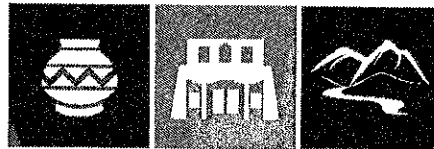


Henry P. Roybal
Commissioner, District 1

Anna Hansen
Commissioner, District 2

Rudy N. Garcia
Commissioner, District 3



SANTA FE COUNTY

Anna T. Hamilton
Commissioner, District 4

Hank Hughes
Commissioner, District 5

Gregory S. Shaffer
County Manager

November 23, 2022

TO: Procurement File

FR: Bill Taylor, Procurement Manager *BT*

VIA: Derek J. Williams, ADF Warden
Maricela Martinez, Public Safety Operations Manager

RE: Sole Source Determination for System Upgrade, and Maintenance and Support Services to Existing OD Security North America for the SOTER RS Full Body Security Scanning System at the Adult Detention Facility in Santa Fe New Mexico

Background:

In 2014 the Santa Fe County and the County Public Safety Department (Department) entered into Agreement No. 2014-0167-CORR/IC with OD Security North America (Contractor) as a result of a Request for Proposals (RFP) for the purchase and installation of a full body scanning system at the Adult Detention Facility (ADF).

In November 2019, the County entered into a sole source Agreement No. 2020-0066-CORR/MM with the Contractor to continue maintenance and support services for the full body scanning system that was installed. Included in the contract, the Contractor provided warranty, maintenance and support services covering years 2-5 after the system came on line and operational for an amount not to exceed \$30,000.00.

Request:

The SOTER RS Body Scanner is fully integrated with the existing Jail Management System at the Adult Detention Facility, and is in need of re-calibration and system upgrades.

The Department is requesting to procure the services of OD Security North America for calibration and system upgrade, as well as continued maintenance and support services, as a sole source procurement, pursuant to NMSA 1978, 13-1-126.

Determination

The full body scanning system that was purchased and installed in 2014 contains a software system that is solely proprietary to the Contractor. The software support includes new version releases and

updates and remote access systems for calibration and testing that only the Contractor can provide for this specific model of scanner.

Therefore, it is the determination of this office, as the Chief Procurement Officer for the County, that due to the purpose and unique nature of the full body scanner system, as well as proprietary rights for any system upgrades, calibration, licenses, and maintenance, can only be provided by OD Security North America, and the procurement of such services are pursuant to NMSA 1978, 13-1-126, Sole source procurement.

Vendor Information:

Vendor- OD Security North America
707 Texas Avenue
Suite 215-D
College Station, Texas 77840

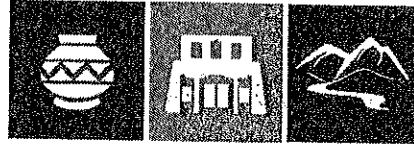
Deliverables - Body Scanner Upgrades plus 3 Years Maintenance:

Year 1	
Scanner	\$ 76,250.00
Tablet Hardware	\$ 2,950.00
Tablet Software	\$ 2,100.00
ADA Platform	\$ 7,500.00
Thermal Scanner	<u>\$ 22,000.00</u>
Total Year 1	\$110,800.00
Year 2	
Tablet Software	<u>\$ 2,100.00</u>
Total Year 2	\$ 2,100.00
Year 3	
Year 3 Maintenance	\$ 10,750.00
Tablet Software	<u>\$ 2,100.00</u>
Total Year 3	\$ 12,850.00
Total for Year 1-3	\$125,750.00

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SANTA FE COUNTY SOLE SOURCE REQUEST AND DETERMINATION FORM

A sole source *determination* is not effective until the *sole source request for determination* has been posted for thirty (30) calendar days without challenge, and subsequently approved in writing by the County Purchasing Agent. The foregoing requirement is regardless of whether the *sole source request for determination* has been signed by the Agency and/or the Contractor.

I. Department/Division: Public Safety/Corrections

Director: Elias Bernardino

Telephone Number: (505) 992-9886

II. Name of prospective Contractor: OD Security North America

Address of prospective Contractor: 416 Island Park Drive
Daniel Island, SC 29492

Amount of prospective purchase: \$76,250.00 includes the following:

- Upgrade to include shipping, installation, calibration, testing, new staff training 2 year Full Manufacturer Warranty.
- Provision of 24/7 Toll Free Support Line and 24/7 On-Line Help Desk,
- Same day Technical/Engineering Support (NM based Technicians),
- Provision of JMS Integration Capability through Web Service interface,
- Bi-Annual Preventative Maintenance Inspection,
- Annual Full System Re-calibration,
- all software upgrades,
- provision of biometric hardware/software upgrade

- provision of PREA compliant software upgrade
- 1 Soter RS Handheld Tablet.

Add-ons -

- One time cost **\$2,950** for Hardware 1x GD3030-400 Intel i5-5350U
- Software – Soter RS Operator (OI) Software **\$2,100.00**
- ADA Compliant Platform **\$7,500.00**
- Thermal Scanner **\$22,000.00**

Total cost for year 1: \$110,800.00

Total cost for year 2: Annual software licenses for handheld device \$2,100.00

**Total cost for year 3: Annual Maintenance \$10,750.00 (including parts, labor, time and travel)
Annual software licences for handheld device \$2,100.00**

Total costs for Years 1-3: \$125,750.00, plus NM GRT for services

Term of prospective contract: 3 years

III. Please thoroughly list the services (scope of work), construction or items of tangible personal property of the prospective contract:

To provide a full system upgrade to 2015 Soter RS Body Scanner replacing all software with the exception of the Delta Frame and Console, to include migration to 2022 Soter Detector that offers 5k Image Resolution.

IV. Provide an explanation of the criteria developed and specified by the agency as necessary to perform and/or fulfill the contract and upon which the state agency reviewed available sources. (Do not use “technical jargon;” use plain English. Do not tailor the criteria simply to exclude other contractors if it is not rationally related to the purpose of the contract.)

In 2014 the County issued a Request for Proposal (RFP) which included the scope of services for a Body Scanner.

V. Provide a detailed, sufficient explanation of the reasons, qualifications, proprietary rights or unique capabilities of the prospective contractor that makes the prospective contractor *the one source* capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the “best” source or the “least costly” source. Those factors do not justify a “sole source.”)

Santa Fe County Corrections has had this body scanner since 2014 and has fully integrated with our current software the Jail Management System (JMS).

VI. Provide a detailed, sufficient explanation of how the professional service, service, construction or item(s) of tangible personal property is/are *unique and how this uniqueness is substantially related to the intended purpose of the contract.*

The software upgrade to the current Body Scanner will allow a clearer images to provide a safe and secure environment for the staff and inmates in the facility.

VII. Explain why other similar professional services, services, construction or item(s) of tangible personal property *cannot* meet the intended purpose of the contract.

Proprietary software and more cost effective to the County to upgrade rather than procure a new software which would need to integrate with JMS.

VIII. Provide a narrative description of the agency's due diligence in determining the basis for the procurement, including procedures used by the agency to conduct a review of available sources such as researching trade publications, industry newsletters and the internet; reviewing telephone books and other advertisements; contacting similar service providers; and reviewing the State Purchasing vendor list. Include a list of businesses contacted (*do not state that no other businesses were contacted*), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract.

In 2014 Santa Fe County issued a Request for Proposal was issued and four responses were received from the following vendors; Nova Security Group, Smith's Detection Services, OD Security of North America and Virtual Imaging, Inc.

Certified by:

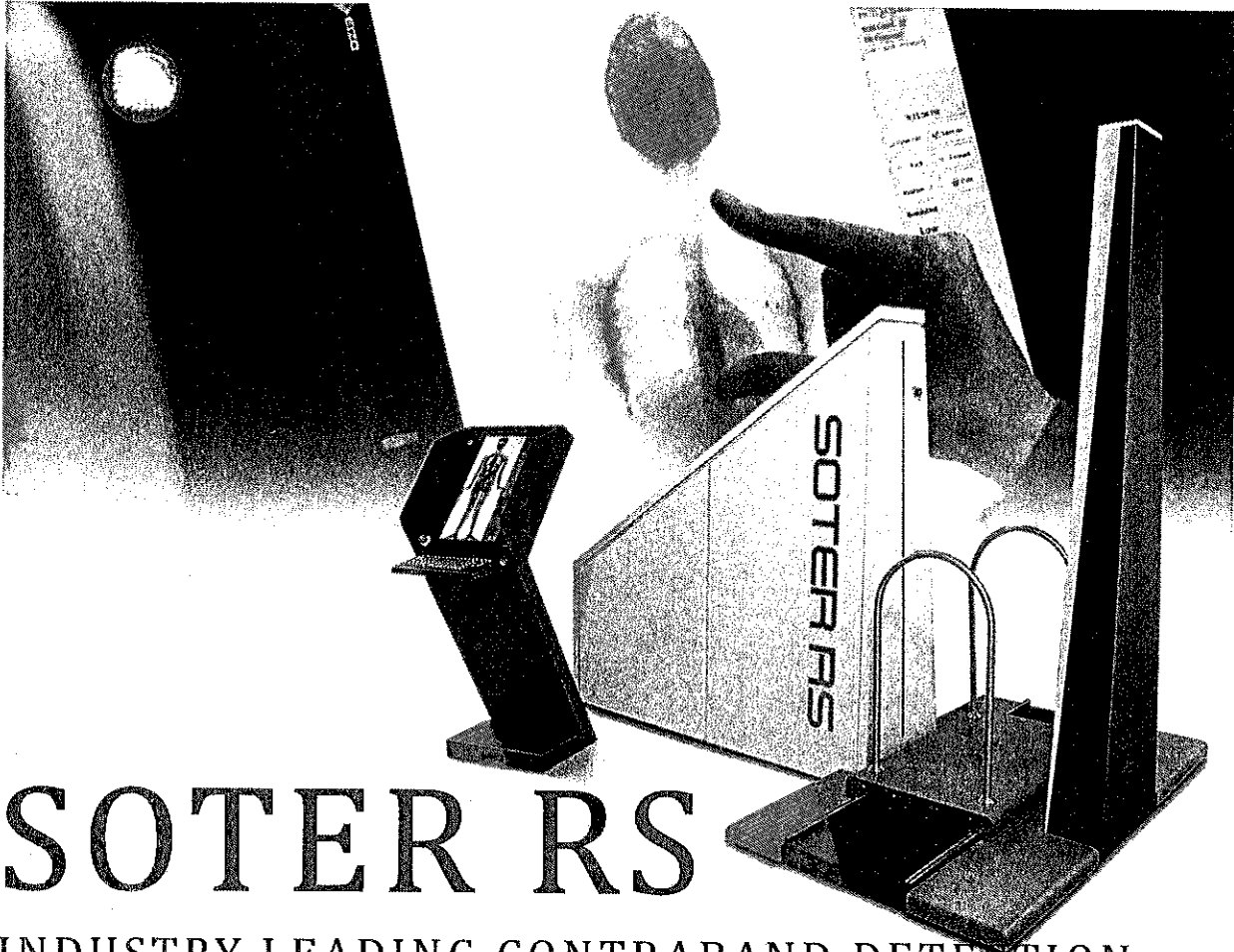

Requesting Agency Staff

11/15/2022
Date

Requesting Agency Approval by:


Department Director/Manager

11/15/2022
Date



SOTERRS

INDUSTRY LEADING CONTRABAND DETECTION

**Santa Fe County Adult Correctional Facility,
New Mexico**

System Upgrade Proposal to 2022 Functionality



PREPARED BY

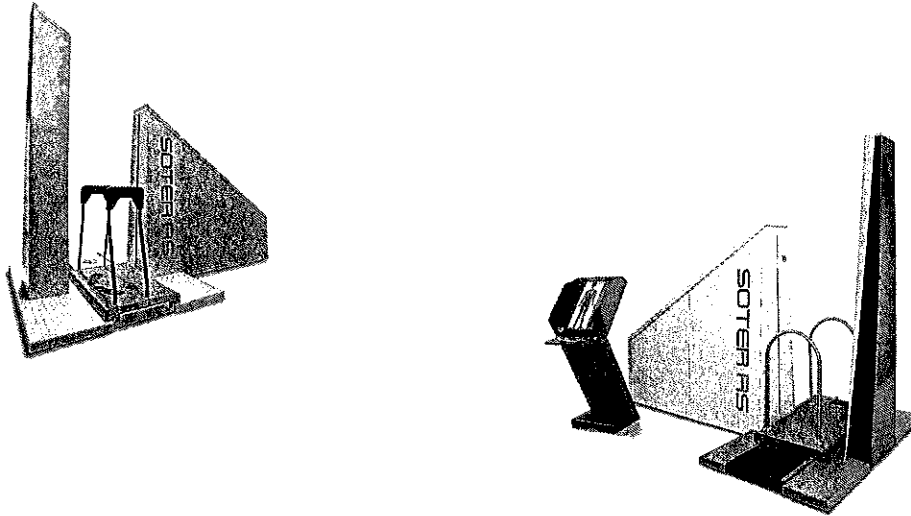
John Shannon
OD Security North America
416 Island Park Drive,
Daniel Island, SC 29492

PROPOSAL DATE

July 21st, 2022

Proposal

To provide a **Full System Upgrade** to the Agency's 2015 SOTER RS replacing ALL Hardware and Software with the exception of the Delta Frame and Console, to include migration to 2022 SOTER Detector (with Dynamic Detection Capability), Smaller Platform, Internal Componentry, X-Ray Generator, and 2022 Operating Software that offers Industry Leading 46AWG Detection Capacity and Industry Leading 5k Image Resolution



2022 SOTER RS Upgrade

Cost - \$76,250

Upgrade includes - Shipping, Installation, Calibration and Testing, New Staff Training, **2-years Full Manufacturer's Warranty** (parts and labor, to include time and travel associated with servicing and maintenance)

Delivery and installation – 30 days after receipt of Purchase Order

Includes –

- Provision of 24/7 Toll Free Support Line and 24/7 On-Line Help Desk
- Same day Technical/Engineering Support (NM based Technicians)
- **Provision of JMS Integration Capability through Web Services interface**

- Bi-Annual Preventative Maintenance Inspection
- Annual Full System Re-calibration
- All software upgrades
- Provision of Random Scanning Software Upgrade
- Provision of Biometric Hardware/Software Upgrade
- Provision of PREA Compliant Software Upgrade
- **Provision of 1 x SOTER RS Handheld Tablet**

Additional Features (at Agency's discretion)

1. Provision of Extended Warranty (Maintenance/Service) Contract (parts and labor and including time and travel) year 3 onwards

Unit Cost - \$10,750 annually, payable in advance

2. Provision of Additional SOTER RS Handheld Tablet (mobile device)

Unit Cost -

Hardware - 1 x GD3030-400 Intel i5-5350U - **\$2,950 (one-off)**

Software - SOTER RS Operator Interphase (OI) Software (Annual Software License) - **\$2,100 annually, payable in advance**

**Total Cost – Year 1 \$5,050
Year 2 onwards \$2,100**

3. Upgrade to SOTER RS Dual View (at any stage during contract)

Our System is upgradable from Single View to Dual View capability with unrivalled detection capacity – 46AWG Full Body Image and 46AWG Torso Image

Upgrade cost - \$18,750

4. Upgrade to an ADA Compliant Platform Configuration (at any stage during contract)

Cost - \$7,500

5. Provision of Fully Integrated Thermal Scanner - Jogan Thermal Checkpoint ((at any stage during contract)

Cost - \$22,000

**Cost of Body Scanner plus 3 years
Maintenance**


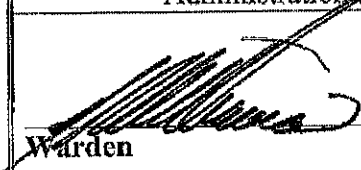
	Year 1	Line Item
Scanner	\$ 76,250.00	8003
Tablet Hardware	\$ 2,950.00	8095
Tablet Software	\$ 2,100.00	8096
ADA Platform	\$ 7,500.00	8003
Thermal Scanner	\$ 22,000.00	8003
Total Year 1	\$ 110,800.00	

	Year 2	
Tablet Software	\$ 2,100.00	5015
Total Year 2	\$ 2,100.00	

	Year 3	
Year 3 Maintenance	\$10,750.00	4002
Tablet Software	\$ 2,100.00	5015
Total Year 3	\$12,850.00	

Total for Year 1-3 \$ 125,750.00

Summary	
Line Item	Amount
4002	\$ 10,750.00
5015	\$ 4,200.00
8003	\$ 105,750.00
8095	\$ 2,950.00
8096	\$ 2,100.00
Total per line item	\$ 125,750.00

 <p style="text-align: center;">Santa Fe County Adult Detention Facility</p>	<p>NUMBER: 07.013 PAGES: 4</p> <p>Performance- Based Standards for Adult Local Detention Facilities Fourth Edition: 4-ALDF-7D-16</p> <p>NMAC Standard: ADM-22</p>
<p>Chapter: Administration & Management (ACA) Administration (NMAC)</p>	<p>Subject: Inmate Welfare Fund</p>
<p> Warden</p> <p style="text-align: right;"><i>11.9.22</i> Date</p>	<p>Effective Date: June 22, 2012 Revision Date: January 12, 2017 June 22, 2018 July 27, 2021 September 30, 2022 November 9, 2022</p>

AUTHORITY

This policy is issued by the Warden, who is ultimately responsible for the safety and security of the facility.

REFERENCE

Performance-Based Standards for Adult Local Detention Facilities Fourth Edition:

4-ALDF-7D-16

NMAC Standard: ADM-22

PURPOSE

To establish a uniform equitable, and appropriate expenditure of profits from the operation and proceeds from commissary sales.

APPLICABILITY

This policy applies to all Santa Fe County Adult Detention Facility staff and inmates.

POLICY

It is the policy of the Santa Fe County Adult Detention Facility to ensure an equitable distribution of a portion of the net profits of facility commissary sales to improve the quality