



# City Council Report

**Date:** June 1, 2020  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Matt Bauer, Procurement Administrator  
**Subject:** Purchase for One Airborne Video Downlink Solution (Replacement) for the Mesa Police Department **(Initial Purchase funded by 2019 Homeland Security Grant \$72,179 and 2017 Reallocated Funds - Homeland Security Grant \$16,981) (Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

A committee representing the Mesa Police Department and Purchasing evaluated responses. The evaluation committee recommends awarding the contract to the highest scored proposal from Vislink Technologies, at \$156,000, based on estimated requirements.

## Background / Discussion

Enhanced technology such as a video downlink system will provide a real-time direct between airborne assets and ground units and will allow them to coordinate and work in unison during routine and emergency events and situations. By installing a video downlink system on aircraft, the capabilities of the airborne assets become amplified and give emergency managers greater real-time situational awareness.

The City received three proposal responses, which all met the minimum qualifications. The evaluation committee evaluated the proposals in accordance with the City's established policies and procedures; proposals were reviewed, assigned preliminary scores and demonstrations were requested. After the demonstrations, the evaluation committee provided a summary of each vendor's system capabilities and due to deficiencies observed with one system, a response (Serastar) was removed from further consideration. After a final evaluation, demonstration observations and best and final price comparison, of the two remaining responses, award is recommended to the highest scored and lowest priced respondent, Vislink Technologies. The evaluation was conducted by and points were awarded by consensus by the evaluation committee.

The grant funding awarded from Homeland Security will upfit one helicopter. The grant application requested a video downlink system for all three helicopters. However, the number of helicopters to receive the equipment was dependent upon the pricing provided in the bid responses.

This award recommendation requests capacity for two helicopters should additional funding be identified. The Police Department would like a not to exceed amount of \$156,000. The Department will only be purchasing one unit now at \$77,000 but wants to award extra money to allow for the purchase of a second unit if funding becomes available during the term of the contract.

### **Purchase Information**

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2020124

Local Consideration: Policy did not apply to this procurement method

Protests Received: None

Funding Source: Initial Purchase (Year 1): Video Downlink System for one helicopter funded by 2019 Homeland Security Grant Award (\$72,179) and 2017 Reallocated Funds - Homeland Security Grant Award (\$16,981). One of the Homeland grants will expire 7/31/2020

### **Proposal Responses**

Helinet Aviation Services, LLC - Van Nuys, CA

Serastar Technologies Corporation – Mesa, AZ

Vislink Technologies – Hackettstown, NJ

No Bid Response received from

Cubic Motion DSP – Ashburn, VA

### **Final Scoring**

Respondent	Total Points Possible / 1,000
Vislink Technologies (Recommended)	<u>850</u>
Helinet Aviation Services	815