



Sole Source Acquisition Request

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 annual spending limits at \$750K.

2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

Gemalto Cogent, Inc
Attn: Ramsey Billups
Executive Vice President - Operations
ramsey.billups@gemalto.com

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.

The agreement will be retroactively effective July 1, 2018 through June 30, 2021, with provisions for two one year renewals. The entire cost of this agreement will not exceed \$3,750,000.00 (Three Million, Seven Hundred Fifty Thousand Dollars).

4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a sole source acquisition.

Gemalto Cogent (then Cogent Systems) 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.

5. 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 important to be able to determine if a subject is NOT a person of interest to avoid potential costly litigation.

6. Provide a comprehensive explanation of the research done to verify that there is only a sole vendor that is capable of providing the required service(s) and/or product(s). Include a list of all other vendors contacted with regard to providing the requested product(s) and/or service(s) and indicate their response.

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 Gemalto Cogent system.

Patrick.Stevens 8/9/2018 3:13:04 PM

Requested By:

Sr. IT Analyst

Title

[\[Sign\]](#) Double click!

I approve this request to sole source for the service(s) and/or product(s) identified herein.

Thomas.Trester 8/10/2018 12:50:36 PM

Department Head Signature

[\[✕ Sign\]](#) Double click!

gcornuelle 8/22/2018 8:57:20 AM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!