

**CITY OF RIALTO
SOLE SOURCE VENDOR REQUEST**

VENDOR: fusus

ADDRESS: 5550 Triangle Parkway Ste 385, Peachtree Corners, GA

REQUISITION NUMBER:

Check reasons for sole source request:

1. *Proprietary:* The item is held under exclusive title, trademark or copyright by a private person or company; or a proprietary distributorship.
2. *Standardization:* The City requires the item(s) to standardize parts, design quality, etc. (explain in more detail below).
3. *Sole Source:* No other items are known to exist which perform the same function.

2. Describe the product/service:

Fusus is a software management system that offers a common operating platform to allow camera owners the ability to seamlessly share camera locations along with live camera feeds and past recordings.

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

See bullet points on fususCORE, fususONE and fususREGISTRY in attachment.

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

Yes: No:

5. Can your requirements be modified so that competitive products or services may be used? Yes: No:

Please explain:

See first two paragraphs in attachment.

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

Signature: _____ Date: 11/4/19

Approvals:

Department Head _____ Chief Financial Officer: _____

City Administrator _____ Purchasing Manager: Laura Cardenas

Fusus is the only manufacturer that builds a common operating platform that does not require a complete replacement of video cameras, recorders, servers, or network equipment at video sharing locations. As such, the solution is fast and cost efficient to deploy, and requires minimal supervision on the part of the Police Department.

FususONE, the Company's flagship enterprise software management system, is the only platform of its kind on the market and there are no comparable market alternatives that meet the specifications set forth in this letter. Accordingly, the product has met the criteria set by most Nationwide Law Enforcement Agencies for a sole source procurement methodology.

Referenced in this letter are the components of the Fusus ecosystem. These are the (1) fususCORE™, the appliance used for sharing video, (2) fususONE™, the Real-Time Video and Incident Management Platform, and (3) fususRegistry™, the camera registry portal for video location sharing and investigations.

The fususCORE™ offers the following unique capabilities to your Department:

- Encrypted and Secure Tunnel of User selectable video feeds from video sharing locations.
- On-Board Pre-Record of Alerts
- Interoperability with Existing IP Cameras and NVRs/Servers
- Health Monitoring of video sharing sites, and exception alerts for priority video sources
- First Net Interoperability

The fususONE™ platform offers the following unique capabilities to your Department:

- Global map-based GUI of all camera locations, and organizations partnered with the Department for sharing.
- Real-time video accessibility to over 1,000 camera and camera software manufacturers
- CJIS Compliant Cloud Based Management (AWS Gov Cloud)
- Policy-Based Sharing rules engine including a complete chain of custody report of video access by user

The fususREGISTRY™ portal offers the following unique capabilities to your Department:

- A unique web address owned by your Department for Community Camera Registry
- An intuitive map-based camera registry interface that allows camera owners to share camera location, type, and their contact information with the Department, to aid in investigations
- A secure portal for sharing recorded video with the Department, to aid in investigations

This letter documents that Fusus is the sole entity with the authority, access, and ability to provide enhancements, upgrades, and warranty support for its hardware and software products to agencies.



smash silos. fuse communities.

October 21, 2019

Mark Kling
Chief
Rialto Police Department
128 North Willow Avenue
Rialto, California 92376

Dear Chief Kling,

Fusus is the only manufacturer that builds a common operating platform that does not require a complete replacement of video cameras, recorders, servers, or network equipment at video sharing locations. As such, the solution is fast and cost efficient to deploy, and requires minimal supervision on the part of the Police Department.

FususONE, the Company's flagship enterprise software management system, is the only platform of its kind on the market and there are no comparable market alternatives that meet the specifications set forth in this letter. Accordingly, the product has met the criteria set by most Nationwide Law Enforcement Agencies for a sole source procurement methodology.

Referenced in this letter are the components of the Fusus ecosystem. These are the (1) fususCORE™, the appliance used for sharing video, (2) fususONE™, the Real-Time Video and Incident Management Platform, and (3) fususRegistry™, the camera registry portal for video location sharing and investigations.

The fususCORE™ offers the following unique capabilities to your Department:

- Encrypted and Secure Tunnel of User selectable video feeds from video sharing locations.
- On-Board Pre-Record of Alerts
- Interoperability with Existing IP Cameras and NVRs/Servers
- Health Monitoring of video sharing sites, and exception alerts for priority video sources
- First Net Interoperability

The fususONE™ platform offers the following unique capabilities to your Department:

- Global map-based GUI of all camera locations, and organizations partnered with the Department for sharing.
- Real-time video accessibility to over 1,000 camera and camera software manufacturers
- CJS Compliant Cloud Based Management (AWS Gov Cloud)
- Policy-Based Sharing rules engine including a complete chain of custody report of video access by user

The fususREGISTRY™ portal offers the following unique capabilities to your Department:

- A unique web address owned by your Department for Community Camera Registry
- An intuitive map-based camera registry interface that allows camera owners to share camera location, type, and their contact information with the Department, to aid in investigations
- A secure portal for sharing recorded video with the Department, to aid in investigations

This letter documents that Fusus is the sole entity with the authority, access, and ability to provide enhancements, upgrades, and warranty support for its hardware and software products to agencies.

Please contact me at (404) 925-5532 should you have any questions with regard to our products and services.

Sincerely,

Anthony Baldoni

Anthony Baldoni
Chief Operating Officer
Fusus

cc. Engineering Dept., CFO, CEO