CITY OF RIALTO
SOLE SOURCE/STANDARDIZATION VENDOR REQUEST

VENDOR: Cellebrite Inc.

ADDRESS: 7 Campus Drive Suite 210, Parsippany, New Jersey 07054

REQUSITION NUMBER: _____

☐ *Standardization*: The City requires the item(s) to standardize parts, design quality, etc. (explain in more detail below).

☑ *Sole Source*: No other items are known to exist which perform the same function.

☐ *Proprietary:* The item is held under exclusive title, trademark or copyright by a private person or company; or a proprietary distributorship.

1. Describe the product/service:

   Cellebrite Premium allows agencies to lawfully unlock, decrypt, and extract critical digital evidence from the widest range of iOS and Android devices.

2. Describe how the product or service is unique and/or one of a kind:

   Cellebrite Inc., is the sole manufacturer and developer of all Cellebrite products. Cellebrite Inc. was established in 1999. With more than 60,000 extraction licenses deployed in 150 countries, Cellebrite' s forensic extraction products have been deployed throughout the world, and their Cellebrite Pathfinder Products (Pathfinder Desktop, Pathfinder Teams and Pathfinder Enterprise) are extensions of these forensic extraction products.

3. Is the product or service available from other sources?

   No, San Bernardino County agencies only use Cellebrite as they are the sole source for this type of service.

4. Can your requirements be modified so that competitive products or services may be used? Please explain:

   The internal system of these products do not allow for modifications.

5. Submit a detailed memo explaining the steps taken to determine this is a sole source vendor and justify the need.

   See attachments.

Requestor Signature: _____ Date: 4-20-23

Approvals:

_____
Department Head

_____
City Manager

_____
Chief Finance Officer

_____
Purchasing Manager

RIALTO POLICE DEPARTMENT

MEMORANDUM

TO: City Manager (via chain)

FROM: Lieutenant James Mills

SUBJECT: "Sole Source" Vendor Request

DATE: April 20, 2023

4.24.23

This memo is being submitted as required by the attached "Sole Source Vendor Request" to indicate the reasons why the vendor is the sole source provider of the requested equipment.

BACKGROUND:

Cellebrite Inc. was established in 1999 and is based in Parsippany, NJ and Vienna, VA, and is incorporated in the state of Delaware. Cellebrite Inc. supports customers and users in the US, Latin America, Canada and Mexico. With more than 60,000 extraction licenses deployed in 150 countries, Cellebrite's forensic extraction products have been deployed throughout the world, and their Cellebrite Pathfinder Products (Pathfinder Desktop, Pathfinder Teams and Pathfinder Enterprise) are extensions of these forensic extraction products. Cellebrite's forensic extraction customers include the Department of Defense, Federal Government, Intelligence Organizations, Military, and Law Enforcement Divisions.

STANDARDIZATION SOLE SOURCE:

Cellebrite products have been continuously used by the Rialto Police Department Investigation's Bureau for over five years. Our department's current yearly package cost $4300 which increased from its original cost of $3400.

The Rialto Police Department is experiencing an increased amount of digital evidence during investigations and currently does not have tools to unlock, extract all available data, nor analyze many of these devices. As of today, RPD is collecting a multitude of mobile devices, laptops, IoT devices, and more that are deemed possible points of evidence. However, without the proper tools within the department, Rialto is not able to collect all potential evidence from these devices at a crime scene nor throughout the investigation process. RPD is forced to ask favors from San Bernardino County Sheriff's Department and other neighboring agencies to extract evidence from our devices. Because Rialto's devices are not their priority, the wait time has been months before these favors are fulfilled; causing an increase to the amount of time it takes to conduct an

investigation. The inability to access critical data, and lack of analytical tools for investigators are all factors into the inefficiency of RPD's current process.

PROPRIETARY SOLE SOURCE:

Cellebrite DI Ltd., acting through its United States-based subsidiary, Cellebrite Inc., is the **sole manufacturer** and developer of all Cellebrite products listed below in detail:

- **Cellebrite UFED Touch1 and Touch2, UFED Infield TK and UFED Infield Kiosk**
- **CMS, Cloud Analyzer, UFED4PC and Physical Analyzer**
- **Cellebrite UFED Premium**
- **Cellebrite Pathfinder Desktop, Cellebrite Pathfinder Teams, Cellebrite Pathfinder Enterprise**
- **Cellebrite "UFD" file, Cellebrite "UFDR" file**

SOLE SOURCE

Cellebrite Premium allows agencies to lawfully unlock, decrypt, and extract critical digital evidence from the widest range of iOS and Android devices. By using Cellebrite UFED as the endpoint, RPD investigators can unlock mobile devices without having to be in the lab. To collect the most evidence possible, users will be able to unlock phones via Supersonic Brute Force, as well as in AFU and BFU status. This means RPD will not need to waste valuable time depending on outside agencies and will be able to extract the most amount of evidence from the highest number of devices in the shortest amount of time.

Cellebrite Inc.
7 Campus Drive
Suite 210
Parsippany New Jersey 07054
United States

Tel. +1 800 942 3415
Fax. +1 201 848 9982
Tax ID#: 22-3770059
DUNS: 033095568
CAGE: 4C9Q7
Company Website:
http://www.cellebrite.com

Cellebrite Digital intelligence for a safer world

Proforma Invoice

Proforma Invoice# Q-296565-2
Date: Mar 21, 2023

Billing Information
Rialto Police Department
150 South Palm Avenue
Rialto, California 92376
United States
Contact: Jennifer Krutak
Phone: 9098202645

Delivery Information
Rialto Police Department
128 N Willow Ave
Rialto, CA 92376
United States
Contact: Jennifer Krutak
Phone: 9098202645

End Customer: Rialto Police Department

Customer ID	Good Through	Payment Terms	Currency	Sales Rep
SF-00038347	May 31, 2023	Net 30	USD	Jennifer Leros

Product Code	Product Name	Qty	Start Date	End Date	Serial Number	Net Price\Unit	Net Price
B-UFD-10-001	UFED 4PC Ultimate Subscription	3	Feb 22, 2023	Feb 21, 2024		6,100.00	18,300.00
F-KAS-00-001	UFED Dongle Kit	3				75.00	225.00
F-UFD-05-003	UFED 4PC HW Kit	3				600.00	1,800.00
B-PAAS-02-005	Premium as a Service Pro package	1	Feb 22, 2023	Feb 21, 2024		0.00	0.00
U-AIS-02-135	Premium SaaS 140 Unlocks and Unlimited Extraction Annual Subscription	1	Feb 22, 2023	Feb 21, 2024		27,000.00	27,000.00
U-AIS-02-139	Premium SAAS End Point	3	Feb 22, 2023	Feb 21, 2024		0.00	0.00
U-AIS-02-105	Cellebrite Premium Adapter	3				1,000.00	3,000.00
U-TRN-03-037	OLT-OD Reader	13				320.00	4,160.00
B-TRN-02-033	ILT CCO + CCPA - Cellebrite Certified Operator + Physical Analyst	3				0.00	0.00
U-TRN-02-030	ILT CCO - Cellebrite Certified Operator	3				1,700.00	5,100.00
U-TRN-02-006	ILT CCPA - Cellebrite Certified Physical Analyst	3				2,500.00	7,500.00
B-UFD-10-034	UFED Cloud Subscription	1	Feb 22, 2023	Feb 21, 2024		0.00	0.00
S-UFD-15-088	UFED Cloud Full Analyzer Subscription	1	Feb 22, 2023	Feb 21, 2024		4,200.00	4,200.00
F-KAS-00-001	UFED Dongle Kit	1				75.00	75.00
F-KAS-04-002	UFED Cloud Packing Kit	1				0.00	0.00
B-ANY-05-001	Pathfinder Subscription Package	1	Feb 22, 2023	Feb 21, 2024		0.00	0.00

Product Code	Product Name	Qty	Start Date	End Date	Serial Number	Net Price\Unit	Net Price
Number of users =Unlimited, Number of extractions =200							
S-UFD-17-044	Pathfinder Subscription	1	Feb 22, 2023	Feb 21, 2024		44,000.00	44,000.00
Number of users =Unlimited, Number of extractions =200							
A-PCA-00-001	Software license PC activation code	1				0.00	0.00
B-UFD-10-013	Physical Analyzer Stand Alone Subscription	1	Feb 22, 2023	Feb 21, 2024	352581771	0.00	0.00
S-UFD-15-099	Physical Analyzer Stand Alone Subscription	1	Feb 22, 2023	Feb 21, 2024	352581771	2,500.00	2,500.00
B-UFD-10-013	Physical Analyzer Stand Alone Subscription	1	Feb 22, 2023	Feb 21, 2024		0.00	0.00
S-UFD-15-099	Physical Analyzer Stand Alone Subscription	1	Feb 22, 2023	Feb 21, 2024		2,500.00	2,500.00
F-KAS-00-001	UFED Dongle Kit	1				75.00	75.00

SubTotal	USD 120,435.00
Shipping & Handling	USD 340.00
Sales Tax	USD 8,061.18
Total	USD 128,836.18

Comments:

Terms and Conditions:

This Quote/Proforma Invoice/Tax Invoice, together with the terms and conditions and license agreement listed below that are incorporated by reference to this Quote/Proforma Invoice (together, the "Agreement"), constitute an offer by Cellebrite. By signing this the Quote/Proforma Invoice, issuing a purchase order (or other ordering document) in connection with this the Quote/Proforma Invoice, or downloading and/or using the products identified in this the Quote/Proforma Invoice/Tax Invoice, the customer agrees to be bound by the terms of this Agreement. Any additional or different terms or conditions contained in any customer document, purchase order or other ordering document will not be binding upon Cellebrite unless expressly accepted in a document signed by a Cellebrite authorized signatory.

- Freight Terms: FCA (NJ)
- Limited Warranty: Hardware: 12 Months; Software: 60 days; Touch Screen: 30 days
- Quote is subject to regulatory approval.
- **General:** The following terms shall apply to any product http://legal.cellebrite.com/us/index.html
- Advanced Services (CAS):

The following terms apply to Cellebrite Advanced Services
https://legal.cellebrite.com/CB-us-us/index.html

- Premium:

The following terms shall apply to Cellebrite Premium:
http://legal.cellebrite.com/intl/PremiumUS.htm

- Pathfinder:

https://legal.cellebrite.com/PF-Addendum.htm

- Training Services:

The following terms apply to Cellebrite Training Services:
http://legal.cellebrite.com/intl/Training.htm

- SaaS: https://legal.cellebrite.com/Cellebrite-SaaS-Terms-of-Service-October-18-2021.htm

In the event of any dispute as to which terms apply, Cellebrite shall have the right to reasonably determine which terms apply to a given purchase order.

*SALES TAX DISCLAIMER: Cellebrite Inc. is required to collect Sales and Use Tax for purchases made from the following certain U.S. States. Orders are accepted with the understanding that such taxes and charges shall be added, as required by law. Where applicable, Cellebrite Inc. will charge sales tax unless you have a valid sales tax exemption certificate on file with Cellebrite Inc. Cellebrite Inc. will not refund tax amounts collected in the event a valid sales tax certificate is not provided. If you are exempt from sales tax, you must provide us with your sales tax exempt number and fax a copy of your sales tax exempt certificate to Cellebrite Inc.

Please include the following information on your PO for Cellebrite UFED purchase:

- Please include the ORGINAL QUOTE NUMBER (For example - Q-XXXXX) on your PO
- CONTACT NAME & NUMBER of individual purchasing and bill to address
- E-MAIL ADDRESS of END USER for monthly software update as this is critical for future functionality

I, the undersigned, hereby confirm that I am authorized to sign this Quote/Proforma Invoice on behalf the customer identified above , and I hereby approve that my signature is legally binding upon the customer identified above.

Customer Name: _____

Signature: _____ **Effective Date:**

Name (Print): _____ **Title:** _____

Please sign and email to Jennifer Leros at jennifer.leros@cellebrite.com

Cellebrite

Rialto Police Department

Digital Forensics Proposal

The Rialto Police Department is experiencing an increased amount of digital evidence during investigations and currently does not have tools to unlock, extract, nor analyze these devices. As of today, RPD is identifying a multitude of mobile devices, laptops, IoT devices, and more that are deemed possible points of evidence. However, without the proper tools within the department, Rialto is not collecting all potential devices at a crime scene nor throughout the investigation process. RPD is forced to ask favors from San Bernardino, and other neighboring agencies to extract evidence for them. **Because Rialto's devices are not their priority,** the wait time has been months before these favors are fulfilled; causing an increased time to evidence. Unknown extraction type, inability to access critical data, and lack of analytical tools for investigators are all factors into the inefficiency of **RPD's** current process.

How Cellebrite Will Help

Cellebrite Premium allows agencies to lawfully unlock, decrypt, and extract critical digital evidence from the widest range of iOS and Android devices. By using Cellebrite UFED as the endpoint, RPD investigators can unlock mobile devices without having to be in the lab. To collect the most evidence possible, users will be able to unlock phones via Supersonic Brute Force, as well as in AFU and BFU status. This means RPD does not need to waste valuable time or risk devices being remotely wiped while transporting them back to the lab.

- Perform Full File System Extractions in the field
- Seamlessly connect and manage your installed UFEDs and add new Premium Endpoints
- Access to third-party application data, chat conversations, downloaded emails and email attachments, and deleted content

Jennifer Leros
Cellebrite SLG Account Manager
Jennifer.Leros@Cellebrite.com

Cellebrite

Modernizing the Investigative Process

Data volumes in mobile devices are increasing at a rate that makes it hard for investigators to keep up. The average phone holds 60,000 messages, 32,000 images, 30,000 locations, 1,000 call logs, and over 3,000 web browsing histories. Reviewing digital data is highly time-intensive for investigators. Without analytics tools, examiners spend an average 39 hours per case on reviewing photos, videos, SMS, originating from mobile devices and creating reports.

With Cellebrite's Pathfinder, Rialto Police will be able to ingest all points of digital information and create a data lake of evidence.

Powered by AI, Cellebrite Pathfinder drastically reduces time to evidence by automating processing (decoding) and analysis of digital data to sift through massive quantities of data quickly. Other benefits include:

- Automation of the decoding process. This makes the data accessible in simple form directly for investigators, which frees up lab experts to perform review-only to escalate workflow in complex cases while reducing backlogs at labs.
- Uncovering evidence that would have been missed (or impossible to find) through manual examination of data. Connecting disparate bits of evidence to tell the "whole story" of the investigation.
- Enriching technical metadata with human readable insight, turning Internet paths into simple topics and resolving endless identifiers to real-life persons.
- Providing a complete visualization of the investigation to drive command decisions.
- Simplify data reporting by providing easy-to-use templates that are graphically-driven to make evidence easy to understand by prosecutors, juries, and judges.

Jennifer Leros
Cellebrite SLG Account Manager
Jennifer.Leros@Cellebrite.com

Rialto Police Proposed Solution

Solution	Description
UFED 4PC x 3	Core extraction product to access critical digital evidence lawfully from phones, drones, SIM cards GPS devices and more. Includes annual licensing, dongle and HW cables
Premium as a Service	140 Mobile Device Unlocks. Unlimited Extractions. Includes 3 endpoint licenses, adapter, and all needed HW/cables
Pathfinder	200 extractions. Unlimited users allow Rialto PD to give access to all investigators to analyze multi-device cases and cross reference previously extracted data from older investigations.
Cloud Analyzer	Collect, preserve and analyze public and private-domain, social-media data, IM, and other cloud-based content. Includes hardware and 1-year of licensing
Stand Alone PA x 2	Allows for separate workstations to analyze reports when 4PC or Premium endpoints are in use
CCO/CCPA x 3	3 Seats to live Certified Operator/Certified Physical Analyst 5 day class
UFED Reader x 13	UFED Reader on-demand class teaches users how to comprehend data that is extracted from phones

Pricing Summary

Item	Cost
UFED x 3	$ 20,325
Premium Pro	$ 30,000
Reader Class x 13	$ 4,160
CCO/CCPA x 3	$ 12,600
Cloud Analyzer	$ 4,275
Pathfinder	$ 44,000
Stand Along Physical Analyzer x 2	$ 5,075
Taxes/Shipping & Handling	$ 8,401.18
Total	**$128,836.18**

Jennifer Leros
Cellebrite SLG Account Manager
Jennifer.Leros@Cellebrite.com

Cellebrite Digital intelligence for a safer world

Date: January 10, 2022

TO WHOM IT MAY CONCERN,

This letter is to confirm that Cellebrite DI Ltd., acting through its United States-based subsidiary, Cellebrite Inc., is the **sole manufacturer** and developer of all Cellebrite products listed below in detail:

- **Cellebrite UFED Touch1 and Touch2, UFED Infield TK and UFED Infield Kiosk**
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The Cellebrite **Pathfinder Enterprise** product includes capabilities that are exclusive to Cellebrite and not available from any other company. No other Digital Evidence Intelligence Analytics product can natively ingest Cellebrite UFD files.

This comprehensive package also allows for unique cross-case and multiple phone extraction analysis, such that key relationships can be discovered by extending searches to device extractions that are tied to other cases within the data base. Multiple filters can be activated simultaneously and can be set to enable the inclusion and exclusion of specific datasets for refinement of search. Further, a collaborative investigative approach is supported by the feature of tagging selected pieces of evidence and sharing them with other investigators or analysts whom are granted case access within the system. All these key data elements can be included in a forensic style report in an easy to read PDF, Word, or Excel format for the benefit of the Investigating Agents and Prosecutors to present in court.

Additional capabilities of interest include optical character recognition for enhanced text searches across pictures such as JPEG files, text extraction form documents such as Word, PDF, Excel, etc. and language identification for many languages, among them English, Spanish, German, French, Pashto, Urdu, Arabic, Farsi, Chinese, and Japanese languages and many more. These capabilities combined with the ability to automatically attribute various aliases to a specific individual make this analytics tool unique in the marketplace.

Cellebrite Digital intelligence for a safer world

Cellebrite Pathfinder Enterprise Specific Functionality Description

- Ingestion of Cellebrite UFD digital raw mobile data container and UFDR format.
- Web based analytics engine capable of ingesting and analyzing any Cellebrite device extraction (UFD and UFDR)
- Web based analytics engine capable of analyzing any Cellebrite cloud extraction to include graph, geo-location, text analytics
- Ingestion and analysis capabilities for computer hard drives (E01)
- Ingestion, Analysis and comparative analysis of Call Data Records (CDR) against all Cellebrite UFD and UFDR files
- Ingestion of folders containing data files (Images, Videos, Documents, PSTs, and more)
- Ingestion of compressed containers (TAR, ZIP)
- Fully integrated media analytics (image, video, other) including "auto classification" of all image and video content, specifically the categories and features listed below which are available only from Cellebrite:
    - Drugs, Documents, Money, Screenshots, Flags, Tattoos, Vehicles, Faces, Weapons, Nudity, Child Exploitation, Handwritten content, Passports, Credit Cards and Maps.
    - Video Synopsis - Ability to skip to a relevant frame in a video that contains data with any of the categories mentioned above.
    - Custom media categorization – Ability to create custom "auto classification" categories of all image and video content by the user
    - OCR (Optical character recognition) – Ability to performs text extraction from images recognized as documents, screenshots or maps in over 100 languages
- Fully integrated text analytics (documents, instant messages, emails, other) including auto identification of a range of entities within text:
    - Date, Distance, Email, credit card, Latitude/Longitude, Location, Money, Nationality, Organization, Person, Phone number, Product, Religion, Time, Title, URL.
- Link analysis capabilities showing a communication patterns between people in the context of a set filter
- Facial matching and comparative analytics
- Project VIC integration for verification of hash database media
- Intelligence Dashboard showing the following evidentiary fields:
    - Top interactive parties of the subject
    - Most visited location s and most irregular locations
    - Main mobile applications (inclusive of cloud-based apps) used by the subject
    - Digital finger print association
- Full "Person Resolution" capability. This capability allows the automatic classification and merger of information related to a single specific person, from multiple and disparate data sources.
- Ability to search for a single specific person(s), by face, name or alias or contact numbers, across multiple cases and UFD extractions
- Ability to view mutual location data shared between two persons AND the ability to define the timeframe of the location search and geo-area in which the search should be conducted.
- Fully integrated screen shot and report generator capability
- Fully integrated digital whiteboard capability allowing to generate visual links between evidence
- Proactive and contextual guidance for first time uses as well as related tutorials.

Cellebrite Digital intelligence for a safer world

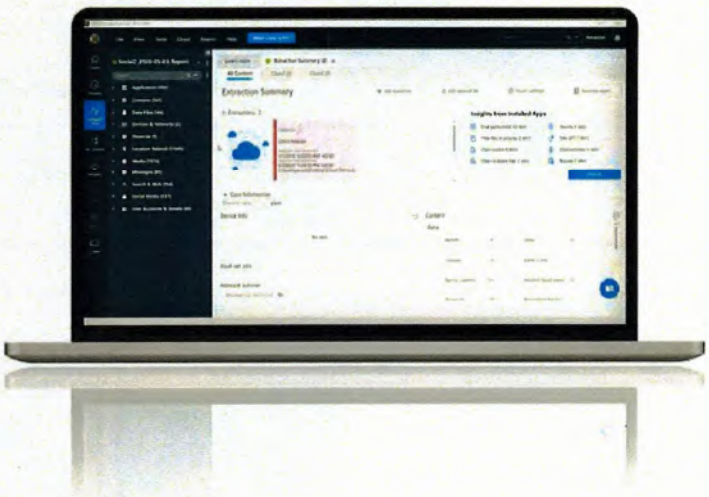
***Note to Agency:** If the Agency currently uses Cellebrite UFED Products, ingestion of the native UFD file format into the Analytics program can only be provided by using the Cellebrite Pathfinder product. Please check with the appropriate representatives from your Agency for more information.

Please feel free to contact Cellebrite with any questions. Sincerely,

Hagit Reuven
VP, Sales Operations

Cellebrite Digital intelligence for a safer world

PRODUCT OVERVIEW



Cellebrite UFED CLOUD

Gain visibility to cloud-based evidence to solve your cases faster

Cloud-based sources and the web represent virtual goldmines of potential evidence as people commonly rely on cloud applications to perform daily activities, and connect, store, and share information. Criminals also exploit digital channels to communicate, organize, and commit crimes, leaving behind "digital footprints" that can be used as incriminating evidence.

Producing timely, defensible evidence from cloud- and web-based data has the potential to not only speed up investigations, but also solves more cases faster. However, acquiring information from private, cloud-service providers, which requires a warrant, can be a lengthy process for time-sensitive cases. And manually scouring public data from social media is often a cumbersome and time-consuming process.

Cellebrite UFED Cloud is a key component in any digital intelligence investigation.

With access to more than 50 cloud data sources, the solution can help agencies analyze data that resides in either a cloud backup or cloud application, which includes a user's profile, digital activity, and locations. But that's not all. When combined with information that resides on the physical device, cloud-based data can help investigators build a detailed timeline of events, bringing together the different pieces of the puzzle needed to expedite case resolution.

UFED Cloud removes the dependency on service providers by enabling access to data sources using tokens extracted from a mobile device or computer, cutting weeks to minutes. Collecting forensically sound, consent-based data is now possible without the need to seize a physical device by using a user's credentials.

With UFED Cloud you can extract, preserve, analyze, and report findings on cloud-based content using a single, user-friendly solution that is tightly integrated with the Cellebrite Digital Intelligence Platform.

UFED Cloud is available as a stand-alone solution or as an add-on capability within the flagship Cellebrite Physical Analyzer solution.

Key Benefits

Acquire crucial details with a forensically sound process

Get Cloud Data Fast

Remove the dependency on service providers to quickly gather private user data, in accordance with due process, by using tokens extracted from digital devices or user credentials provided by the subject.

Access Many Apps

Extract, preserve, analyze, and share findings from cloud-based content available from more than 50 applications and cloud sources.

Access Data Beyond The Device

Get access to data that no longer resides on the physical device by retrieving cloud backups. Collect consent-based data without the need to seize a physical device.

Enhance and share insights to accelerate investigations

Track Digital Activity And Locations

Gain insights into a subject's intentions, interests, and relationships by analyzing posts, likes. and connections. View a user's digital activity and locations from Facebook, iCloud, and Google across multiple devices.

Visualize Data In A Unified Format

Normalize cloud data across different sources in a unified view. Search, filter, tag, and examine data to quickly uncover common connections and correlate critical evidence.

Streamline Your Workflow

Use UFED Cloud as a stand-alone tool connected to the web or consolidate your examination efforts within Cellebrite Physical Analyzer to streamline reporting and collaboration of data.

Specifications	
PC	Windows compatible PC with Intel i5 or compatible running at 1.9 GHz or higher
Operating System	Windows 7 Service Pack 1, Windows 8, 64-bit or Windows 10, 64-bit
Memory (RAM)	Recommended: 16 GB / Minimum: 8 GB
Space Requirements	1.5 GB of free disk space for installation

To learn more about **Cellebrite UFED** Cloud visit: Cellebrite.com