's dash camera system replacement as potential method of integration, allowing vendors to offer affordability options 	<ul style="list-style-type: none"> BodyWorn™ does not require use of docks. (Automatically offloads recorded video as soon as practical via Wi-Fi or cellular to a RocketIoT DVR/router video vault, a Smart Waypoint™, or directly to Cloud) Data transfers are automatic and require no manual intervention. The department can define policies to enforce how video offloads. High priority videos offload automatically over cellular, while all other videos offload automatically only when WiFi connection is available. BodyWorn™ supports secured live video streaming at any time for Authorized AVailWeb™ users Users can review video in field using BodyWorn's included touch screen user interface, laptop/MDC user interface, or RocketIoT's in-car video system tablet. BodyWorn™ offers multiple methods for uploading video 	<ul style="list-style-type: none"> Utility's BodyWorn™ and AVailWeb™ DEMS are System as a Service subscription. The SaaS subscription provides unlimited storage at no additional cost Requires no additional third-party SW, accessed by common browsers via the internet to use the AVailWeb™ video management service. BodyWorn™ records all video into an open, non-proprietary format, using the H.264/MPEG-4 Part 10 compression standard. Audio is recorded in the AAC format. BodyWorn™ includes 128 GB of internal, solid state storage. In typical use, this equates to a month's worth of video storage. Storage capacity also benefits from BodyWorn™'s unique multiple wireless methods to upload video. In practice, BodyWorn™ is unique in that its storage capacity remains near-infinite, because automatically and wirelessly offloads data to more secure storage 	<ul style="list-style-type: none"> Utility has proven project management approach (successful implemented for similar Departments) Typical BodyWorn™ implementation has 5 phases: Finalize project charter based upon project purchase order; Approved departmental procedural policy is implemented and in-place; Deployment and training location set up and trainer scheduling Mobile device and uniform carrier distribution in conjunction with training; Software training for admin staff and procedural acceptance of officers Delivery of devices within 30 days of Contract, and subsequent 'go-live', within 120 days of Award. The nature and multi-party character of third-party integrations puts them outside a 90-day time frame. Deployment schedule depends on City's recording policy being in-place, officer availability, designated locations for training / implementation, whether department chooses Utility to perform scheduling of officer fitting/measurement and ordering of carrier system (or chooses existing approved uniform vendor) Implementations all-inclusive: include training, technical support and assistance, devices, networking equipment, video uploading, charging, connectivity, system SW and upgrades, video retrieval SW and procedures. 	<ul style="list-style-type: none"> Utility works with City IT to set up initial configurations BodyWorn™ automatically downloads any new configuration updates upon start-up, and every 5 hours starting at GMT midnight, behind-the-scenes, without the need for user interaction (Minimal configuration mgmt needed after initial configurations have been assigned. SW updates asynchronously, over-the-air (OTA). Utility uses a train-the-trainer model (provides a Training Leader, technical Field Engineer, and trainers) Distribute hardware and train. Classes are on-site, in-depth, face-to-face, online and interactive. Training will include all designated agency supervisory personnel, uniformed line officers, and specialized units Technical support staff receives own training on troubleshooting, back end system navigation / redaction, reporting / reviewing activity logs, and producing reports. Utility provides equipment necessary to conduct training. Utility will provide ongoing and refresher training to account for personnel turnover and changes to the systems due to updates or tech changes. Utility provides 24/7/365 remote phone and online technical customer support. Utility warranties are in full effect for the term during a current paid annual SaaS subscription. HW failure outside of malicious intent is fully covered
CDS Office Technologies (Panasonic)	<ul style="list-style-type: none"> Panasonic Arbitrator utilizes a web based mp4 playback client capable of syncing / playing up to 9 concurrent video streams. 	<ul style="list-style-type: none"> Footage may be sent wirelessly via WiFi, downloaded directly from the camera via USB, offloaded via a single camera dock or offloaded by docking the camera in an optional 8-bay docking station. 	<ul style="list-style-type: none"> 8.3Mbps, storage requirements = 3.72GB/hr 6.2Mbps, storage requirements = 2.8GB/hr 4.2Mbps, storage requirements = 1.88GB/hr 2.1Mbps, storage requirements = .95GB/hr 1.1Mbps, storage requirements = .49GB/hr 	<ul style="list-style-type: none"> A large body camera deployment may take several months to fully complete. Project timing depends on many factors including: hardware availability once PO is ready, BWC policy construction by Aurora PD, personnel availability from Aurora/CDS/Panasonic and other projects that may be in line for deployment at the same time. 	<ul style="list-style-type: none"> BWC deployments are managed jointly between CDS as the local integrator, Panasonic and Panasonic's dedicated service and deployment center, Heartland Services. CDS has Certified Arbitrator Sales Associate and Certified Arbitrator Engineer in Itasca, IL Office and Panasonic Territory Manager for IL works in Rolling Meadows office Before deployment, Panasonic and CDS will work with APD to consult on policy and configuration and CDS/Heartland will apply configuration to each camera prior to shipping to APD. SW deployment / integrations done by CDS/ Panasonic working with APD IT team and CAD/RMS vendor.
Axon Enterprise, Inc.	<ul style="list-style-type: none"> Syncing timelines between Axon footage and non-Axon footage not supported. Location data can be added to imported dash camera videos, or via Auto-Tagging if intake is supported. Case mgmt features allow file association. 	<ul style="list-style-type: none"> Axon Body 3 camera has 2 methods available for offloading videos: 1. Axon Body 3 Dock 2. View XL MDT application. Dock also allows cameras to download available firmware updates and charges camera battery 	<ul style="list-style-type: none"> Based on 64 GB non-removable storage to house video files / camera's operating system, storage per 60 min = 480p/0.9 GB, 720p/1.2 GB, 720p H/2.0 GB, 1080p/4.5 GB. Videos conform to MPEG-4 Part 2 video compression format. 	<ul style="list-style-type: none"> A typical delivery timeline is 4-6 weeks ARO. The Axon Full-Service package includes four consecutive days of on-site implementation and training. Factors affecting the timeline: network capability and pre-development of BWC policies. 	<ul style="list-style-type: none"> Axon will use performance measures developed for APD. Full-Service package includes system configuration, dock configuration, imp. planning, admin training, instructor training, evidence sharing training, end-user training.
Getac Video Solutions	<ul style="list-style-type: none"> Automatically associated with VR-X20 in-car edge processing solution. third-party videos: ingestion in the GVS Enterprise system is three-click process. 	<ul style="list-style-type: none"> WiFi, 4G LTE, or via direct RJ45 network connection. Streaming available when utilizing 4G LTE on both the VR-X20 or BC-03 BWC. 	<ul style="list-style-type: none"> Variable and user defined to better meet customer needs. Customized retention policies and estimates available free of charge with additional information provided. 	<ul style="list-style-type: none"> Once PO is received, deployments typically occur within 1-2 months based on shipping times. All necessary equipment is in stock / provided directly from factory. 	<ul style="list-style-type: none"> Implementation is handled by a team of highly qualified project managers and video solutions architects, with customers being handed over to the top-notch GVS support staff when the deployment has been completed.

CONFIDENTIAL - CREATED 5/1/20 BEFORE FINANCE COMMITTEE
 PUBLIC 5/1/20

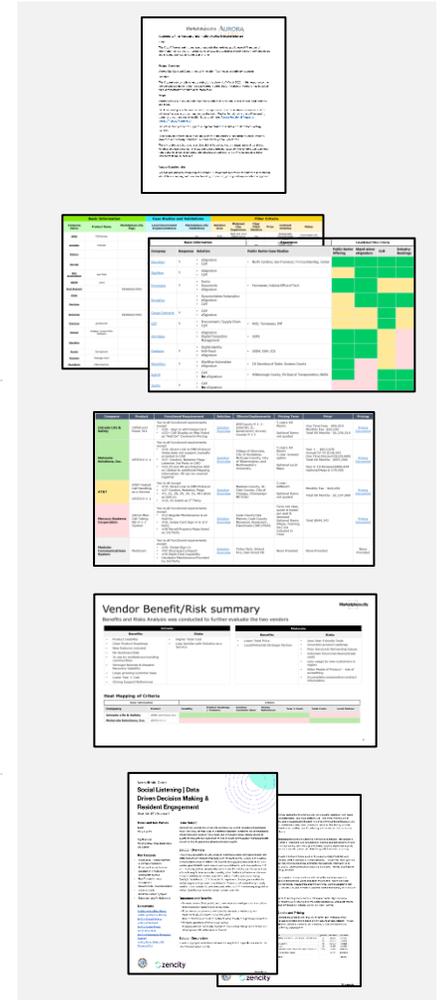
Appendix:

Clearbox Process Overview



OUTPUTS

- ✓ Completed Scope Document
- ✓ Market Landscape Report (iterative)
- ✓ Validated Cases Studies, Pricing, Contracts
- ✓ Vendor Outreach Approach and Execution
- ✓ Vendor Response Analysis
- ✓ Down-Selection Support Tools
- ✓ Final Briefing
- ✓ Vendor Selection
- ✓ Approval Process Support Tools
- ✓ Final Clearbox



Vendor Questions & Criteria

Through our prior discussion and follow up we have created a list of questions for vendors to help make decision

Questions are divided into 3 buckets:

- Those to be answered in initial survey
- Those to be covered/discussed during in-person meetings
- Those to be included in vendor final proposal

Criteria

- Fit of the required functional capabilities
- *Fit of technical needs and integrations*
- *Price/Total Cost of Solution*
- Experience
- References
- Partnering and Implementation Approach
- Value Added Services

Link to Questions-
Requirements Document