



# Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.  
 Hardware and Software maintenance of and product augmentation to the Automated Fingerprint Identification and Integrated Mug-Photo System (AFIS) installed at law enforcement agencies throughout Fresno County. All costs associated with the agreement are fully offset with Cal-ID funding established by Vehicle Code Section 9250.19. Current annual revenues from this source have been approx. \$800K and this agreement conservatively sets maximum spending to \$1,791,167.28 over the course of the 5 years.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.  
 Antonio Lo Brutto  
 Executive Vice President  
 Thales USA DIS, Inc  
 2733 S. Crystal Drive, Suite 1200  
 Arlington, VA 22202  
 antonio.lobrutto@thalesgroup.com  
 M: +1 240 595 5214
3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.  
 Thales Systems previously known as Gemalto Cogent was selected through a competitive bid process in 2005. They are the only vendor capable of maintaining and providing additional products compatible with the existing systems installed throughout Fresno County. The only alternative would be a complete replacement at significant cost to the County of Fresno.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.  
 The agreement will be effective January 1, 2024, through December 31, 2026, with year one at \$285,772.86 maintenance in additions to \$164,078.49 for CAFIS support and maintenance for a total of \$449,851.35 for the first year. Year two \$304,348.25 and year three at \$324,130.90. For a total of \$1,078,330.50. With two optional years. Optional year 4 at \$345,199.41 and optional year 5 at \$367,637.4 for a maintenance total of \$1,791,167.28
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
  - In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
  - When the contract is with a federal, state, or local governmental agency.
  - When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$5,000 whichever is more.
  - When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
  - When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
  - When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.  
 Rapid positive identification of subjects that our law enforcement officers come into contact with every day is paramount to officer and public safety. Not only does the officer need to rapidly identify a subject who could be considered a threat, but equally importantly to be able to determine if a subject is NOT a person of interest to avoid potential costly litigation.
7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.  
 Vendors of fingerprint identification systems each utilize their own proprietary mathematical algorithms to determine a fingerprint match. As such, even though there are additional vendors that provide "enterprise level" fingerprint identification systems (NEC and MorphoTrust Idemia) those vendors do not have the expertise to provide maintenance to our Tales system. FSO is not willing to switch systems at this time and the only vendor who is able to provide required maintenance on our current system is the manufacturer, Thales Systems."

thomas.trester 7/10/2024 12:02:07 PM

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Requested By:

\_\_\_\_\_  
Title

**I approve this request to suspend competition for the service(s) and/or product(s) identified herein.**

thomas.trester 7/10/2024 12:02:12 PM

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\_\_\_\_\_  
Department Head Signature

mvilanova 7/10/2024 2:13:56 PM

[\[✕ Sign\]](#) Double click!

\_\_\_\_\_  
Purchasing Manager Signature