

TO: James L. App, City Manager
FROM: Lisa Solomon, Chief of Police
SUBJECT: Electronic Traffic Citation Software / Hardware
DATE: August 2, 2011

NEEDS: For the City Council to consider electronic citation software / hardware to Crossroads Software, Inc. in the amount of \$43,200, and authorizing the Chief of Police to execute associated contract agreements.

FACTS:

1. The Police Department was awarded three (3) federal Justice Assistance Grants (JAG) in 2009 and 2010 totaling \$43,200 for the purchase of front line law enforcement equipment.
2. The City Council previously authorized these grant funds be used to provide police officers with handheld electronic ticketing devices and associated software to increase efficiency and reduce errors when officers issue citations.
3. Purchases exceeding \$10,000 require a competitive bid process by City purchasing rules.
4. On March 22, 2011 the Police Department issued a Request for Proposal (RFP) for electronic citation software / hardware.
5. Crossroads Software Inc. achieved the best ranked score in the rating matrix. Crossroads Software Inc. submitted a bid price of \$40,900 which includes software, hardware, implementation services and maintenance for (3) three years.

ANALYSIS &
CONCLUSION:

The Police Department is pursuing electronic ticketing as a tool to issue citations more efficiently. Officers will use handheld devices to gather driver data from Driver's License via magnetic swipe reader, input violation & court appearance information and then electronically print copy of the citation for the violator. The device reduces data entry errors while allowing for citations to be issued more quickly. Future improvements will allow integration with the Police Department's Records Management System and electronic filing of citations with the court.

Proposals for electronic citation systems were submitted by five (5) companies. These proposals were evaluated based on a combination of factors representing the best overall value to the City for completing the scope of work including: specific selection criteria (see rating matrix attached); results of background and reference checks and proposed cost.

At the conclusion of the evaluation process, Crossroads Software Inc. of Brea California received the highest ranking. Key decision factors included: a) Experience with, and understanding of, California law enforcement agencies; b) Greatest value for scope of work,

specifically providing one site license for all citation units vs. individual license fees; c) Lowest overall annual support fees; d) Responsiveness to RFP specifications; and e) Technical capabilities for future expansion such as traffic collision software programs.

POLICY

REFERENCE: City purchasing policy.

FISCAL

IMPACT: One time cost of \$43,200 from 3 separate Federal Justice Assistance Grants (124-210-5454-136) for the purchase of the electronic citation software / hardware. No General Fund impact.

OPTIONS:

- a. Adopt Resolution No. 11-xxx awarding the bid for purchase, installation and maintenance of electronic citation software / hardware to Crossroads Software, Inc. in the amount of \$43,200, and authorizing the Chief of Police to execute associated contract agreements.
- b. Amend, modify, or reject the above option.

Attachments:

- 1) RFP issued by City
- 2) Electronic Citation RFP Summary and Criteria Rating Matrix
- 3) Crossroads Software Inc. Proposal

Public Notice

REQUEST FOR PROPOSALS (RFP)

For

Police Citation Software and Hardware Purchase

Release Date: Tuesday, March 22 , 2011

Deadline for Submission: Friday, April 22, 2011

Contact person: Captain Robert Burton, Paso Robles Police Department

City of Paso Robles Police Department

900 Park Street
Paso Robles, CA 93446
(805) 227-7520

REQUEST FOR PROPOSALS

FOR

Police Citation Software and Hardware Purchase

RELEASE DATE: Tuesday, March 22, 2011

CLOSING DATE: Friday, April 22, 2011 at 5:00 P.M.
All RFP's must be received by the closing date. Faxed, emailed and postmarked materials will be not accepted.

CONTACT PERSON: Captain Robert Burton
Paso Robles Police Department
805-227-7520
rburton@prcitycom

Police Department, City of Paso Robles
900 Park Street
Paso Robles, CA 93446

Hours: Monday –Friday 8:00AM – 5:00PM

Purpose

The purpose of this Request for Proposals (RFP) is to assist the Paso Robles Police Department in selecting a qualified vendor for supplying a fully paperless citation software and hardware solution for traffic violations with seamless compatibility to interface with our local records management system. This product will be utilized in our Patrol Division which includes nineteen (19) full time patrol officers.

The City

The City of Paso Robles is a community of 29,950 nestled in the coastal mountain range of central California, where the values and riches of the past are interwoven with the future. Located close to mountains, beaches, and deserts, it is home to one of the United States' greatest wine growing areas and a growing number of hot springs resorts. The City of El Paso de Robles was incorporated on March 11, 1889. It is a general law (vs. charter) City with a "Council-Manager" general law form of government. The police department currently employees 30 full-time police officers, 5 part-time police officers and 14 civilian staff members who provide police services using the philosophy of community oriented policing and a strict customer service model in serving the needs of our community.

Project Background

The Paso Robles Police Department is working to implement a fully automated and paperless citation software and hardware solution. This may include growth with biometric technology advances, camera, infra-red scanning, and barcode scanner, and the ability to read out of state license plates. We are looking for a system that has California codes pre-loaded, as well as the geographical database (streets and intersections) also programmed within the software.

The system must have the capability to interface with our current records management system, as it is important to eliminate data entry and redundant work processes within our agency. The new system will need full field search capability and include data reports that all users can easily utilize and manipulate. System integrity shall include the ability to implement different security levels,

Our project goal is to purchase approximately 6 citation hardware devices that will be compatible with the upcoming technology needs for field biometric field identification.

Description of Proposed Software and Hardware Solution

Provide detailed information related to your products and how it will meet the needs of our Department.

Scope of Work

Provide a Statement of Work that reflects how the project goals and deliverables will be achieved. This section describes the performance requirements for City. These are considered to be minimal requirements; vendors are encouraged to identify areas in which their proposal exceeds the requirements.

Electronic Hand-Held Citation Computer / Unit

- 1) 6 - Symbol MC75A Hand-held computers/units.
- 2) 6 - Symbol MC75A Charger/Cradle Kit
- 3) 6 - Optional Symbol MC75A Snap on Mag Stripe Reader
- 4) 6 - Optional Symbol MC75A Snap on Biometric Finger Print Reader, Contact and Contactless Smart Card

Printer

- 1) 6 - Zebra RW 420 Bluetooth Printer
- 2) 6 - Zebra Printer Wall Charger
- 3) 75 - Printer Paper Roll (50 Citations per roll – 36 rolls per case)
- 4) 6 – Optional Zebra RW 420 Bluetooth Printer with Integral Mag Stripe Reader

Secure Digital Memory Card

- 1) 6 - 128MB or above SD memory card for hand-held computer/unit

Citation Software

- 1) Software will allow user to issue a “Notice To Appear” citation from an electronic hand-held citation computer/unit for violations from the California Vehicle Code, California Penal Code, California Health & Safety Code, California Business & Profession Code, the City of Paso Robles City Code and other applicable codes.
- 2) Vendor will design the citation to the specifications of the San Luis Obispo County Superior Court electronic filing standard and Judicial Council of California. This will include citation layout, citation language, court information, citation numbers, input fields and any other requirements dictated by the San Luis Obispo County Superior Court electronic filing standard and Judicial Council of California.
- 3) Vendor will comply with all citation filing requirements from the San Luis Obispo County Superior Court electronic filing standard to ensure Paso Robles Police Department moves from

electronic hard-copy filing to a paper-less, electronic filing process with the San Luis Obispo County Superior Court.

4) Vendor will ensure that citations will be printed via wireless technology through the Zebra RW 420 printer.

5) Vendor will ensure that mag stripe reader on Zebra RW 420 printer will transmit data via wireless technology to the electronic hand-held citation computer/unit.

6) Vendor will provide software and assistance that will allow citations issued from an electronic hand-held citation computer/unit to be transferred or synchronized to a database on the City of Paso Robles's network that will hold, sort and recall citation information.

7) Vendor will provide software and assistance that will electronically export citation information from the City of Paso Robles's database and deliver the citation information for traffic violation filing to the San Luis Obispo County Superior Court.

8) Vendor will work with the City of Paso Robles's information technology staff to ensure citation information generated from an electronic hand-held citation computer/unit is also transferred into the police department's current Record Management System (RMS).

Training

1) Vendor will provide training for their electronic hand-held citation computer/unit and related software for the entire Traffic Services Unit, Information Technology Staff and any other designated City of Paso Robles staff.

2) Training for field personnel will include vehicle stop scenarios, inputting & issuance of citations, and transferring or synchronizing citation information from the electronic hand-held citation computer/unit with the City of Paso Robles network or vendor's dedicated software.

3) Training for information technology and administrative staff will include transferring or synchronizing citation information from the electronic hand-held computer/unit to the City's network, police department's RMS system and San Luis Obispo County Superior Court systems.

Maintenance and Support

1) 2-Years Maintenance and support.

Future Expansion

It is the intent of the Agency to procure a system that not only meets the functional requirements outlined in this RFP, but will continue to meet the growing needs of the Agency. Please describe the upgradeability of your system for future growth.

Vendor Qualifications

Support staff may need to pass a background check prior to performing any work under contract for the City.

Proposal Format

As part of your response, you must present satisfactory evidence indicating your ability to meet the scope of work as detailed in this RFP. To this end, your response must be prepared in the following format and contain the requested information.

Proposals should be typed and should be: 1) as brief as possible; and, 2) should not include any unnecessary promotional material. Restrict proposal to no more than 30 pages total, including all responses, reference work, and information about the firm and individuals assigned to the project.

For ease of handling, it is requested that standard 8-1/2" x 11" paper be used with the simplest possible method of fastening (except that paper clips and binder clips shall not be used), considering the size of the proposal. Drawings are not limited to the 8-1/2" x 11" size.

1) Cover Letter

- a) Include the name, address and telephone number of your company.

2) Company Overview

- a) If appropriate, the names, business address and telephone number of your company's officers, directors and associates and the names and addresses of any parent or subsidiary of your company. Your information should describe the nature of the work and the line of authority of these individuals and/or companies as they relate to this RFP.
- b) Names and qualifications of outside consultants and associates that will be employed to assist on work performed as a result of the RFP.

3) Relevant Experience

- a) Your current and past experience as it relates to citation hardware and software.
- b) A minimum of three related business references, including names, addresses and phone numbers plus a description of service you performed for them.

4) Project Pricing

Please provide pricing including any ongoing cost plus any other cost associated with warranty and monthly/yearly maintenance fees. Hardware quote should be for 6 hardware devices and printers and include a cost breakdown of all extra parts or added equipment based on the above information. Additionally, prices for services, training, accessories (such as paper, ink) installation, etc. should be specific and broken down in detail within the quote.

5) Description of Proposed Software and Hardware Solution

Provide detailed information on your products and how it will meet the needs of our Department.

6) Project Approach

Provide a statement of the project and describe your development process or execution plan (project stages, milestones, and deliverables). Include quality control and testing processes and criteria, and a general timeline (number of days to complete the project). Also includes specifics on the hardware specifications and why you have selected the hardware quoted..

If your proposal is not in the above format or does not include all of the above items, it may be deemed non-responsive.

Evaluation Criteria

Based upon the responses to the RFP, the most qualified companies may be interviewed. The successful company will be required to enter into a contract with the City, including insurance/indemnity requirements. Please see the Service Agreement in Attachment A.

The selection process, including the interview, will focus on:

1. Ability to provide world class customer service;
2. Clarity of proposal, completeness and inclusion of requested information;
3. Technical capabilities;
4. Reference checks;
5. Professional nature of firm;
6. Demonstrated municipal government experience;
7. Ability to present materials that can be understood by technical and non-technical staff;
8. Qualifications and experience of the firm and staff assigned to provide support;
9. Past performance and level of support of the firm;
10. Professional standing and financial stability of the firm;
11. Feasibility of the proposal(s) based upon the proposed scope of service; and
12. Cost effectiveness.

Local City of Paso Robles based firms will receive preference per the City's purchasing policy. However, all interested parties are encouraged to submit proposals as award is not based solely on lowest cost proposal submitted. Total cost will be taken into consideration, but the firm's capabilities, competence and capacity will be considered as well. The City reserves the right to choose the overall best firm according to the City's criteria. The City of Paso Robles, and its designated representatives, shall be the sole judge of its own best interest, the proposal, and the resulting negotiated agreement. The City's decisions will be final.

Key Action Dates/Timeline

Release of RFP: Tuesday, March 22, 2011

Deadline for Receipt of Questions: Tuesday, April 5, 2011

Deadline for Receipt of Proposal: Friday, April 22, 2011

Anticipated Contract Award Date: Tuesday, May 17, 2011

General Terms & Conditions

Limitation: The Request for Proposals (RFP) does not commit the City of Paso Robles (City) to award a contract, to pay any cost incurred in the preparation of the firm's RFP response or to procure or contract for services or supplies. The City reserves the right to accept or reject any or all RFP responses received as a result of this request, to negotiate with all qualified sources or to cancel all or part of this RFP.

Award: The firm/entity selected may be required to participate in negotiations and to submit such revisions of their proposals as may result from negotiations. The City reserves the right to award a contract/select a service provider without discussion based upon the initial proposals.

Indemnification and Insurance: The consultant shall agree to the indemnification in **Attachment A** and maintain in full force and effect the insurance as outlined in **Attachment A**. The City reserves the right to waive or modify such insurance coverage. However, consultants meeting the insurance requirements will receive greater consideration during the selection procedure. All insurance shall be evidenced by a Certificate of Insurance and endorsement, acceptable to the Risk Manager, prior to execution of a contract. The consultant shall state their ability to meet the City's insurance requirements within their submittal.

Signature: The consultant's RFP response shall provide the following information: name, title, address and telephone number of individuals with authority to bind the service provider and also who may be contacted during the period of proposal evaluation.

Submission Instructions

One (1) copy (paper) of the proposal shall be submitted. Please label the proposal "**Request for Proposal: RFP**". Proposals must be submitted via mail, courier, or in person. No faxed, emailed or postmarked submittals will be accepted. Sealed proposals should be delivered/mailed to:

**City of Paso Robles
Attn: City Clerk
1000 Spring Street
Paso Robles, CA 93446**

All bid proposals shall be plainly **marked on the envelope:** "Bid proposal for Police Citation Software and Hardware Purchase – Bid Opening April 22, 2011 at 5:00 PM"

Proposals are due by Friday, April 22, 2011 at 5:00 P.M. *All RFP's must be received by the closing date and time.*

Proposers shall place in a separate envelope clearly identified as "confidential" all financial statements, copyrighted material, trade secrets, or other proprietary information that it asserts is exempt from disclosure under the Public Records Act.

Late proposals will not be accepted.

Attachments: Attachment A – Standard Indemnification and Insurance Requirements

Attachment A
Standard Indemnification and Insurance Requirements

Indemnification

Consultant shall indemnify, defend and hold harmless City, and any and all of its employees, officials and agents (the “Indemnitees”) from and against any liability (including liability for claims, suits, actions, arbitration proceedings, administrative proceedings, regulatory proceedings, losses, expenses or costs of any kind, whether actual, alleged or threatened, including attorneys fees and costs, court costs, interest, defense costs, and expert witness fees), where the same arise out of, are a consequence of, or are in any way attributable to, in whole or in part, the performance of this Agreement by Consultant or by any individual or entity for which Consultant is legally liable, including but not limited to officers, agents, employees or subcontractors of Consultant.

Insurance

Consultant shall, at all times during the term of this Agreement, maintain and keep in full force and effect, the following policies of insurance with minimum limits as indicated below and issued by insurers with A.M. Best ratings of no less than A-:VI.

Commercial general liability at least as broad as ISO CG 0001 (per occurrence)	\$1,000,000
(general aggregate)	\$2,000,000
Professional Liability	\$1,000,000
Workers’ Compensation	Statutory

All insurance required in this section shall apply on a primary basis. Consultant agrees that it will not cancel or reduce said coverage. Consultant agrees that if it does not keep the aforesaid insurance in full force an effect City may either immediately terminate this Agreement or, if insurance is available at a reasonable cost, City may take out the necessary insurance and pay, at Consultant’s expense, the premium thereon.

At all times during the term of this Agreement, Consultant shall maintain on file with City a certificate of insurance, in a form acceptable to the City, showing that the aforesaid policies are in effect in the required amounts. The general liability policy shall contain or be endorsed to contain a provision including Indemnitees as additional insureds. Consultant shall promptly file with the City such certificate or certificates and endorsements if applicable. Coverage for the additional insureds shall apply to the fullest extent permitted by law.

All insurance coverage and limits provided by Consultant and available or applicable to this Agreement are intended to apply to the full extent of the policies. Nothing contained in this Agreement limits the application of such insurance coverage.

Electronic Citation RFP Summary

Company	Cost	Co. Res.	Govt. Exp.	Qualification	Resp. to RFP	Support	Instruction	Feasibility
Crossroads	40,915.70	6 Emp.	32 = CA	19 Years	1	B/H (WC)	1	1
Company Location Brea, CA								
Total Agencies 13 Nevada Agencies (including NVHP) / T/C System for over 400 agencies in US, 190 PD's in CA								
Operating System Microsoft Windows Mobile Operating System								
Software Total 19,900.00 (Site License)								
Hardware Total 16,164.20 (Motorola MC75A/Charger/8GB Memory Card/Zebra RW420/Charger/72 Rolls Printer Paper * Quote includes Motorola 3 yr Additional Warranty @ 1,951.50 * ** Optional Handheld = Motorola MC75A with Air Card = 1,799.00 vs 1,495.00 (+1,824.00) **								
Implementation Total 900.00								
Support Total (2 Yrs) 2000.00								
Annual Maintenance 1000.00								
Optional Costs Mag Stripe Reader = 1,050.00 / Biometric Reader = 2,394.00								
Project Schedule 4 Weeks								
Features: Modular design for future upgrades / Officer Name & ID are automatic entry / "Ticket Books" are issued for each officer to ensure sequential citation numbers / username & ID for security / Company has T/C, DUI & FI Card solutions for possible future system expansion / Citation Correction system for desktop use / Changes regarding violations, court dates, etc. can be made in-house or by vendor / Citation re-prints can be made from desktop / Does not compute age calculations of offender (juv. vs adult) / Written notes & diagrams, however; no verbal notes / S Jacinto PD changed to Crossroads from APS due to more robust reports								

Company	Cost	Co. Res.	Govt. Exp.	Qualification	Resp. to RFP	Support	Instruction	Feasibility
APS	43,882.00	60+ Emp.	20+ = CA	10 years	1	B/H & 24/7	1	1
Company Location Deerfield Beach, FL (Owned by Trimble Navigation Ltd.)								
Total Agencies 750 - FL / WA / AZ / IL / MN - Contracts awarded to CHP & S. Bernardino SO								
Operating System Microsoft Windows Mobile Operating System								
Software Total 16,694.00 (Individual Unit License)								
Hardware Total 18,111.00 (Motorola MC75A/Charger/128MB> Memory Card/Zebra RW420/Charger/108 Rolls Printer Paper) * Quote includes Motorola 3 yr Additional Warranty @ 1,734.00 * Zebra 3 yr Additional Warranty Available @ 1,110.00								
Implementation Total 2,335.00								
Support Total (2 Yrs) 5,008.00								
Annual Maintenance 2504.00								
Optional Costs Mag Stripe Reader = 1,308.00 / Biometric Reader = 3,300.00								
Project Schedule 9 Weeks								
Features: Can be used on MDC / Company has a T/C, DUI, Tow, parking citation solutions for possible future system expansion / Computes age calculations of offender (juv. vs adult) / All changes regarding violations, court dates, etc. are made by vendor / Citation re-prints must be made from individual handheld units								

Company	Cost	Co. Res.	Govt. Exp.	Qualification	Resp. to RFP	Support	Instruction	Feasibility
iNet, Inc.	26,360.00	10 Emp.	?	12 Years	5	B/H (WC)	2	5
Company Location Santa Barbara, CA								
Total Agencies								
Operating System Windows Mobile 5.0								
Software Total 3,800.00 (Annual Licensing)								
Hardware Total 21,360.00 (Palm Treo Pro/Zebra MZ220)								
Implementation Total 1,200.00								
Support Total (2 Yrs)								
Annual Maintenance								
Optional Costs								
Project Schedule 4 – 8 Weeks								
Features: This is a Parking Citation system (parq Intelligent Parking) and does not appear to produce a standard "Notice to Appear." Proposal did not address "Future Expansion" options								

Company	Cost	Co. Res.	Govt. Exp.	Qualification	Resp. to RFP	Support	Instruction	Feasibility
Mobizent	51,351.50	28 Emp.	1 = CA	2 Years	3	B/H & 24/7	2	4
Company Location Edison, NJ								
Total Agencies San Jose PD – NYC Agencies								
Operating System Microsoft Windows Mobile Operating System								
Software Total 11,500.00								
Hardware Total 28,317.50 (Motorola MC75A/Charger/128MB Memory Card/Zebra RW420/Charger/75 Rolls Printer Paper) * Motorola 3 yr Additional Warranty Available @ 2,980.00 * Zebra 2 yr Additional Warranty Available @ 1,860.00								
Implementation Total 7,950.00								
Support Total (2 Yrs) 3,584.00								
Annual Maintenance 1,792.00								
Optional Costs Mag Stripe Reader = 1,060.00 / Biometric Reader = 2,545.68								
Project Schedule 8 Weeks								
Features: "independent system architect that matches the best available product & service solutions to client requirements." / Software system is "TicketWorks," however; accompanying materials do not describe use and functionality of the software / Company has a T/C, DUI, FI, Tow, parking citation solutions for possible future system expansion								

Company	Cost	Co. Res.	Govt. Exp.	Qualification	Resp. to RFP	Support	Instruction	Feasibility
Saltus	36,793.02	13 Emp.	3 Yrs	1 = CA	2	B/H & 24/7	1	3
Company Location Tulsa, OK								
Total Agencies 9+ = OK / MO / KS / AZ / CA (Port Hueneme PD - Rollout Soon * Signed Contracts - Marina PD & Monterey PD)								
Operating System Microsoft Windows Mobile Operating System								
Software Total 11,500.00 (Individual Unit License)								
Hardware Total 14,953.02								
Implementation Total 6,200.00								
Support Total (2 Yrs) 4,140.00								
Annual Maintenance 2,070.00								
Optional Costs Mag Stripe Reader = 993.00 / Biometric Reader = 3376.50								
Project Schedule 12 Weeks								
Features: Software is "digiTICKET." PHPD had to enter ALL codes, streets, etc. into spreadsheet for Saltus - Port Hueneme to "go live" in one week / Company is focused ONLY on electronic citations and does not have a T/C solution for possible future system expansion. RFP documents did not address the "Future Expansion" requirement / System can capture fingerprints / Company can remote to handheld units via independent internet or cradle connection for service or upgrade purposes / Allows attachment of photos, voice and text notes for each citation / Citation re-prints can be made from desktop including photos & notes and can be produced in pdf format								

Police Department Electronic Citation RFP Rating Matrix

FIRM	APS	Crossroads	iNet, Inc	Mobizent	Saltus
Cost	1	1	1	3	2
Technical Capabilities	1	1	4	3	1
Financial Stability/Company Resouces	1	2	4	3	3
References / Customer Service	2	1	4	3	2
Municipal Government Experience	1	1	4	3	3
Qualifications and Firm Experience	2	1	4	3	3
Responsive to RFP Requirments	1	1	5	3	2
Access to and Level of Support	2	1	4	4	2
Ability to present materials to technical and non-technical staff	1	1	1	1	1
Feasibility of the Proposal	1	1	5	4	3

AVG. RATING (Low = better)	1.30	1.10	3.60	3.00	2.20
RANK	2	1	5	4	3

City of Paso Robles

Proposal for Handheld Citation System

The screenshot displays a handheld citation system interface with the following fields and sections:

- Violation Date:** 5/25/2006
- Time:** 15:39
- Type:** MISDEMEANOR, TRAFFIC, NON-TRAFFIC
- Report #:** [Empty field]
- First Name:** [Empty field]
- Middle Name:** [Empty field]
- Last Name:** [Empty field]
- Suffix:** [Empty dropdown]
- Address:** [Empty field]
- City State:** [Empty field]
- Zip:** [Empty field]
- CA:** [Dropdown menu]
- Commercial:**
- Hazmat:**
- Owners Responsibility:**
- Year:** [Empty field]
- Style:** [Empty dropdown]
- Make:** [Empty dropdown]
- Model:** [Empty dropdown]
- Color:** [Empty dropdown]
- VIN/VLN:** [Empty dropdown]
- Reg Mon:** [Empty dropdown]
- Insurance:** [Empty dropdown]
- W0100003E** (Vehicle ID)
- SAFE SPEED** (Violation Type)
- Signature:** Without admitting guilt, I promise to appear at the time and place designated. X [Handwritten signature: John Doe]
- Buttons:** FP Scan, Photo, and navigation icons.

CROSSROADS SOFTWARE, Inc.

210 W. Birch Street, Suite 207
Brea, CA 92821

(714) 990-6433
Fax: (714) 990-5628

www.crossroadssoftware.com

April 22, 2011

April 22, 2011

City of Paso Robles Police Department
Captain Robert Burton
900 Park St.
Paso Robles, CA 93446

Captain Burton:

Crossroads Software, Inc. submits this proposal to the City of Paso Robles for a Handheld Citation System. This proposal includes details about our Handheld Citation System, our qualifications, and our experience.

Crossroads Software, Inc. is devoted exclusively to developing software solutions for traffic safety professionals. Over the past nineteen years our firm has led the industry in Windows and GIS-based collision and citation records systems. We have developed a full-featured handheld citation writing system that offers electronic writing and printing of traffic citations in the field. Based on our experience, we are highly qualified for the City of Paso Robles' Handheld Citation System. We have developed and installed handheld citations systems for many agencies in California, including Fresno, Novato, Fremont, Roseville, Brea, Palm Springs, Watsonville, Hawthorne, Ingelwood, Gardena, Hermosa Beach, South Lake Tahoe, Redondo Beach, Santa Monica, La Quinta, San Jacinto, Temecula, Moreno Valley, Rancho Cordova, Folsom, Bakersfield, Manteca, Merced, Lake Elsinore, Beaumont, Pomona, Alameda, Sunnyvale, San Mateo, Oakland, Hemet, Palm Desert, Rialto, Suisun City, Corona, Buellton, and the Los Angeles County Sheriff's Department at Lawndale, Santa Clarita, and West Hollywood. In addition, Crossroads Software, Inc. has developed, customized, and installed collision database systems for over 190 police departments in California.

For the City of Paso Robles, Crossroads Software, Inc. will provide a full-featured, thoroughly tested Handheld Citation System that runs on Microsoft Windows Mobile and that uses handheld computers, portable Bluetooth printers and mag-stripe readers. The System can output all collected citation data into a wide variety of electronic formats for external database management systems and county court systems.

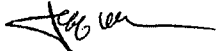
Our Handheld Citation System facilitates data capture, helps reduce errors, offers unique features such as electronic signature capture, and provides "hard-copy" printing on preformatted paper and "soft-copy" citation data for offloading to department databases and county courts. Our Citation System also offers configurable data fields and an overall modular design for future changes. The entire Citation System is designed to reduce the time for data entry, to increase the accuracy of citation writing, and provide user-friendly, cost-effective

tools for records management. In addition, Crossroads Software also offers handheld software modules for collision reporting, and field interview cards.

Crossroads Software, Inc.'s tremendous depth of project experience will ensure that the system provided to the City of Paso Robles meets or exceeds the City's electronic traffic citation needs.

We would like to thank you for inviting us to respond to your RFP, and we look forward to an opportunity to work with you and your staff on this project.

Sincerely,



Jeff Cullen
President

Table of Contents

Company Overview and Qualifications	1
Cost Proposal.....	7
Scope of Services	9
Project Schedule	15

Crossroads Software, Inc. Company Overview

Crossroads Software, Inc. specializes in developing and providing computer software solutions to the traffic safety and traffic engineering professions. From offices located in Brea, California, Crossroads Software, Inc. has designed and implemented software packages for traffic collision and citation database systems, GIS collision and citation mapping systems, radar speed study analysis, traffic counts management, web-based traffic collision analysis, and electronic handheld citation-writing and reporting systems. These software applications are being used by both public and private agencies.

The Crossroads Software Traffic Collision Database System is being used more than 400 agencies in California, Nevada, Washington, New Jersey, Florida, and Arizona and has been customized to suit the individual needs of many of these agencies. The Crossroads Software Handheld Citation System is being used by many police departments in California and has been adopted by the Nevada Highway Patrol, as well as twelve additional Nevada police agencies.

The following briefly describes some of Crossroads Software's recent experience with electronic handheld citation systems and traffic collision systems.

Southbay DUI Task Force – Crossroads Software, Inc. provided a complete electronic handheld citation, collision, and DUI system to a consortium of ten Los Angeles County police departments in the Southbay region in an effort to help Southbay streamline and improve traffic safety and enforcement through efficient and effective traffic data reporting. Using handheld computers, portable printers, integrated mag-stripe readers, thumbprint-capture cards, and digital cameras, Southbay officers write and print citations, take collision reports, and perform DUI arrests. In addition, they sync the handheld devices, offload the traffic records to department workstations, and then upload the data electronically to the Los Angeles County Superior Court. This Handheld Report Writing System provides Southbay officers with easily portable, lightweight, fully integrated devices that reduce the amount of time necessary to write a citation or collision report and help reduce errors. With a more efficient and accurate system, Southbay can manage and analyze traffic collision patterns, DUI problems, and moving violations far more productively than ever, allowing for improvements in safety enforcement, analysis, and records management.

Los Angeles County Sheriff's Department – When the Los Angeles County Sheriff's Department decided it wanted to replace its traditional method for writing, managing, storing, and analyzing traffic collision records, Crossroads Software, Inc. provided its full-featured Traffic Collision Database System. This System, which is being used by forty-two cities and nineteen stations in Los Angeles County, allows County officers and staff to write and input traffic collision records, verify data and street names, edit records, import from and export to external databases, and input and manage citation records. Most of all, the Traffic Collision Database System allows these users to analyze thoroughly collision and citation records, statistics, and patterns through more than ninety queries and reports, including general queries, intersection and mid-block historical reports, intersection diagrams, high incidence reports, collision severity and collision type reports, queries by day and time, queries by month, graphs

and charts, in addition to other features. In addition, the Traffic Collision Database System allows the users to create color-coded, informative GIS maps and plot collision locations, collision patterns, and DUI and citation information. The entire system has helped Los Angeles County streamline its collision and citation record processing (from input to records management) and has provided the tools necessary for understanding collision patterns. Finally, the Sheriff's stations at Lawndale, Santa Clarita, and West Hollywood are also using the Crossroads Software Handheld Citation Writing System. This handheld system allows officers to write and print traffic citations in the field, sync the citations with station desktops, and offload citations to the courts. For Lawndale, Santa Clarita, and West Hollywood, traffic citation writing has become more efficient, and electronic transfer of citations to the courts has reduced data errors and improved efficiency.

State of Nevada – Crossroads Software, Inc. provided a complete handheld traffic citation and collision system to the State of Nevada, including 12 police agencies and the Nevada Highway Patrol. Department officials wanted a more effective and efficient method of writing traffic citations and collision reports in the field using easily portable handheld devices and printers, along with the ability to transmit hard-copy and electronic citations to the courts. Nevada police officers use the handheld devices to write citations and collision reports in the field. The citation and collision forms offer quick, easy data input with drop-down lists, automatic checking of required fields, and a transcriber for easy handwriting. Then the officers print the citations on portable thermal printers that quickly print a full, preformatted citation in a matter of seconds. The citations and collision reports are safely stored on small, digital SD cards. At the end of their shifts, the officers offload the citation and collision data into a records management/database system on department PCs. At police agencies, for example, citations are offloaded to a workstation and are then transmitted electronically to the courts. The Nevada Highway Patrol sends their citations and traffic reports to a statewide data repository known as NCATS, the Nevada Citation and Accident Tracking System. The entire program allows Nevada officers and personnel to write, print, manage, and analyze traffic citation and collision records, reduce errors, and provide valuable and effective information that assists them in safety evaluations and enforcement. Crossroads Software, Inc. was closely involved in the development and design of the new traffic collision report form for the state of Nevada and is a member of the NCATS Traffic Records Committee.

Las Vegas Metropolitan Police Department, NV – As part of the project that Crossroads Software, Inc. was involved in to provide agencies in the State of Nevada with our handheld reporting software, the Las Vegas Metropolitan Police Department has written over 300,000 collision reports on handheld devices over the past eight years. Two Hundred Eighty officers with the Las Vegas Metropolitan Police Department employ our handheld computerized collision software on Motorola MC 75 handhelds and off-load the collision reports to a user-friendly sync program that allows them to view, edit, print, and manage collisions. The advantages of this system over more traditional methods of writing collision reports include: reduction in amount of time to write and process reports; reduction in data errors; greater efficiency, accuracy, and control with collision reporting; and greater ease in modifying or updating existing system data.

The abilities of the Crossroads Software, Inc. project team will allow us to successfully implement the services for the Handheld Citation System project. We have dedicated staff for each phase and section of the project, from a manager who will oversee development and implementation, to skilled software developers who will construct the system, to support, maintenance, and documentation personnel. The project will be structured in distinct phases or sections, which include planning, development, testing, implementation, training, and support.

Crossroads Software, Inc. does not use outside consultants for projects. Handheld hardware is ordered directly through a Motorola Channel Partner.

References

Some Police Departments using the Crossroads Handheld Citation system:

Sunnyvale Police Department
Lt. Jeff Hunter
(408) 730-7157

Fresno Police Department
Sgt. Rick Tucker
(559) 621-5056

Las Vegas Metropolitan Police Department
Officer Chuck Burgess
(702) 828-8528

Temecula Police Department
Cpl. Bryan De Loss
(951) 696-3072

Los Angeles County Sheriff
Deputy Tim Crise
(310) 219-2757

La Quinta Police Department
Sgt. Dave Walton
(760) 863-8728

Rancho Cordova Police Department
Sgt. Ron Brazell
Cell: (916) 606-0887

Merced Police Department
Officer Perry Flowers
(209) 385-4785

Inglewood Police Department
Officer Jeff LaGreek
(310) 412-5288

Manteca Police Department
Sgt. Nick Oblagacion
(209) 239-8401 x1367

Moreno Valley Police Department
Launa Jiminez
(951) 486-6964

San Jacinto Police Department
Deputy Mike Chevalier
(951) 654-2702

Beaumont Police Department
Officer Steve Truong
(951) 769-8500

Watsonville Police Department
Officer Russ Orlandos
(831) 768-3314

Pomona Police Department
Sgt. Christian Hsu
(909) 802-7741

Alameda Police Department
Eddie Dikitanan (I.T. Dept)
(510) 337-8419

Petaluma Police Department
Sgt. Ken Savano
(707) 778-4455

San Mateo Police Department
Sgt. Greg Jacobson
(650) 522-7745

Bakersfield Police Department
Officer Jeff Paglia
(661) 326-3816

Hermosa Beach Police Department
Sgt. Tom Thompson
(310) 318-0308

Palm Desert Police Department
Sgt. John Doyle
(760) 836-1724

Brea Police Department
Cpl. Robert Haefner
(714) 400-4270

Suisun City Police Department
Sgt. Andrew White
(707) 421-6680

Corona Police Department
Officer Jake Westall
(951) 817-5843

Buellton Police Department
Deputy Win Smith
(805) 686-8127

Cost Proposal

For:
Paso Robles Police Department

Crossroads Software
210 W. Birch Street, Suite 207
Brea, CA 92821

Number: CP 11-11

<i>Item No</i>	<i>Item Description</i>	<i>Quantity</i>	<i>Price</i>	<i>Taxable</i>	<i>Amount</i>
1	Citation Software for Handheld	1	\$15,000.00	No	\$15,000.00
3	Court Transmission Software	1	\$2,200.00	No	\$2,200.00
4	Interface to Output Records to RMS System	1	\$1,500.00	No	\$1,500.00
5	Sync Software and Export Software	1	\$1,200.00	No	\$1,200.00
6	Training and Installation (one training session - six hours)	1	\$900.00	No	\$900.00
7	Two Additional Years Maintenance and Support	1	\$2,000.00	No	\$2,000.00
8	Motorola MC75A, GPS WWAN EVDO REVA CDMA, Extended Battery, W/ Air Card	6	\$1,799.00	Yes	\$10,794.00
9	Magnetic Stripe Reader	6	\$175.00	Yes	\$1,050.00
10	MC75A USB Cradle Charger Kit	6	\$125.00	Yes	\$750.00
11	USB Mini Cable	6	\$10.95	Yes	\$65.70
12	SD Memory Card (8GB) for Handheld	6	\$20.00	Yes	\$120.00
13	Motorola Snap On Biometric Fingerprint Reader	6	\$399.00	Yes	\$2,394.00
14	Motorola 3 Year Bronze Comprehensive Coverage Additional Warranty	6	\$325.25	Yes	\$1,951.50

<i>Item No</i>	<i>Item Description</i>	<i>Quantity</i>	<i>Price</i>	<i>Taxable</i>	<i>Amount</i>	
15	Zebra RW 420 Bluetooth Printer WO Mag Stripe Reader	6	\$613.00	Yes	\$3,678.00	
16	Zebra Printer Wall Charger	6	\$65.25	Yes	\$391.50	
17	Printer Paper per roll (50 cites/roll) (36 rolls/case)	72	\$3.00	Yes	\$216.00	
18	Shipping (for hardware)	1	\$149.00	Yes	\$149.00	
					<i>Sub Total</i>	<u>\$44,359.70</u>
					<i>Sales Tax 8.25% on</i>	<u>\$21,559.70</u>
					<i>Total</i>	<u>\$46,138.38</u>

Hardware cost per additional handheld setup (including tax): \$3,823.88

Hardware – Additional Options

Motorola MC75A HH device without Air Card \$1,495.00 ea.

Zebra RW 420 Bluetooth Printer with Mag Stripe Reader \$695.00 ea
(Note that these are not needed if using the Motorola Mag Stripe Readers)

Scope of Services

I. Introduction

Crossroads Software, Inc. will provide a complete Handheld Citation System to the City of Paso Robles. This System will include software for electronic traffic citations, portable printers for printing citations in the field, electronic signature capture, driver license magnetic stripe reading; integration with the police department's records management system, uploading of citations to the county courts, a modular design to allow for future upgrades and modifications, and additional features.

Crossroads Software, Inc. is thoroughly committed to providing a user-friendly system that will improve traffic citation writing in the City of Paso Robles by automating the citation writing process and the electronic reporting and uploading of data into the police department's and the court's records management systems. This Handheld Citation System also improves efficiency, expedites data entry and records management, and enhances data accuracy by reducing data-input errors. With the Handheld Citation System, the City of Paso Robles will be able to move from traditional, paper-based methods of writing citations to a fully electronic method that will increase productivity and enforcement time and allow officers to focus more on traffic enforcement, prevention, and problem analysis.

II. Handheld Citation Software

The Crossroads Handheld Citation System is a full-featured software package that allows users to write electronic citations, to print them in the field, and to offload citations electronically to database management systems and to county courts. This program replaces traditional citation-writing and data-input methods and includes a number of efficient features.

The Crossroads Handheld Citation is based entirely in the .NET framework and provides a number of user-friendly methods for inputting violator and violation information, for capturing signatures, for printing citations, and for syncing citations. The program's main features are discussed in detail below.

Data Capture

The Handheld Citation System works on handheld computers that run the Microsoft Windows Mobile operating system. Each citation is smartly organized into screens that are accessible with the touch of a button: Violator, Driver License, Vehicle, Location, Violation, Officer Info, Court, Signature, and more. The captured fields for each section of the citation consist of text fields for direct data input and of drop-down lists containing all relevant data. These drop-down menus expedite citation writing while reducing errors.

Some of the drop-down menus have their own unique features. For example, in the Location screen, the user can select a primary street from a list of all streets in the city. Once the primary street has been entered, the System will display (in a separate drop-down list) only those streets that cross the primary one, allowing the user to easily select the proper cross street (users also

have the option of inputting streets free-form as well). The system uses the city's street centerline shapefile (GIS map) as the street model in the handheld system.

Automated Entry

Some citation data is fully automated. For example, officers' names and identification numbers are contained within the System and appear on the electronic and printed citations. In addition, the date and time display and print automatically. The System can be configured to check user-specified required data fields.

Data Input with Soft Keyboard

One of the convenient, user-friendly features of the Handheld Citation System is the "Soft Keyboard," which displays a standard keyboard on the screen but also shows users to see what they are entering as they write and allows them to make changes before inputting the data.

Mag-Stripe Reader

The Handheld Citation System allows officers to swipe the mag-stripe of a violator's driver license. All of the driver license information contained within the mag-stripe is automatically entered in the appropriate data fields in the citation. The officer then continues inputting violation, location, and vehicle information.

Bar Code Reader

The Handheld Citation System allows officers to use the Blockbuster barcode reader integrated in the Motorola MC75A handheld. California drivers licenses are now being issued with 2D barcodes and the handheld citation system can efficiently read the license barcode information to quickly capture the information on a drivers license. Eventually, the California DMV will use 2D barcodes on the vehicle registration cards. The Crossroads system can read registration information from the registration 2D card barcodes, which will make the entry of vehicle and registered owner information much more efficient.

Electronic Signature Capture

Once the officer has completed the citation, the violator can sign the citation on the handheld device itself. The signature is electronically captured within the System and will appear on the printed copy of the citation. The signature is not a write-once field; if necessary, the field can be cleared, and the signature can be entered again. The electronic signature is also transferred with all other citation data to the Desktop Handheld Module (which is part of the System). In addition, the signature is encrypted during data transfer.

Violation Codes and Descriptions

The Handheld Citation System contains a complete codes section that provides violation codes and titles that can easily be selected from a drop-down menu. Users first select a violation category, and then select from a list of violations in that category. There's even an additional feature to search the violations by code number. Officers have the option to cite for multiple violations. This entire selection process makes the citation-writing process incredibly efficient.

Because the violation codes and titles are contained in data tables, new codes and titles can be added to the System when necessary.

Finally, the violation section also collects approximate, posted, and vehicle speed information.

Court Date and Time

In addition to the violation, the Handheld Citation System also allows the user to specify a court, as well as a court date and time. The date and time can be selected from a pre-configured drop-down list or can be entered manually. The court names, dates, and times are configurable, so that administrators can set up courts, as well as the number of days out for court appearance dates and times.

Ticket Book

Before officers begin writing citations, they are assigned a Ticket Book on the handheld devices. The Ticket Book technology assigns a specific number of tickets for each shift, assigns users for each device, and, most importantly, creates automated, sequential citation numbers. This technology makes citation writing and management easier and more efficient. Ticket book size, letter prefixes, and minimum threshold for number of cites on each device are fully configurable.

Notes and Sketches

Within the Electronic Citation Management System are a Notes section and a Sketch/Diagram section. In Notes, the user can freely write notes, descriptions, explanations, or anything else relating to the citation. These notes do not appear on the citation itself, but will be transferable from the handheld device to desktop workstations. In Sketch/Diagram, officers can draw a free-form sketch of the incident. To help expedite the sketching, the System includes pre-drawn intersection and roadway types. Like the notes, the sketches do not appear on the citation itself.

Printing Citations

The Handheld Citation System features a mobile printing system so that officers can print completed citations in the field. The handheld device connects to the printer via Bluetooth (a wireless electronic connection), transporting all citation data in a matter of seconds.

The hard-copy citations will be pre-formatted to conform to the city's citation form and data element requirements. The System prints not only the citation number, officer name and ID, violator, license, location, vehicle, violation, and all other citation data, but the violator's signature as well.

Security

The Handheld Citation System uses an authentication process for gaining entry. Users must input a username and officer ID before they can access any part of the System.

III. Database Management and Court Integration Software

At the end of a shift, officers simply sync the handheld device to a desktop workstation to offload the citations. The methodology for offloading the data is simple and direct: users just cradle the handheld device to a cradle that is connected to a department workstation. Then using the Crossroads Sync Software and the Electronic Citations Desktop Module, users transfer the

citations with a click of the mouse. The sync process is automated. The System can export all collected data into a wide variety of electronic formats.

Crossroads Software, Inc. will work directly with the City of Paso Robles to integrate handheld computers and citation data transfer with the Paso Robles Police Department's records management system, the Crossroads Collision Database, and the court's records management system. Citation data will be transferred to the courts in an efficient and automated manner; the Electronic Citations Desktop Module, which is installed on department desktop stations, has functions for exporting to the courts.

The Electronic Citations Desktop Module produces an "exchange file" for use in uploading data to the RMS and court systems. Crossroads Software, Inc. can be flexible in the specification of the file, as well as the mechanics of the upload. The Desktop Module is configured to output files in ASCII text (both character delimited and fixed record length) as well as XML, Dbase, MDB, SQL Loader File, and Excel.

Viewing and Printing Citations

The Electronic Citations Desktop Module allows users to view and print all synced citations. In addition, users can view and print citation submittal records that include essential data for those citations that have been submitted to the courts.

Modifying Data Lists

Because laws and procedures change, the City of Paso Robles might need to make specific changes to the Handheld Citation System. The System provides the ability to change and update specific data lists. For example, the lists of violation codes and descriptions can be changed and updated when necessary. Administrators simply enter the System's desktop application, modify the pre-configured violations list, and then sync the handheld devices to update them.

Queries and Reports

The Handheld Citation System has citation query and reporting capabilities. Tools are provided in the desktop module to query on citation statistics and includes a Citation General Query which allows search capability on nearly any field in the citation.

Security

Within the Electronic Citations Desktop Module, access to citation data can be secured via usernames and passwords, and various levels of access and various features can be assigned to different types of users.

Form Changes

The entire Handheld Citation System has a modular, flexible design, so that changes to the citation form can be made by Crossroads Software, Inc. when necessary. Modifications can be made both to the layout of the form and to the data requirements.

IV. Handheld Citation System Hardware Description

The Crossroads Handheld Citation System operates on electronic handheld computers and portable printers. All of the hardware components, including printers, printer paper, memory mag-stripe readers, and other peripherals can be supplied by Crossroads Software, Inc.

Handheld Units

For the Handheld Citation System, Crossroads Software, Inc. recommends and provides the Motorola Symbol MC75A Wireless Enterprise Digital Assistant (SIRF III GPS, 802.11abg, HSDPA, QWERTY key, Bluetooth, 2D Blockbuster Imager and Camera). These handheld devices also feature color touch screens; are ruggedized for police use and have a battery life of approximately eight to ten hours of continuous use. The Motorola clip-on mag stripe readers are provided for automated capture of the violator driver license information. Optional snap-on biometric fingerprint readers are available for capturing a violator fingerprint with a citation.

Printers

For the printer, Crossroads Software, Inc. will provide a wireless, Bluetooth-enabled portable device, notably the Zebra RW420 series printer. This portable unit uses thermal printing, has a rechargeable battery, allows variable paper widths, has a durable outer housing, and receives data through its wireless Bluetooth connection. The RW420 prints at approximately three inches per second, with print resolutions up to 200dpi. The printer weighs only two pounds, is easy to hold, and measures 6.3 by 6.9 by 3.0 inches.

System Requirements for Desktop Syncing and Database Management

For the syncing application and records management, the System employs a handheld syncing interface program and the Electronic Citations Desktop Module. These programs require a desktop workstation running any version of Microsoft Windows. Minimum system requirements are a 500 MB hard drive, 128 MB of RAM, a 600 MHz processor or better.

V. Training, Support, and Documentation

Crossroads Software, Inc. will provide complete "hands-on" training in citation writing, printing, syncing, and data transfer to RMS systems and the courts. Crossroads Software, Inc. offers technical support, maintenance, and upgrades at no additional charge for one year from the date of installation. Support, maintenance, and upgrades for each additional year are available for an annual fee. The Handheld Citation System and the Electronic Citations Desktop Module have an "auto-update" feature that facilitates updating to the latest versions of the handheld and desktop programs. Updates will be thoroughly tested by Crossroads staff prior to delivery to the City of Paso Robles, and Crossroads Software, Inc. will notify the City of upgrades via email and/or telephone contact.

Standard technical support consists of telephone, email, and online support. The handheld devices are offered with Motorola's Bronze three-year warranty offering comprehensive coverage, while the printers come with a standard one-year warranty.

VI. Subcontractors

Crossroads Software, Inc. has the in-house expertise to successfully complete all projects that we engage in. We do not use subcontractors. Computer hardware is purchased through major companies (Motorola, Zebra) with sufficient resources to provide quality products in the appropriate time frames.

**City of Paso Robles
Handheld Citation System**

PROJECT SCHEDULE

Weeks from notice to proceed:

Project Initiation	0 Weeks
Acquire necessary documents (Paso Robles citation form, officer list, violation code list, court information, traffic court schedules, agency information, establish VPN connection)	1 Week
Establish court coordination for electronic transfer of records	1 week
Acquire handheld hardware	2 Weeks
Installation and first training session	4 Weeks
Go live date with handheld citation	4 Weeks
Total Project Duration:	4 Weeks

RESOLUTION NO. 11-xxx

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF
EL PASO DE ROBLES AUTHORIZING A BID AWARD TO CROSSROADS SOFTWARE, INC. FOR
THE PURCHASE OF LAW ENFORCEMENT ELECTRONIC CITATION SOFTWARE/HARDWARE

WHEREAS, the City Council of El Paso de Robles authorized the purchase of the law enforcement electronic citation software / hardware for the Police Department through an equipment grant awarded by the Federal Justice Assistance Grant (JAG) grant; and

WHEREAS, purchases exceeding \$10,000 require a competitive bid process by City purchasing rules; and

WHEREAS, the City Police Department issued a Request for Proposal (RFP) for electronic citation software/hardware on March 22, 2011 and received several proposals; and

WHEREAS, Crossroads Software, Inc. achieved the best ranked score in the evaluation process and was determined to best meet the requirements of the RFP and needs of the City of Paso Robles; and

NOW, THEREFORE, BE IT HEREBY RESOLVED that the City Council of the City of El Paso de Robles does award the bid for purchase, installation and maintenance of electronic citation software/hardware to Crossroads Software, Inc. in the amount of \$43,200, and authorizes the Chief of Police to execute associated contract agreements.

APPROVED AND ADOPTED by the City Council of the City of El Paso de Robles this 2nd day of August, 2011 by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

Duane Picanco, Mayor

ATTEST:

Caryn Jackson, Deputy City Clerk