



**Gwinnett**

WINNETT COUNTY  
DEPARTMENT OF FINANCIAL SERVICES  
PURCHASING DIVISION

75 Langley Drive | Lawrenceville, GA 30046-6935  
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GwinnettCounty.com

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September 23, 2020

**AWARD NOTICE  
RP013-19**

**Provision and Implementation of a Police Situational Awareness and Crime Response Center (SACRC) Solution on a Multi-Year Contract**

Pursuant to the proposals received on November 06, 2019 for RP013-19, Provision and Implementation of a Police Situational Awareness and Crime Response Center (SACRC) Solution on a Multi-Year Contract the proposal has been awarded to International Business Machines Corporation in the amount of \$8,610,928.00. Please see enclosed proposal tabulation.

We appreciate your response and interest in Gwinnett County.

Sincerely,

Kaley Ivins, CPPB  
Purchasing Manager

KI/bt

Enclosure

RP013-19  
 Provision and Implementation of a Police Situational Awareness and Crime Response Center (SACRC) Solution on a Multi-Year Contract  
 Department of Police Services

|        |                                |                  | ARES Security Corporation (OS) | Convergent Technologies, LLC (L) | International Business Machines Corporation (OC) | Live Earth (OS) | Motorola Solutions, Inc. (L) | Cellco Partnership d/b/a Verizon Wireless (OS) |
|--------|--------------------------------|------------------|--------------------------------|----------------------------------|--|-----------------|------------------------------|--|
| ITEM # | CRITERIA                       | POINTS ALLOCATED | TOTAL POINTS                   | TOTAL POINTS                     | TOTAL POINTS                                     | TOTAL POINTS    | TOTAL POINTS                 | TOTAL POINTS                                   |
| 1      | Functional Capability          | 30               | 25.7                           | 28.20                            | 28.80  | 8.10            | 26.30                        | 23.2   |
| 2      | Responsiveness                 | 5                | 3.13                           | 3.53                             | 3.80   | 0.60            | 3.60                         | 3.2  |
| 3      | Experience & Past Performance  | 15               | 9.53                           | 10.34                            | 10.02  | 0.81            | 11.40                        | 7.48   |
| 4      | References                     | 5                | 2.91                           | 3.77                             | 3.31   | 1.20            | 5.00                         | 1.34   |
| 5      | Level of Subsystem Integration | 20               | 10.14                          | 11.58                            | 18.31  | 0.82            | 12.67                        | 10.11  |
| 6      | Ability to Provide Services    | 25               | 15.15                          | 17.03                            | 15.35  | 0.03            | 16.63                        | 10.89  |
|        | <b>SUB-TOTAL</b>               | <b>100</b>       | <b>66.56</b>                   | <b>74.45</b>                     | <b>79.59</b>                                     | <b>11.56</b>    | <b>75.60</b>                 | <b>56.22</b>                                   |
| 7      | Price                          | 10               |                                | 10.00                            | 7.10   |                 | 8.90                         |  |
|        | <b>SUB-TOTAL</b>               | <b>110</b>       | <b>66.56</b>                   | <b>84.45</b>                     | <b>86.69</b>                                     | <b>11.56</b>    | <b>84.50</b>                 | <b>56.22</b>                                   |
| 8      | Onsite Demonstration           | 30               |                                | 19.53                            | 24.71  |                 | 25.17                        |  |
|        | <b>OVERALL TOTAL</b>           | <b>140</b>       | <b>66.56</b>                   | <b>103.98</b>                    | <b>111.40</b>                                    | <b>11.56</b>    | <b>109.67</b>                | <b>56.22</b>                                   |

**Recommended Vendor:**  
 International Business Machines Corporation  
 Attn: Dane Sullivan  
 6303 Barfield Rd NE  
 Sandy Springs, GA 30328-4233  
 Phone: (805) 509-5614  
[sullivad@us.ibm.com](mailto:sullivad@us.ibm.com)

RP013-19

Provision and Implementation of a Police Situational Awareness and Crime Response Center (SACRC) Solution on a Multi-Year Contract  
 Department of Police Services

|              |   | Convergent Technologies,<br>LLC<br>(L) | International Business<br>Machines Corporation<br>(OC) | Motorola Solutions, Inc.<br>(L) |
|--------------|---|--|--|---------------------------------|
| Item #       | Description   | Cost                                   | Cost   | Cost                            |
| 1            | Required Software                                       | \$3,184,730.00                         | \$2,184,050.00   | \$3,213,892.00                  |
| 2            | Federated Query   | \$1,058,180.00                         | \$1,044,011.00   | \$4,110,342.00                  |
| 3            | Required Interfaces                                     | \$389,546.00                           | \$1,442,473.00   | \$932,694.00                    |
| 4            | Required Hardware                                       | \$58,071.00                            | \$114,742.00   | \$1,022,638.00                  |
| 5            | Required Maintenance                                    | \$4,211,555.00                         | \$3,825,652.00   | \$385,679.00                    |
| 6            | CommandCentral AnalyticsPlus Subscription Base Solution |  |  | \$334,379.00                    |
| <b>TOTAL</b> |   | <b>\$8,902,082.00</b>                  | <b>\$8,610,928.00</b>                                  | <b>\$9,999,624.00</b>           |