



CITY COUNCIL ACTION REPORT

November 25, 2008

TO: Phillip L. Nelson, City Manager

FROM: Susan A. Leirstein, Purchasing Director
Charles T. Craft, Chief of Police

SUBJECT: Bid Waiver – Global Positioning System (GPS) Tracking Devices

Background

- GPS Tracking Devices have been used by the Troy Special Investigations Unit (SIU) for tracking known suspects and persons of interest. The GPS tracking devices used by law enforcement agencies are a specialized device used for conducting covert investigations. The use of these devices offers SIU officers a digital advantage in monitoring criminal activity.
- The GPS Tracking units currently used by the Troy Police Department (TPD) have been utilized in a wide range of criminal investigations ranging from business breaking and entering investigations, to homicide investigations.
- The company that provides the GPS units the TPD currently own is Geonautics. Geonautics uses a GSM circuit switch technology with their units, which is dependent on cell phone technology. Approximately three years ago, the cell phone company Geonautics used (T-Mobile) changed their technology and did not update the circuit switch capabilities, leaving the Troy Police Department's five GPS units unusable. Geonautics was able to temporarily resolve the communication issue. However, the performance of the units has never been the same. Communication with the GPS units and technical support has been a significant problem with this company. The technical support Geonautics offers is not 24/7 and return phone calls are not in a timely manner.
- As a result of the TPD's dissatisfaction with the Geonautics GPS tracking devices, the Police department has conducted an exhaustive search for a new company offering similar GPS tracking devices. Research revealed there is a small list of companies who offer law enforcement grade GPS tracking units. (See Appendix I for a comparison)
- They differ in the technology used and overall functionality as follows:
 - Specifically built and only available to law enforcement agencies,
 - Real "live" time tracking with updates every 3 seconds,
 - Three-year all inclusive service and warranty plan,
 - No activation fee,
 - 24/7 technical support.

November 25, 2008

To: Phillip L. Nelson, City Manager
Re: Bid Waiver – GPS Tracking Units

Background - continued

- Recently, Beverly Hills Police Department (BHPD) purchased five Coleman Technologies GPS tracking units, which they allowed the TPD officers to test. TPD officers found these units were easier to install on suspect vehicles because of the lack of external antennas. In addition, a button on the unit showed its ability to communicate with satellites. The BHPD officers reported they have not had a single issue communicating with the GPS units. Coleman Technologies advised the technology used to communicate with the GPS units was Internet server based and officers can monitor the GPS units from any place they can receive an Internet connection. Coleman's provides 24/7 tech support for their GPS units. BHPD officers purchased the Coleman's GPS units after conducting extensive research and determining that Coleman's was the preferred vendor.

Financial Considerations

- The State Forfeiture fund will be used to make this purchase based on the fact that a majority of the surveillance operations involved narcotic investigations. Capital Fund, A/C #401.301.10.305.7978.065.
- There would be a T-Mobile savings of approximately \$3,600 per year for no longer using this service.

Legal Considerations

- There are no legal considerations associated with this item.

Policy Considerations

- Troy continues to enhance the health and safety of the community, while continuing to be Michigan's Safest City. (Outcome Statement I)

Options

- City management recommends Troy City Council authorize the purchase of hardware, software, and services for the Platinum All In One Agent system from Coleman Technologies, Inc of Orlando, FL at an estimated total cost of \$28,268.00, plus ongoing license renewals, updates, and technical support as needed.

Prepared by: James Mork, Investigator/Officer

	Coleman Technologies Inc All In One AGenT	BrickHouse Security P-Trac Pro
Number of Units	4 All In One tracking units and 1 hard wire unit with a kill switch. Includes four 4-Pack and four 8-Pack battery packs that use AA batteries and five magnetic sleeves.	5 P-Trac Pro tracking units
Additional component costs	None	5 – desktop chargers 5 – AC chargers 5 – Magnetic cases 5 – additional rechargeable battery packs
Service Plan	Three years unlimited tracking	Three years limited tracking. Each unit has 3000 tracking points per month and a cost of 5 dollars for every 25 tracking points that goes over.
Warranty	Three years manufacturer warranty and a one time replacement for the five units – so if all five become lost, all five will be replaced, one time.	One year manufacturer warranty – no replacement for a lost unit.
Additional Service Fee after the third year	\$588 dollars per year for unlimited tracking and continued warranty on the hardware.	959.40 dollars per year for 3000 tracking points per month. No warranty after the first year.
Activation fee	None	\$69.95 for each unit
Technical support	24/7	Monday thru Friday 8AM to 7PM
Tracking capabilities	Real time tracking with a 3 second refresh rate	Real time tracking with a 30 second to 1 minute refresh rate (not a true real time tracker).
Installation	Has a test button on the device to make sure the device is placed in a good location for communication on the suspect vehicle	None
Customers	Only law enforcement	Law enforcement and public consumers
Power Supply	Internal 30 hour drive time, 4-Pack 60 hours, and 8-pack 90 hours. Drive time would mean real time tracking and the suspect would have to be moving the entire time.	A 21 day rechargeable battery pack. Per the sales representative, if you are conducting real time tracking, then the battery would last four to six days.
Geo Fencing	Alerts officers when a suspect has entered and/or exited a geo fence.	Alerts officers when a suspect has exited a geo fence.
Motion sensor	Motion sensor will activate the unit when the car is turned on, door opened, and /or trunk opened.	No motion sensor
Software	8 user licenses for Map Agent software and unlimited users for web based.	Web based.
Interoperability	Yes – with Beverly Hills Police Department	None
Discount	An over all discount of 1800 dollars per unit for the trade in of our older Geonautics equipment. For a total of savings of 9000 dollars	\$500 dollar purchase discount.
Total Cost:	\$28,268 dollars	\$20,589.25 dollars



Coleman Technologies, Inc.

20 North Orange Avenue, Suite 300
 Orlando, Florida 32801
 Phone: 407.481.8600
 Fax: 407.650.9776
 Email: JIreland@ctiusa.com

Price Quotation

Sold to: Troy Police Department 500 W. Big Beaver Troy, MI Jim Mork Phone: (248) 524-3557 Email: morkjr@troymi.gov	Ship to: SAME	Date: 10-Jul-08 Quote #: Q0073.0556.538.1 By: Jennifer Ireland Phone: 407-481-8600 Fax: 407-650-9776 JIreland@ctiusa.com	Total: \$28,268.00
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L/I	Part Number	Description	QTY	Unit Price	Extended Price
1	CTIUPG-AIO-G-KIT-P	Platinum All In One AGent Upgrade: 3 years of GPRS service , 1 power cable, Internal GPS and cellular antenna, 4 Map Agent 2007 software licenses, 1 four-pack and 1 eight-pack AA battery enclosure with batteries, 1 input sensor cable, 3 years limited warranty, One-time replacement for lost or damaged tracking device during the 3-year warranty period	4	\$5,495.00	\$21,980.00
2	CTIUPG-ADIG-X-KIT-P	Platinum 1xRTT AGent Upgrade: 2 years of service, GPS/RF antennas, power cable, 2 Map AGent licenses, battery kit (1 charger and 2 Ni-MH rechargeable batteries) and installation test box, 2 years limited warranty, One-time replacement for lost of damaged unit during the 2 year warranty period	1	\$5,495.00	\$5,495.00
3	CTI-SRVC-ANL-VER	1 year of Unlimited 1XRTT data service. Service through Verizon Wireless. Anytime the unit is contacted over a dialup modem there is a \$.75 per minute charge.	1	\$588.00	\$588.00
4	CTI-ADIG-CBL-SW	Kill Switch Cable: kill switch relay with 10' of cable	1	\$105.00	\$105.00
5	Shipping	0-5 5-10 10-20 >20 (in pounds) Priority Overnight (0-5lbs)\$40 (6-10lbs)\$50 (11-20lbs)\$75 (>20)\$120. Standard Overnight \$35 \$45 \$65 \$115. 2-Day \$20 \$25 \$35 \$70. 2-3 Day Express Saver \$15 \$20 \$30 \$60	5	\$20.00	\$100.00
All-In-One & 1xRTT both have lead times of 3-4 weeks					
PLEASE REFERENCE QUOTE NUMBER ON PO					

Acceptance and Authorization

Quote is valid for 30 days. Delivery dates, if provided, are estimates only. Signature or attached Purchase Order required for authorization to proceed. Prices are exclusive of applicable taxes, shipping, handling and labor for installation. Payment terms are as follows, all other CTI Standard Terms and Conditions apply:

Net 20
 Net 30
 MC/Visa _____ Exp _____

___ % on order, balance prior to receipt

Please fax or email purchase orders to: 407-650-9776 or JIreland@ctiusa.com

Customer hereby authorizes purchase and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments.

Customer Signature _____ Date _____

CTI Representative _____ Date _____