

**IN THE COUNTY LEGISLATURE OF JACKSON COUNTY, MISSOURI**

**A RESOLUTION** awarding a contract for the furnishing of a full body scanner for use by the Department of Corrections to OD Security North America of College Station, TX, under the terms and conditions of Request for Proposals No. 64-15, at an actual cost to the County not to exceed \$118,750.00.

**RESOLUTION NO. 19010**, November 30, 2015

**INTRODUCED BY** Alfred Jordan, County Legislator

WHEREAS, the Department of Corrections has a need for full body scanning equipment;  
and,

WHEREAS, the Director of Finance and Purchasing has solicited bids under the terms and conditions of Request for Proposals No. 64-15 for the furnishing of this equipment; and,

WHEREAS, a total of nine notifications were distributed and three responses were received and evaluated from the following:

<u>VENDOR</u>	<u>TOTAL POINTS</u>
OD Security North America College Station, TX	74
Adani Systems, Inc. Arlington, VA	59
Virtual Imaging/Canon Boca Raton, FL	27

and,

WHEREAS, the respondents were evaluated on the basis of qualifications, references,

pricing, and specifications, as set forth in the attached recapitulation and analysis; and,

WHEREAS, the Director of Finance and Purchasing recommends the award of a contract to OD Security North America of College Station, TX, for the reason that it has submitted the lowest and best bid; now therefore,

BE IT RESOLVED by the County Legislature of Jackson County, Missouri, that award be made as recommended by the Director of Finance and Purchasing, and that the Director be and is hereby authorized to execute for the County any documents necessary for the accomplishment of the award; and,

BE IT FURTHER RESOLVED that the Director be and hereby is authorized to make all payments, including final payment on the contract.

Effective Date: This Resolution shall be effective immediately upon its passage by a majority of the Legislature.

APPROVED AS TO FORM:

  
Chief Deputy County Counselor

  
County Counselor

Certificate of Passage

I hereby certify that the attached resolution, Resolution No. 19010 of November 30, 2015, was duly passed on December 7, 2015 by the Jackson County Legislature. The votes thereon were as follows:

Yeas 9

Nays 0

Abstaining 0

Absent 0

12.7.15  
Date

  
Mary Jo Spino, Clerk of Legislature

There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.

ACCOUNT NUMBER: 001 2701 58170  
ACCOUNT TITLE: General Fund  
Corrections  
Other Equipment  
NOT TO EXCEED: \$118,750.00

November 19, 2015  
Date

  
Director of Finance and Purchasing

Proposal Recap  
RFP 64-15 - Full Body Scanner

The Jackson County, Missouri Corrections Department recognized a need for a Full Body Scanner for use within the Corrections Facility. The Purchasing Department issued RFP 64-15 in response to that need. Nine (9) bid notifications were sent out to vendors and three (3) proposals were received. A recap of these proposals is outlined below.

Terms and Organizations used within the proposals:

1. FDA Accession Number – This is a number assigned by the United States Government, Food and Drug Administration (FDA) to a radiation product safety report for electronic products that emit radiation and are in use in the United States. (U.S. Food and Drug Administration, 2015)
2. ISO Certified – International Standard Organization provides written assurance the product meets specific requirements to help reassure consumers that products are safe, efficient and good the environment. (Benefits of International Standards, n.d.).
3. ETL Certified – Electrical Testing Labs Certification is issued because the product demonstrates compliance to the requirements of the product safety standards as determined through independent testing and periodic follow-up inspections by a Nationally Recognized Testing Laboratory which is recognized by the United States Government, Occupational Safety and Health Administration (OSHA). (ETL Listed Mark, n.d.)
4. Conference of Radiation Program Directors – A nonprofit, non-governmental professional organization dedicated to radiation protection through consistency in addressing and resolving radiation protection issues, encouraging high standards of quality in radiation protection, providing leadership and education to assure that individual radiation exposure is kept to the lowest practical levels without degrading the beneficial use. (An Introduction to CRCPD, 2015)

### **Proposal 1**

Virtual Imaging, A Canon U.S.A. Company  
5600 Broken Sound Blvd, 2<sup>nd</sup> Flr.  
Boca Raton, FL 33487

System Offered:  
RadPRO SECURPASS

Virtual Imaging's proposal includes all required submittals as requested in the RFP except no Service Tech provided within 100 miles of KCMO. In regards to the following sections of the RFP Virtual Imaging status is:

- 3.1 – System Specifications: Fully comply with all 17 requested items.
- 3.2 – Training & Support: Fully comply with all 5 requested items.

3.3 – Delivery: Comply with 3.3.1 - FOB destination. Did not confirm guaranteed delivery within 30 days from Purchase order receipt 3.3.2.

3.4 – Assembly/Placement/Demonstration: Comply with 3.4.2, 3.4.3 quality test, demonstration and debris removal. Did not comply 3.4.1 that vendor will provide labor for assembly. “The Customer’s personnel will assist moving the SecurPASS System once it is uncreated to the location where the system will be installed.”

3.5 – Warranty: Fully comply with all 1 requested items.

**Additional Information Provided:**

1. Initial testing of the systems conducted by National Law Enforcement & Corrections Technology Center, The National Institute of Justice and Federal Bureau of Prisons in conjunction with Virtual Imaging – A Canon USA Company.
2. ISO Certified, ETL Certified, FDA Accession Number.
3. Transaction will be handled as a National House Account. (This means the headquarters office will handle the transaction and will not be farmed out to an area/district sales manager.)
4. Body Scanner was developed in 2010.
5. In regards to training, the trainer will provide the requested 3 days of training, but will not leave the facility until all operators are comfortable operating the equipment. Operators will receive training certificates upon completion. Basic Radiation Safety Class will also be included.
6. There are 2 Preventative Maintenance Service calls per year.

**Exceptions Requested**

1. None

**Offers with Purchase:**

1. “Luminary Reference Site”
  - a. Unlimited application Training
  - b. Remote Access Capabilities (no additional cost)
  - c. Software Upgrade for as long as you own the system (no additional cost)

**Proposal 2**

OD Security North America  
707 Texas Avenue  
College Station, TX 77840

**System Offered:**

SOTER RS

OD Security’s proposal includes all required submittals requested in the RFP with the requested exception of an ARRT certified trainer as their training program meets and exceed Missouri

Department of Health and Senior Services. In regards to the following sections of the RFP OD Security status is:

- 3.1 – System Specifications: Fully comply with all 17 requested items.
- 3.2 – Training & Support: Comply with 4 of 5 items. Cannot provide BOP/NIJ certified training. See exceptions.
- 3.3 – Delivery: Fully comply with all 2 requested items.
- 3.4 – Assembly/Placement/Demonstration: Fully comply with all 3 requested items.
- 3.5 – Warranty: Fully comply with all 1 requested items.

Additional Information Provided:

- 1. Woman Owned Small Business
- 2. System is fully US manufactured with US components and US labor.
- 3. Local Service Tech in Grain Valley, MO.
- 4. FDA Approved X-Ray ANSI/HPS Std. N43.17: 2009; Accession number: 1380011-000.
- 5. First US System installed in January 2014.
- 6. Member of Conference of Radiation Program Directors.
- 7. Installation (assembled, tested & calibrated) within 8 hours and completed at facility's most convenient time.
- 8. Training will be 3 days Didactive and Realist (hands-on) by a certified trainer.
- 9. OD Security will ensure MO state compliance for use of this equipment in this facility.
- 10. System additions:
  - a. 360 degrees visibility of inmate.
  - b. Will announce maximum exposure limits per person and not allow scan.
  - c. 2 operator desks.
  - d. Fingerprint reader.

Exceptions Requested:

- 1. 3.1.11 – “The unit base dimensions of 6’7’2” are specific to the Belorussian made SecurPASS. Our SOTER RS install footprint is compliant with the room dimensions stated on Attachment 2 and is narrower and shorter than the SecurPASS.”
- 2. 3.2.2/3.2.3 – “Our proposed training will meet and exceed all Missouri Department of Health and Senior Services Requirements. To Date we have successfully delivered state approved training in GA, TN, NM, TX, CO, VA, MD & UT.”
- 3. 4.5 – “See e-mail to Jessica Johnson & Reply October 26<sup>th</sup> 2015.” (OD Security was directed to Addendum 2, Question 2 stating that as long as specifications requested are met or exceeded, proposals will be evaluated.)

Offers with Purchase:

- 1. “Discovery Audit” – Initiated upon receipt of formal contract award that allows OD Security to gather the appropriate data to evaluate the contraband risks face and anticipated by the County Detention Center and ensure System’s functionality is specific to the County’s requirements.
- 2. 4 Year Warranty with purchase.
- 3. Option to purchase Warranty for years 5, 6, 7 for \$8,750/year.

### **Proposal 3**

Adani Systems, Inc.  
5731 NW 151<sup>st</sup> St.  
Miami Lakes, FL 33014

System Offered:  
CONPASS

OD Security's proposal includes all required submittals requested in the RFP. In regards to the following sections of the RFP OD Security status is:

- 3.1 – System Specifications: Fully comply with all 17 requested items.
- 3.2 – Training & Support: Comply with 4 of 5 items. Cannot provide BOP/NIJ certified training. See exceptions.
- 3.3 – Delivery: Fully comply with all 2 requested items.
- 3.4 – Assembly/Placement/Demonstration: Fully comply with all 3 requested items.
- 3.5 – Warranty: Fully comply with all 1 requested items.

#### **Additional Information Provided**

- 1. Certified Small Business in FL.
- 2. Applied to do Business with the State of MO.
- 3. 1<sup>st</sup> Machine installed in 1999 and still in use to date.
- 4. Comply with Radiation Safety for personnel Security Screening Systems using x-Ray or Gamma ANSI/HPS no. 43-17-2009.
- 5. Compatible with Inmate information management systems.

#### **Exceptions Requested**

- 1. 3.3.2 – “Because BOP has a sole source supplier of the RadPro System, only they can supply BOP certified training program. Adani Systems provides complete factory authorized training (Sample Curriculum attached). It will be delivered by a factory trained and certified instructor. Please refer to ‘Training’ Section in technical proposal for details.”

#### **Offers with Purchase:**

- 1. 3 Year Warranty with Purchase.
- 2. Narcotics Detection Software (when released)
- 3. 15% discount on other Adani equipment.
- 4. Barcode reader or card reader – County's Choice.

## References

An Introduction to CRCPD. (2015, November 5). Retrieved November 6, 2015. Retrieved from <http://www.crcpd.org/about/about.aspx>.

Benefits of International Standards. (n.d.). Retrieved November 6, 2015. Retrieved from <http://www.iso.org/iso/home/standards/benefitsofstandards.htm>.

ETL Listed Mark - Frequently Asked Questions. (n.d.). Retrieved November 6, 2015. Retrieved from <http://www.intertek.com/marks/etl/faq/>.

U.S. Food and Drug Administration. (2015, May 14). Retrieved November 6, 2015. Retrieved from <http://www.fda.gov/MedicalDevices/DeviceRegulationandGuidance/ImportingandExportingDevices/ucm050126.htm>.



64-15 Bid Recap  
Proposed Manufacturer's Specs

Res. 19010

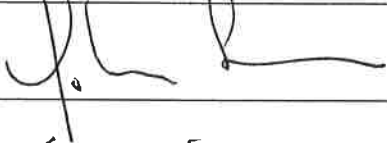
	Virtual Imaging	OD Security of North America	Adani Systems
X-Ray Dose range	< .25 uSv	.05 uSv - 1.75 uSv	.10 uSv - 2.0 uSv
Monitor size	21"	23"	24"
Warranty options	<b>1 year included</b> - No additional years offered for purchase	<b>4 years included</b> - 3 additional years offered @ \$8,750/year	<b>3 years included</b> - No additional years offered for purchase
Year est.	2004; Canon USA aquired in 2010	2012	1991; American Div - 2006
Diminsions	no proposed room scheme	room schematics included	no proposed room scheme
Length	86.1"	114"	89"
Width	89.4"	73"	78.7"
Height	101.2"	95"	97.2"
Platform weight max	660 lbs	660 lbs	650lbs
Image Quality (gray scales/image)	16,384	65,000	Unk
Storage Capacity	1 Terra-byte hard drive; 1 Terra-byte internal back-up drive	1 Terra-byte hard drive; 1 Terra-byte internal back-up drive	Unk
Local Service Tech	None	Grain Valley, MO	Kansas City, KS
Pricing	\$ 160,000.00	\$ 118,750.00	\$ 109,995.00

**ATTACHMENT 1**

RESPONDENT'S QUOTATION  
 For  
 JACKSON COUNTY, MISSOURI REQUEST FOR PROPOSAL NO. 64-15

<b>Body Scanner Make/Model</b> (Including Equipment, Software, Installation, Training & Warranty)	SOTER RS FULL BODY SECURITY SCANNING SYSTEM (INCLUDING EQUIPMENT SOFTWARE, INSTALLATION, TRAINING & 4 YEAR'S WARRANTY)
<b>Quantity</b>	1
<b>Unit Cost</b>	\$ 118,750.00
<b>Total Quote</b>	\$ 118,750.00

**CERTIFICATION**

SIGNATURE: 	DATE: 10/30/15
NAME: JOHN SHANNON (Print or Type)	PHONE: 1-866-99-SOTER
TITLE: PRESIDENT (Print or Type)	MOBILE: 979-777-1331
COMPANY NAME: OD SECURITY NORTH AMERICA (Print or Type)	FAX: N/A
EMAIL ADDRESS: john.shannon@ODSecurityNA.com (Print or Type)	