

IN THE COUNTY LEGISLATURE OF JACKSON COUNTY, MISSOURI

A RESOLUTION awarding a sixty-month contract for the lease of an electronic digital ticketing system for use by the Sheriff's Office to Saltus Technologies of Tulsa, OK, under the terms and conditions of Request for Proposals No. 71-12, at a cost to the County in 2013 not to exceed \$25,800.00, and a total sixty-month cost not to exceed \$129,000.00.

RESOLUTION NO. 18029, November 27, 2012

INTRODUCED BY James D. Tindall, County Legislator

WHEREAS, the Sheriff's Office is in need of an electronic/digital ticketing system for its Traffic Safety Unit to improve officer safety, increase the number of citations issued, and eliminate the need to re-key duplicate information; and,

WHEREAS, the Director of Finance and Purchasing has solicited formal written bids on Request for Proposals No. 71-12 for a sixty-month lease of an electronic digital ticketing system for use by the Sheriff's Office; and,

WHEREAS, fourteen notifications were distributed and three responses were received and evaluated as follows:

<u>VENDOR</u>	<u>PURCHASE PRICE</u>	<u>MONTHLY LEASE</u>	<u>EVALUATION POINTS</u>
Saltus Technologies Tulsa, OK	\$27,949.00	\$2,150.00	100
Brazos Technology College Station, TX	\$33,005.00	\$2,423.77	75
Gtechna USA Plattsburgh, NY	\$57,998.00	no bid	40

and,

WHEREAS, bids were reviewed on the following criteria: responsiveness to terms and conditions, system proposal, experience, qualifications, references, and pricing; and,

WHEREAS, the Director of Finance and Purchasing recommends award of a sixty-month lease of this equipment at a total cost to the County over the life of the contract not to exceed \$129,000.00, to Saltus Technologies of Tulsa, OK, as the lowest and best bidder; and,

WHEREAS, this award is effective January 1, 2013, with the availability of funds for future years subject to annual appropriation; 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 to the accomplishment of the award; and,

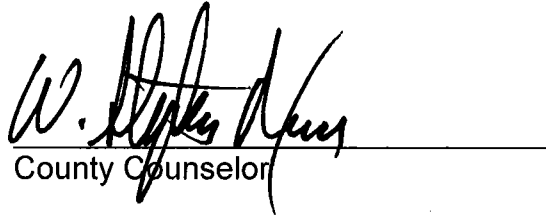
BE IT FURTHER RESOLVED that the Director of Finance and Purchasing be and hereby is authorized to make all payments, including final payment on the contract, to the extent that sufficient appropriations to the using spending agency are available in the then current Jackson County budget.

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. 18029 of November 27, 2012, was duly passed on November 27, 2012 by the Jackson County Legislature. The votes thereon were as follows:

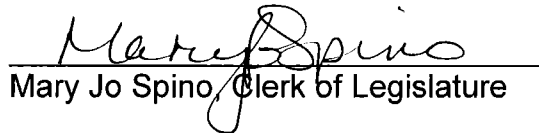
Yeas 9

Nays 0

Abstaining 0

Absent 0

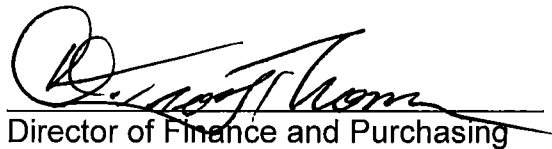
11.27.12
Date



Mary Jo Spino, Clerk of Legislature

Funds sufficient for this expenditure are subject to appropriation in the 2013 and future years' annual budgets.

November 19, 2012
Date



Director of Finance and Purchasing

REQUEST FOR LEGISLATIVE ACTION

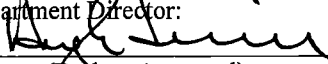
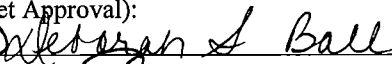
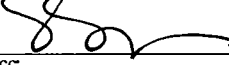
Completed by County Counselor's Office:

Res/Ord No.: 18029

Sponsor(s): James D. Tindall

Date: November 27, 2012

<p>SUBJECT</p>	<p>Action Requested <input checked="" type="checkbox"/> Resolution <input type="checkbox"/> Ordinance</p> <p>Project/Title: <u>Authorizing the Award of a Sixty (60) Month Contract for a "Pay as you go" Lease of an Electronic/Digital Ticketing System for the Sheriff's Office from Saltus Technologies of Tulsa, Oklahoma under the Terms and Conditions of Request for Proposal No. 71-12</u></p>																
<p>BUDGET INFORMATION <i>To be completed By Requesting Department and Finance</i></p>	<table border="1"> <tr> <td>Amount authorized by this legislation this fiscal year:</td> <td>\$0</td> </tr> <tr> <td>Amount previously authorized this fiscal year:</td> <td>\$</td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td>\$</td> </tr> <tr> <td>Amount budgeted for this item * (including transfers):</td> <td>\$0</td> </tr> <tr> <td>Source of funding (name of fund) and account code number:</td> <td></td> </tr> </table> <p>* If account includes additional funds for other expenses, total budgeted in the account is: \$</p> <p>NOTE: THIS LEASE WILL BECOME EFFECTIVE JANUARY 1, 2013, THEREFORE THERE IS NO BUDGET IMPACT IN 2012. THE LEASE PAYMENT WILL BE \$25,800.00 ANNUALLY; \$129,000.00 for the 60 Month Term.</p> <p>OTHER FINANCIAL INFORMATION:</p> <p><input type="checkbox"/> No budget impact (no fiscal note required) <input type="checkbox"/> Term and Supply Contract (funds approved in the annual budget); estimated value and use of contract: Department: _____ Estimated Use: _____</p> <p>Prior Year Budget (if applicable): _____ Prior Year Actual Amount Spent (if applicable): _____</p>	Amount authorized by this legislation this fiscal year:	\$0	Amount previously authorized this fiscal year:	\$	Total amount authorized after this legislative action:	\$	Amount budgeted for this item * (including transfers):	\$0	Source of funding (name of fund) and account code number:							
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<p>PRIOR LEGISLATION</p>	<p>Prior ordinances and (date): _____ Prior resolutions and (date): _____</p>																
<p>CONTACT INFORMATION</p>	<p>RLA drafted by (name, title, & phone): Barbara Casamento, Purchasing Supervisor, 881-3253</p>																
<p>REQUEST SUMMARY</p>	<p>The Sheriff's Office requires a Electronic/Digital Ticketing System for their Patrol Division, Traffic Safety Unit. Electronic/Digital Ticketing would improve officer safety, increase the number of citations issued and eliminate duplication of efforts in the re-keying of information. The Purchasing Department issued Request for Proposal No. 71-12 in response to the Sheriff's Office request. The Request for Proposal requested two pricing options: outright purchase and a "pay as you go" lease option.</p> <p>A total of fourteen notifications were distributed and three responses were received and evaluated as follows:</p> <table border="1"> <thead> <tr> <th></th> <th>Purchase Price</th> <th>Monthly Lease Option</th> <th>Evaluation Points</th> </tr> </thead> <tbody> <tr> <td>Saltus Technologies, Tulsa, Oklahoma</td> <td>\$27,949.00</td> <td>\$2,150.00</td> <td>100</td> </tr> <tr> <td>Brazos Technology, College Station, Texas</td> <td>\$33,005.00</td> <td>\$2,423.77</td> <td>75</td> </tr> <tr> <td>Gtechna USA, Plattsburgh, New York</td> <td>\$57,998.00</td> <td>N/B</td> <td>40</td> </tr> </tbody> </table> <p>Evaluation Points were based on: Responsiveness to Terms and Conditions; System Proposed by Respondent; Experience, Qualifications and References of Respondent; and Pricing.</p>		Purchase Price	Monthly Lease Option	Evaluation Points	Saltus Technologies, Tulsa, Oklahoma	\$27,949.00	\$2,150.00	100	Brazos Technology, College Station, Texas	\$33,005.00	\$2,423.77	75	Gtechna USA, Plattsburgh, New York	\$57,998.00	N/B	40
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	Pursuant to Section 1054.6 of the Jackson County Code, the Director of Finance and Purchasing recommends the award of an Electronic/Digital Ticketing System for the Sheriff's Office to Saltus Technologies of Tulsa, Oklahoma as the lowest and best proposal received under the terms and conditions of Request for Proposal No. 71-12.	
CLEARANCE	<input type="checkbox"/> Tax Clearance Completed (Purchasing & Department) N/A <input type="checkbox"/> Business License Verified (Purchasing & Department) N/A <input checked="" type="checkbox"/> Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's Office)	
ATTACHMENTS	The Abstract of Bids, an Award Recommendation Memorandum from Sgt. Michael Buffalow of the Sheriff's Office and the pertinent pages of Saltus Technologies proposal documents	
REVIEW	Department Director: 	Date: 11-16-12
	Finance (Budget Approval): If applicable 	Date: 11-14-12
	Division Manager: 	Date: 11/19/12
	County Counselor's Office:	Date:

ABSTRACT OF BIDS

BID NO: 71-12
DATE: 8/21/12
COMMODITY: E-Ticketing

NO	DESCRIPTION	UNIT	QTY	AMOUNT	Groupes Techna	AMOUNT	Brazos Technology	AMOUNT	Saltus Technologies	AMOUNT	AMOUNT	AMOUNT
1	Total Base Bid				<i>see bid</i>	<i>see bid</i>	<i>see bid</i>					

BIDS WERE PUBLICLY
OPENED AND RECORDED
ON: August 21, 2013 BY
Marino Davis
CLERK OF THE LEGISLATURE
Paula Ballance
PURCHASING

Jackson County issued RFP No. 71-12 for the purpose of selecting an electronic ticketing solution. Electronic ticketing is quickly gaining more and more acceptance in law and code enforcement agencies every day.

Between October 1, 2011 and September 30, 2012, the Sheriff's Office Traffic Safety Unit issued 4,378 citations of the 9110 citations written by all deputies. Greater than ninety-five (95) percent of the Unit's citations were set for our County Municipal Court, Division 301. A conservative estimate of \$500,000 in revenue to Jackson County resulted.

The benefits include, but not limited to:

- 1) Improved officer safety. Less time is spent at the roadside during the time required to issue either a warning or citation to violator. A savings in time can be 50% or more, and this is especially true when more than one (1) violation is cited.
- 2) Eliminates last or lost citations. Scanning driver's licenses or even manual input of information insures accuracy and fewer dismissed citations, thereby increasing citation revenues.
- 3) Improved data quality. Improves accuracy by eliminating errors made by deputies at the time of issuance and by clerks entering information into department and court RMS. System automatically determines whether violator is adult or juvenile for charge purposes, court dates and fine amounts for pay-outs.
- 4) Photo capture. System captures and attaches digital image of violator for later identification purposes. Judges have digital image of violator at time of hearing. System also records voice and video recordings where and when necessary for evidence.
- 5) Improved communication. Ordinances, statutes, court dates and fine amounts are automatically updated in each device from central server when deputies log onto system.
- 6) Multiple citations. Single citations may be generated in two (2) to three (3) minutes, and additional citations may then be added in just seconds.
- 7) Savings. System inputs violator information into department's RMS and courts' RMS saving the time to re-key every warning and citation issued in the field. Less time spent packaging and transporting citations to various courts. Less paper is used in the issuance, printing and records' keeping related to warnings and citations.
- 8) Audit processes. System's reporting tools provide for quick, accurate audits and reports.

The following vendors responded to our solicitation with a brief comment of what I discovered in my contacts with agencies using each system.

Saltus Technologies, Inc: Option 1- Purchase: \$ 27,949 (annual maintenance and support after 1 yr- \$2,108); Option 2- Pay-as-you-go: \$25,800 annually

The Saltus Tech product, digiTicket Electronic Ticketing, is currently used in the Carthage, MO Police Department for the purpose of both traffic warnings/citations and ordinance violations. Carthage PD was the first LE agency in Missouri to deploy this system. Prior to acceptance, Saltus Tech was required to fully deploy and fully demonstrate their system from the issuance of a citation to the adjudication by their

court. The PD representatives reported that the product performed without a flaw and since acceptance and implementation by Carthage PD, Saltus Tech has provided outstanding customer support. In addition, the digiTicket system has continued to function with very little input from Carthage representatives to correct or change the systems functionality.

The also reported a substantial increase in both productivity (revenues) and accuracy, with a decrease in citation expenditures such as printed citation books, data entry into their RMS and their court's RMS, and misread or illegible citations.

Carthage PD has operated seven (7) hand-held units on a twenty-four/seven basis for approximately three (3) years. The equipment has withstood many hours of use and sometimes, abuse by their officers. To date, only one (1) unit has recently suffered a display screen malfunction and is currently in shipment for repairs. Other than that one (1) unit, they are still operating with their original equipment.

Both the department and court representatives reported that entry of information uploaded from officers in the field into the RMS of both the department and court has been trouble free and very little maintenance has been required.

Saltus Technology has recently been accepted as the electronic ticketing system for the Kansas Highway Patrol and implementation is currently on-going. Several local police agencies in both Johnson and Wyandotte Counties are currently considering this system.

Brazos Technology: Option 1- Purchase: \$ 33,005 (annual maintenance and support after 1 yr- \$2,550); Option 2- Pay-as-you-go: \$29,085.24 annually.

The Blue Springs, MO Police Department and the North Kansas City, MO Police Department currently use their product, eCitation Mobile. Representatives for both departments reported that they have not experienced many negative issues with their hand-held and printer units.

However, representatives reported that both departments and courts began experiencing difficulties in the importation of uploaded information from field officers into both RMS upon implementation. One representative reported that Brazos was quick to come to their department, quick to install the programming, then just a quick to leave. Problems soon developed, but the agency did not get a quick response from Brazos.

Representatives of both agencies also reported that at one point, it became necessary to suspend using the electronic ticketing system and return to the issuance of paper citations until Brazos developed "fixes" for the problems. Representatives for both agencies reported having difficulty in getting a response from Brazos representatives regarding the problems. In addition, it became such a problem, that one city representative reported that it became necessary to threaten non-payment before getting a response from Brazos.

Both LE agencies and courts reported that although the problems are growing in number and frequency, problems continue to plague their Brazos system even after several months of operation.

Gtechna US \$57,998: Option 1- Purchase: (annual maintenance and support after 3 yrs-\$8,687); Option 2- No Pay-as-you-go available.

Upon contacting agency representatives for this product, it became apparent that only the vehicle parking related solution options were being utilized. From the issuance of parking citations, parking meter repair, wheel booting, to other such operations, the Gtechna system apparently functions without difficulty.

Representatives indicated that other "options" or "components" were available, but that their agencies didn't use those functions, but the non-use was not attributed to the product and had no reflection upon the product's ability or inability to perform our intended function.

I also discovered that the departments contacted are using this system more as a stand-alone type of operation that is not tied to their RMS, such as we intend to operate.

The representatives I spoke with, stated that they were satisfied with the functionality of the system and company response to problems associated with the system.

It became apparent that regardless of the make or model of hand-held writers and thermal printers, law enforcement representatives were quite pleased with the electronic solution. In addition, LE representatives reported higher revenues, greater accuracy and reduced costs.

However, it also became quickly apparent that if the system failed to properly integrate the field information with either the department's or court's RMS, a great deal of IT time (expense) would be required and on a continual basis, to identify and correct problems.

My Recommendation

My recommendation is that Jackson County select the **Pay-as-you-go** option available through the Saltus Technologies, Inc, for their digiTicket Electronic Ticketing System, Inc. in the amount of \$215 per unit monthly. Due to the limited funding available and acknowledging that this is our first venture into electronic ticketing, leasing provides us the most favorable method of funding with the flexibility of adding more units as future funding becomes available and the option of updating our equipment when necessary.

Although Saltus Technologies, Inc has a very high customer satisfaction rating, unlike purchasing, the **Pay-as-you-go** option provides an opt-out benefit should their customer service or products ever fail to meet our needs.

I also recommend that we obtain five (5) units to equip our Traffic Safety Unit and five (5) units for those deputies in our Patrol Division who are most active in traffic

enforcement. Having ten (10) such units/users should provide a good comparison of how beneficial electronic ticketing might be to both our Department and Jackson County. The **Pay-as-you-go** cost of the ten (10) units would be \$2,150/monthly or \$25,800/annually.

Number	Description	Saltus Tech, Inc	Brazos	Gtechna
01	Responsive to Terms and Conditions of RFP (up to 5 points)	5	5	5
02	System Proposed (up to 25 points)	25	15	5
03	Experience, Qualifications and References (up to 25 points)	25	20	15
04	Pricing (up to 45 points)	45	35	15
	Total Points	100	75	40

Submitted for consideration and approval.

Sgt. Michael Buffalow
 Patrol Division, Traffic Safety Unit



Electronic Ticketing Solution

Pricing for:
Jackson County Sheriff's Office

Request for Proposal No. 71-12:
**Electronic/Digital Ticketing
System Pricing**

November 14, 2012



Proposal Prepared by:
Eric C. Fultz, President and CEO
Marlise Irby, Sales & Channel Rep.
918.392.3908 office
918.704.2408 mobile

Saltus Technologies
907 South Detroit, Suite 820
Tulsa, OK 74120



November 14, 2012

Sgt. Buffalow
Jackson County Sheriff's Office

RE: digiTICKET™ Price Quote

Dear Sgt. Buffalow,

Thank you for your time during our recent discussion about digiTICKET and the Jackson County Sheriff's Office.

I'm pleased to provide you with the following Price Quote for our digiTICKET electronic ticketing solution. digiTICKET is a turn-key solution that includes software, hardware and implementation and training services to configure the system to exactly meet your agency's needs. Saltus is the only eCitation vendor to offer their solution as a "Service". The "digiTICKET as a Service" pricing option quoted in this document offers the following benefits:

- Zero upfront cost – after training and deployment Saltus will invoice after the first 30 days of usage – effectively giving the County 45 days of use prior to making a payment.
- County pays a per-unit, per-month fee – prepayment discounts apply.
- Saltus owns the hardware – the County does not have to manage devices or warranties or ongoing variable costs. Saltus will replace/upgrade defective equipment as its useful life ends – at no additional cost.
- No contract term obligation – if the County is dissatisfied at any point with Saltus or digiTICKET you can provide 60 day notice and return all hardware with no penalty.
- Additional units can be added or subtracted at any time with a simple adjustment to your monthly bill.

The following document provides a price quote and additional information for a **10 unit handheld solution**. This quote expires 60 days from the date on the cover page of this document. After 60 days please contact me for an updated quote.

As you know, we deployed to the **Carthage PD** over a year ago. Our Missouri solution includes the capture of racial profiling data and a standard report that provides this data in the format required by the State. We also have a mechanism to assign ticket numbers in the same format and number range as provided by the State. We can also allow your officers to issue warnings with digiTICKET, but the warnings will not be issued a number. We have a great track record in Missouri and invite you to contact Chief Dagnan with the Carthage PD as a reference.

I appreciate your interest in digiTICKET and I look forward to working with you to assist in your decision process. If you have any questions or need any additional information please don't hesitate to contact me directly.

Sincerely,
Marlise Irby
918.392.3908 office
Marlise.Irby@saltustechnologies.com



digiTICKET Price Quotes

digiTICKET as a Service

The digiTICKET system requires software, hardware and Implementation and training services.

"digiTICKET as a Service" Price Quote			
Total Number of Units:		10	
Item Description	Units	Per Unit	Total Per Month
Handheld Unit	10	\$ 215	\$ 2,150
Laptop Unit	0	\$ 200	\$ -
Hardware Loss Insurance per Unit per Month	0	\$ 15	\$ -
Monthly Total			\$ 2,150

	Units	Price	Year 1 Total
Monthly Total (from above)	12	\$2,150	\$ 25,800
Server and Client Software License Fees	Included	\$ -	\$ -
ITI Interface	Included	\$ -	\$ -
Court System Interface	Included	\$ -	\$ -
Implementation Services	Included	\$ -	\$ -
All Required Hardware (devices, printers, docks, cases, etc.)	Included	\$ -	\$ -
Custom Ticket Back	Included	\$ -	\$ -
Ticket paper	Included	\$ -	\$ -
Hosting Fees	Included	\$ -	\$ -
Annual Software Maintenance and 24/7 Support	Included	\$ -	\$ -
Custom Report(s)	0	\$ 500	\$ -
Total 1st Year Cost			\$ 25,800

NOTE: Travel and living expenses are pre-approved and billed as actual, not to exceed \$750.

Saltus' Service Pricing Option is not a lease, but a "pay for use" model. It offers the following benefits:

- **Zero up front cost** for hardware, software and deployment and training services – after training and deployment Saltus will invoice after the first 30 days of usage – effectively giving the County 45 days of use prior to making a payment
- County pays a per-unit, per-month fee – annual or semi-annual prepayment discounts apply
- Services payments include ALL software maintenance and support, hosting fees, paper, etc. required to use the system.
- Saltus owns the hardware – the County does not have to manage devices or warranties or ongoing variable costs.
 - Saltus will replace defective equipment at no additional cost.
 - Saltus will refresh old equipment as its useful life ends – as jointly agreed upon by Saltus and the County.
 - The County is responsible for lost or stolen equipment. In the event of a loss, Saltus will provide the County with new equipment and invoice the County for the residual value of the hardware based on an estimated lifespan of 48 months.

digiTICKET™

electronic ticketing solution

- Insurance for lost or stolen equipment is *optional* and also priced per unit, per month
 - If insurance is purchased Saltus will replace one (1) lost or stolen unit for every 5 units deployed per 12 month period beginning at the date the digiTICKET solution is placed into service.
 - The department will be responsible for reimbursing Saltus for any additional losses after the first loss in any given 12 month period as described above.
 - Reimbursement amounts will be based on the residual value of the device(s), as determined by Saltus.
- **No contract term obligation** – if the County is dissatisfied at any point with Saltus or digiTICKET the County can provide Saltus with a 60 day written notice and return all hardware with no penalty.
- **Additional units can be added or subtracted at any time with a simple adjustment to the County's monthly bill.** See tiered pricing summary below (handhelds only).

Total Units	Per Unit Monthly Fee
4 - 6 Units	\$ 245.00
7-10 Units	\$ 215.00
11 - 15 Units	\$ 195.00
> 15 Units	Quote

- If the County chooses to implement under the Services option now, and then purchase the system at a later date, a portion of Services payments received will be applied to the purchase price – percentages vary depending on number of Service payments made. 25% of total payments will be applied after 6 months. 50% of payments will be applied after 12 months.
- Saltus agrees to abide by the basic terms of this services agreement for a term of five (5) years from the date of execution.

Optional Items

Per the RFP, the following items are considered optional. These fees would apply for both the purchase option as well as the Service option (and would be upfront costs).

Other/Optional Items			
Component	Qty	Price	Total
NCIC/NLETS Lookup Module	0	\$ 7,500	\$ -
NCIC/NLETS Lookup Implementation Services	0	\$ 5,000	\$ -
NCIC/NLETS Lookup Maintenance Fee	0	\$ 2,500	\$ -
Additional Printed Ticket Format (print layout and content different)	0	\$ 2,000	\$ -
Onsite hosting of web application - setup fees (annual maintenance fees also increase from 18% to 22%)	0	\$ 2,500	\$ -