

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

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Aurora, IL

Police CIIC Command Center Solution

BUSINESS CHALLENGE

The City of Aurora and its Police Department are seeking a comprehensive Police Intelligence Center software solution to assist its public safety efforts. The desired cloud-based solution should provide real-time mapping & GIS functionality, broad video intake & playback capabilities, integration with APD's current CAD-RMS system, and robust data analytics features - all packaged within a streamlined user interface.

PROJECT BACKGROUND

The Aurora Police Department's intelligence center, the Critical Incident Intelligence Center (CIIC), was created in 2019. Construction of the office space, which consists of a large video wall and additional large screen monitors, was completed in 2021. CIIC operates as a real time crime center as well as an intelligence & analytics based investigative unit. CIIC has access to multiple assets that feature location-based data points. These assets also provide real time location information (GPS), GIS data, and live video streams. CIIC is seeking to obtain a single user interface where all the disparate data sources, including historical video and CAD-RMS data, can be combined in a single interactive map with search functions.

Project Overview (2/3)



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Process Sequence:

- Created Market Landscape with 30 companies – 10 of which focused exclusively on software.
- Drafted RFQ document based on Aurora Police Department needs and industry best practices.
- Based on the market landscape and City Stakeholder review, publicly posted and distributed the [Opportunity and Scope Document](#) for vendors to complete in order to be included in the reporting and selection process.
 - It was posted and distributed on 10/26/22 and closed 11/16/22.
- There were 6 responses completed by the deadline – [Raw Data File Here](#)
 - Several companies proposed the same product, Genetec Citigraf, resulting in 4 distinct products among 6 submissions.

Summary of Initial Proposals



Company	Product	Solution		Functional Questions	Technical Questions	Prior Experience & Case Studies		Pricing & Model	Implementation
		1-page Solution Overview	What is your product's greatest differentiation?	Which of the following video sources can your solution intake and display?	Does your solution contain any hardware components?	How many implementations are there for your proposed Solution?	Currently being used in Illinois?	Simplified Annual Pricing	Simplified Implementation Timeline
Verizon Wireless	Genetec Citigraf	Solution Overview	RTRS is a hosted and managed SaaS offering that enables customers to focus their resources; a hosted service shifts costs from large capital investments to a consistent subscription fee. Existing Genetec customers benefit from a unified platform.	CCTV Private Home-Security Cameras Cell Phone Video Unmanned Aerial Vehicle (UAV) Other Axon Body 3 Body-Worn Cameras Axon Fleet 3 Squad Car Cameras	No	100+	Yes	\$275,758	90 Days
Fusus	Fusus	Solution Overview	Fusus is the first and only technology agnostic real-time crime center platform to seamlessly tie together all city and private video, CAD, RMS, GIS, and other data sources required by the APD, and deliver them via a unified cloud-based platform in real-time to the RTCC and officers in the field.	CCTV Axon Body 3 Body-Worn Cameras Axon Fleet 3 Squad Car Cameras Private Home-Security Cameras Cell Phone Video Unmanned Aerial Vehicle (UAV) Other	Yes	100+	Yes	\$125,000	40 Days
Peregrine	Peregrine	Solution Overview	Peregrine is unique for several reasons: the ability of our solution to meet the specific needs of law enforcement (design, features, functionality), the robustness of our technology (security, scalability, flexibility), and our time to value. Peregrine can be fully deployed in less than 90 days.	CCTV Axon Body 3 Body-Worn Cameras Axon Fleet 3 Squad Car Cameras Private Home-Security Cameras Cell Phone Video Unmanned Aerial Vehicle (UAV) Other	No	10-25	No	\$175,000 - \$300,000	90 Days
Siemens	Genetec Citigraf	Solution Overview	Genetec Citigraf distinguishes itself from the other solutions on the market by: • Being unified with the #1 VMS in the world • Providing a depth of functionalities for live monitoring and investigation of video, LPR and other data • Enabling pro-active response through automation rules	CCTV Private Home-Security Cameras Cell Phone Video Unmanned Aerial Vehicle (UAV) Other Axon Body 3 Body-Worn Cameras Axon Fleet 3 Squad Car Cameras	No	100+	Yes	\$115,000 - \$175,000	1 - 2 Weeks
STRAX Intelligence Group, Inc.	STRAX	Solution Overview	STRAX differentiators: 1. Plan - STRAX provides an digital collaborative Planning tool 2. Intelligent Event Response - collaborate & send fusion center info to field responders 3. Playback - all aspects of response re-played on a timeline 4. Custom Forms - agency defined form building	CCTV Axon Body 3 Body-Worn Cameras Axon Fleet 3 Squad Car Cameras Private Home-Security Cameras Cell Phone Video Unmanned Aerial Vehicle (UAV) Other	Yes	1-10	No	\$230,000 - \$320,000	6 - 9 Months
Utilitra	Genetec Citigraf	Solution Overview	• Being unified with the #1 VMS in the world • Providing a depth of functionalities for live monitoring and investigation of video, LPR and other data • Enabling pro-active response through automation rules	CCTV Private Home-Security Cameras Cell Phone Video Unmanned Aerial Vehicle (UAV) Other Axon Body 3 Body-Worn Cameras Axon Fleet 3 Squad Car Cameras	No	100+	Yes	\$90,000 - \$115,000	90 Days

Project Overview (3/3)

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- There were 6 responses completed by the deadline – [Raw Data File Here](#)
 - Several companies proposed the same product, Genetec Citigraf, resulting in 4 distinct products among 6 submissions.
- Project leaders selected a subset of 3 vendors to review a demonstration of their solution.
 - Siemens was chosen as the most robust of the Genetec Citigraf product proposals, Fusus had deep integration capabilities, and STRAX was a new entrant to the market and the project team wished to review its capabilities.
- Based on those 3 meetings, the group was narrowed to 2 finalists: Fusus and Siemens.
 - STRAX was not a perfect fit for the Department's needs while being significantly more expensive than the other solutions.
- The team solidified final technical and pricing questions to be asked of both vendors, which were submitted to them on 2/13/23 and returned on 3/3/23 – [Raw Data File Here](#)
- Scoring was submitted for the two finalists, resulting in the final partner recommendation.

Finalist Responses Summary



Company	Product	Please upload any presentation you shared during the meeting with Aurora.	Please confirm whether your ALPR system can run queries based on geographic coordinates?	APD stakeholders wish to retain License Plate Reader data within its own on-site, secure system. Can your system ingest and promptly display Axon LPR data hosted locally at APD?	5-Year Pricing	Additional Integration Charges
Fusus	Fusus	Presentation	Yes	Yes	\$125,000 / year 5-Year Total: \$625,000	"Fusus does not charge for third-party integrations."
Siemens	Genetec Citigraf	Presentation	Yes	Yes	\$66,000 / year 5-Year Total (Base): \$333,330 5-Year Total (With Additional Integration Charges): \$677,928.44	Unified Real-Time Situational Platform for LE: \$20,000 CAD & AVL API Integration: \$10,000 Shotspotter: \$13,200 Clearance System: \$50,820 Evidence.com Integration: \$83,578.44 Sum of Above One-Time Charges: \$177,598.44 On-going Clearance Cost: \$41,750/year

Finalist Technical Responses



Company	Product	Please describe the process and cost of integrating Genetec's Video Management System into your solution. [FUSUS - Specific]	Is there any procedure by which the Genetec Citigraf solution can intake live-streamed Axon Body Worn Camera and Squad Camera footage? [Siemens - Specific]	Is there any procedure by which the Genetec Citigraf solution can intake Axon data already uploaded to Evidence.com? [Siemens - Specific]
Fusus	Fusus	Fusus is interoperable with Genetec Security Center via the Genetec Media Gateway, which provides RTSP streams with H.264 encoding from the GSC archiver to the FususCORE. The Genetec Media Gateway can be installed on any server in your Security Center implementation.		
Siemens	Genetec Citigraf		Genetec would require API access to the Axon system to pull live and recorded video from the platform. Genetec is open to working with other vendors as we believe the video and data is something this is owned by the city. We would like to approach this as a partnership to provide a seamless solution for the city.	At this point in time, we do not have an integration with Evidence.com / Axon. The end user has the ability to upload any recordings from the Axon or Evidence.com system to Clearance manually. We have all of our APIs publicly available so if the end user desires to have evidence flow from Evidence.com to Clearance it could be done, but would require collaboration from Axon.

Scoring Overview



Scoring Criteria	Weight	Vendor Evaluation	
		Fusus	Siemens - Genetec Citigraf
Capabilities / Solution	25%	9.00	5.00
Experience and Qualifications	20%	8.75	8.00
Approach, Services, Implementation Methodology	10%	9.00	4.25
Pricing and Contract Model	20%	9.00	4.00
Additional Services / Innovation	25%	8.75	4.25
Total Scores Submitted:		4	4
Weighted Scoring		8.89	5.14

Summary & Final Recommendation – Fusus

Aurora Police Department leadership recommends Fusus as their partner to provide the software solution to undergird their Critical Incident Intelligence Center. This unanimous choice is right for many reasons, including its native support for APD’s Body-Worn Camera ecosystem, seamless approach to systems integrations, and lower “all-in” pricing structure.

DECISION FACTORS

Unified Data Streams: Fusus is a technology-agnostic solution that can unify live video, sensor data, and CAD feeds from virtually any source. This software will integrate with critical APD systems such as Hexagon CAD & RMS, Shotspotter, and the City’s existing camera infrastructure. Fusus’ pre-existing preferred partnership with Axon allows live intake and display from both Officer Body-Worn Cameras and Squad Car Cameras. Other solutions did not provide such holistic data intake capability.

Pricing Structure: Despite the breadth of data intake that Fusus provides, they do not charge for third-party integrations. Many are pre-built, and implementation and technical support are included in the annual SaaS fee. Both unlimited system users and mobile (both iOS & Android) application access are also included. This flat-fee SaaS model bundled with 1,500 data streams provides the comprehensive solution APD requires at reasonable cost. Other solutions may have had a lower base price, but necessary integrations would have ballooned the 5-year total (see slide 6).

User Interface: Fusus was the unanimous choice from the members of the APD who will be using the eventual solution day-to-day. Fusus’ streamlined user interface allows prompt navigation and visual display of the data it ingests.

Contract Details

CONTRACT TYPE

Solution as a Service

CONTRACT DURATION

5 Years

PRICING SUMMARY

\$125,000 / year

CONTRACT DOCUMENTS

[Draft Contract 3.31.23](#)