

**SUBJECT TO APPROVAL**

**SOUTHBURY BOARD OF SELECTMEN  
Special Meeting  
May 3, 2022**

**RESOLVED, that the Southbury Board of Selectmen,  
hereby awards the bid for the Body Worn and In-Car  
Video Cameras to Motorola Solutions.**



# SOUTHBURY POLICE DEPARTMENT

✉ c.grillo@southbury-ct.gov 📞 (203) 264-5912 x405 🌐 www.southbury-ct.org

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## INTEROFFICE MEMORANDUM

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**TO:** FIRST SELECTMAN JEFF MANVILLE  
**FROM:** CORPORAL CHRISTOPHER GRILLO #6  
**SUBJECT:** RFP AWARD FOR BODY WORN AND IN-CAR VIDEO CAMERAS  
**DATE:** 04/22/2022  
**CC:**

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That, the Town of Southbury, issued a **Request For Proposal (RFP) for Body Worn Camera and In-Car Video System Services**, on November 15, 2021.

That, responses for said RFP were due on Monday, December 20, 2021, at 1:00 pm.

That, on January 07, 2022, all proposals were opened. This process included proposals from the following vendors:

- Axon
- Digital Ally
- Ergonomic Group, Inc.
- Motorola
- Utility Associates, Inc.

That, on January 07, 2022, Ergonomic Group, Inc. was immediately removed from the selection process as they did not comply with the terms set forth in the RFP.

That, the remaining proposals were evaluated and two vendors were selected in accordance with the terms of the RFP.

That, the vendors Axon and Motorola were selected as the top two offerors.



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That, both Axon and Motorola respectively sent equipment and provided software for testing and evaluation purposes.

That, between March 11, 2022 and April 22, 2022, software and camera systems from both offerors were evaluated. Each evaluation was scored independently and is attached hereto.

That, during the evaluation period I learned Axon in-car video systems are not authorized for use by the State of Connecticut for Resident Trooper Agencies. This information was not known prior to publishing the RFP and was only learned through Axon as they had run into the issue with another Resident Trooper Town. Upon learning the information from Axon, I contacted the State of Connecticut and confirmed the information. At that time the State confirmed Motorola in-car video equipment had been vetted and approved for use in vehicles owned by Resident Trooper Agencies.

That, after complete evaluation of the Axon and Motorola proposals, it has been determined that the solution proposed by Motorola best suits the current needs of the Southbury Police Department.

Wherefore, I respectfully request the award for RFP 21-SPD-02, be presented to Motorola Solutions.

END

Signature: Cpl. C. Grillo #4  
Corporal Christopher Grillo

Date: April 22, 2022

**OFFEROR EVALUATION**

1. **Evaluation Criteria:** After determining responsiveness, the Town will identify a preferred vendor by evaluating proposals in accordance with the following criteria and maximum points per each criterion:

RFP Scoring Item	Possible Points	Awarded Points
Firm Qualifications	10	10
Proposed Method of Performance	10	10
References	5	5
4.1 Camera Hardware Requirements	10	10
4.2 Camera Recording/Output Requirements	10	10
4.3 Uploading and Charging Requirements	10	10
4.4 System Management and Software Requirements	10	10
4.5 Implementation and Support Requirements	10	10
4.6 Company Strategic Plan and Competency	10	10
Cost Proposal / Fees	15	15
<b>RFP Maximum Total Points</b>	<b>100</b>	<b>100</b>

**Notes:**

The overall presentation of the proposal was very well organized and prepared.

CAD / RMS Integration available.

As preferred in the RFP, all references listed were police departments in Connecticut.

BWC hardware will be refreshed at year 3 at no additional cost.

APX radio integration when emergency button is activated.

The Southbury Police Department currently utilizes Motorola for the current and future communications equipment for Police, Fire, EMS, and Public Works. SPD is very satisfied with Motorola and their products. Motorola has been a vendor for the Town of Southbury for many years and is in good standing.

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4.6 Company Strategic Plan and Competency	10	10
Cost Proposal / Fees	15	13.65
<b>RFP Maximum Total Points</b>	<b>100</b>	<b>98.65</b>

**Notes:**

**4.5.16** BWC & ICV Camera warranties are 1 year from the date of receipt. Extended warranties are available with TAP program that extends warranties to 5 years.

**4.5.16** BWC hardware will be refreshed under the TAP program at year 2.5 and year 5 at no additional cost.

The Southbury Police Department owned and utilized ten Axon Flex BWC's circa 2014. The cameras were used for a short period of time before being taken out of service under the direction of the Connecticut State Police. At that time, the department was very satisfied with the hardware, software, and service provided by Axon. SPD currently utilizes Axon as the vendor for electronic defense weapons (Tasers). SPD is very satisfied with the Taser product and Evidence.com software associated thereto.

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