



Washington Police Department

Michael D. McCoy

Chief of Police

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TO: Mayor Manier and Washington City Council
FROM: Michael D. McCoy
DATE: January 28, 2019
SUBJECT: Washington Police Department Video Upgrade

Attached please find the Memorandum, requirements, justification and prices that were obtained for the budgeted upgrade to the Washington Police Department video system.

The quoted prices vary in difference from approximately \$ 36,000.00 to \$ 59,000.00. However, only Oberlander, the highest bidder, recommended the Salient Security Platform. After presentations by all three bidders it was evident that the system proposed by Oberlander was the system that would allow the most proficient expansion to City Hall, Legion Road and the Water Treatment Operations as well as offering viewing across the many platforms available to us...DeskTops, Laptops, Tablets and Phones.

In addition, Oberlander is a local company that offered 24 / 7 Technical support. However the most important aspect in choosing Oberlander and Salient is the fact that the Salient resolution far exceeded the others shown. For our purposes, the resolution is the most important aspect of our recommendation to select Oberlander Alarm Systems at a cost of \$ 59, 944.00, which is less than the amount budgeted.

Thank You

mdm

WASHINGTON POLICE DEPARTMENT

Memorandum

January 18, 2019

The Police Department is a secure facility. As such, some areas warrant security video. Areas such as the Sally Port, Detention area and Booking room require video for evidentiary purposes as well as officer and detainee safety. Other areas where department personnel interact with the public also need video coverage to act as a record of those interactions. Video security also documents the entry and exit of personnel and public from HQS.

As directed by the Chief of Police, I contacted several vendors to obtain quotes for upgrading the video security system at the police department. The current system was put in place at the time of the PD Remodel in 2011, and does not meet the needs for video security that we have today.

The following vendors responded and conducted site visits:

Liaison Home Automation
288 N Park St.
Decatur, IL 62523-1306
Contact: Steven Weber
888-279-1235 ext. 101

Recommended Software: ExacqVision

Convergint Technologies
One Commerce Drive
Schaumburg, IL 60173
Contact: Nicholas Silic
847-815-3342

Recommended Software: ExacqVision

Oberlander Alarm Systems, Inc.
2216 West Altorfer Drive
Peoria, IL 61615
Contact: Stephen Kuster
309-676-3535

Recommended Software: Salient Security

The upgrade is needed because we have crucial “gaps”, i.e. areas that need video coverage but do not currently have any.

- The front parking lot. This is designated as a meeting point for Craig’s List and EBay sales. Also there are come court mandated child exchanges that take place at the police department. If something were to go wrong, we currently have no record of what transpired..
- Rear of the Police Department-The area where squad cars are parked currently has minimal coverage, with only a partial view of two squad cars. Damage to squad cars could occur now and we would have no record of it. Also, the upgrade would cover most of the employee parking area as well as the diesel pump in the rear lot.
- The Front Desk- The window area where the public interacts with Police Administrative Support Specialist and Officers has no video coverage.

Requirements for the upgrade:

- Additional interior cameras to cover “dead spots” such as the customer service window.
- Video coverage of the front parking lot and sidewalk
- Video Coverage of the west side of HQS and 9-1-1 Drive.
- Video coverage of parking area for squad cars.
- Video coverage of parking area for employees.
- Extended video coverage of the Sally Port Apron and City Shed area
- Minimum of 30-60 days of video storage
- Upgrade all existing cameras to current technology (4mp or 1080p)
- Upgrade of software to manage video security system
- Ability to add cameras and upgrade system capabilities as needed.

All three vendors submitted proposals. Convirgint Technologies and Liaison Home Automation recommended using ExacqVision as the software client to manage the video systems. Oberlander Alarm systems recommended Salient Security Platform as their software client. All software clients are included in the proposals. We currently have \$60,000.00 budgeted for the upgrade.

The department currently uses ExacqVision as the software client for our video system. We do not view that as a viable option for an upgrade.

Total costs for each Proposal:

Liaison Home Automation	\$37,878.99
Convergint Technologies	\$36,122.13
Oberlander Alarm Systems	\$59,944.00

It is my recommendation that we accept the proposal from Oberlander Alarm Systems. I do not view the other proposals as an upgrade, since they use the same software that we currently use. Oberlander Alarm Systems is the only proposal that truly represents an upgrade.

Respectfully submitted,

A handwritten signature in cursive script that reads "Kent Henderson". The signature is written in dark ink and is positioned below the "Respectfully submitted," text.

Kent Henderson
Administrative Officer
Washington Police Department

Washington Police Department

Video Security System Upgrade

Oberlander Alarm System's proposal is the only one that would actually be an upgrade over what we are using now.

- Oberlander Alarm Systems is the only proposal that takes advantage software using current technology.
- Salient Security is a company whose only product is security software. This enables them to focus on keeping up to date on technology advances and incorporate them into their software.
- Salient Security is easy to train and easy to use. The controls are intuitive and instruction manual is just 2 pages.
- Salient Security Platform is also more scale-able then ExacqVision, easily allowing for expansion when City Hall, Legion Road, or the Water Treatment Plant go online with cameras. All of which can be monitored and controlled here at the PD as well at each respective facilit
- The volume of FOIA and States Attorney requests we get is constantly increasing. Salient Security's Software would cut the time it takes to process a video request by 75%
- "Spotlight" feature of Salient Software highlights movement in unused or closed areas of a building, for example, notifying the viewer of someone entering the upper PD Hallway between 2300 – 0700 hours. Or City Hall when it is closed.
- Support is more accessible and easier to obtain with Salient Security Software.

Video Surveillance for Washington Police Station

Continuing with ExacqVision is throwing more money after bad money

Now we cannot get good resolution for unknown subject identification or vehicle identification. Two of the bids will not increase the resolution to what we need.

Salaient Security does ONLY video security. We want to take advantage of the new technology that has been developed and become available in the last 5 years.

ExacqVision has not made these improvements, in our opinion.