

Enter Requisition without Approval - Order Detail

? X

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Order Detail	Line Defaults	Additional Properties	Category Codes		
Order Number	58204	OR	00262	Approval Route Code	6A
Supplier	570021		SENSERA SYSTEMS INC (ACH)	Change Order	003
Ship To	37		POLICE DEPARTMENT	Order Date	11/15/2017
Buyer Number	7		CLAPP DOUG	<u>Header Attachment:</u>	
Hold Code		Blank - Hold Codes: 42/HC			
Retainage %					

Records 1 - 2

Grid Form: Name i

<input type="checkbox"/>	<input checked="" type="checkbox"/> Change Order	Description 1	Description 2	Extended Cost	Fund	Account Number	Last Status	Nex Stat
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Site Watch Camera	C Wagner	5,617.00	100	601000 559999	110	120

9177845

## EXCEPTION TO COMPETITIVE PURCHASING PROCESS "SOLE SOURCE" JUSTIFICATION

PROJECT NAME: Property Crimes Unit Covert Camera

PURCHASE AMOUNT: \$5,617.00

APPROPRIATED BUDGET AMOUNT: \$5,617.00

SCOPE OF SERVICES/MATERIALS TO BE PURCHASED: Sensera Systems covert camera system

SUPPLIER: Sensera Systems, Golden, CO

### EXCEPTION TO THE COMPETITIVE PROCESS RATIONALE PER CITY CODE (check all that apply):

*A contract for materials, professional services or services may be awarded without competition if the Purchasing Agent determines in writing that one (1) or more of the following conditions exists:*

- There exists only one (1) responsible source;*
- Although there exists more than one (1) responsible source, a competitive process cannot reasonably be used or, if used, will result in a substantially higher cost to the City, will otherwise injure the City's financial interests or will substantially impede the City's administrative functions or the delivery of services to the public;*
- A particular material or service is required to maintain interchangeability or compatibility as a part of an existing integrated system;*
- A particular material, professional service or service is required in order to standardize or maintain standardization for the purpose of reducing financial investment or simplifying administration;*
- The material is perishable;*
- The material qualifies as an object of fine art;*
- A particular material is required to match materials in use, so as to produce visual harmony;*
- A particular material is required to enable use by a specific individual;*
- A particular material is prescribed by a professional advisor;*
- The material, professional service or service is the subject of a change order.*

### BACKGROUND/JUSTIFICATION (Attach Supporting Documentation):

- Attach quote (Required)*

Provide brief justification narrative supporting the reason(s) for the exception(s) to the competitive process selected above.

Sensera Systems is a local company and the only one of its kind that manufactures and maintains their systems in house. They produce an all in one system that meets ALL of the needs of PCU. The system is designed to work as one without the concern of system failures. This company acts as the sole provider for cellular set-up and suspension. This company produces a covert camera system that is both small and quickly deployed. This system has the ability to power itself, receive an external power source, or use solar power.

**COST/PRICE ANALYSIS (Attach Supporting Documentation):**

Normally competition supports establishment of price reasonableness. When adequate price competition does not exist, the reasonableness of the offered price is determined with a Price or Cost Analysis. Complete Price OR Cost Analysis.

- Price Analysis** – Comparison of quoted price with known indicators of reasonableness without analyzing cost elements (Check all that apply)
  - Consistent with Independent Cost Estimate (ICE);
  - Compare to prices obtained through market research for same or similar items;
  - For services, hourly rates consistent with rates offered in the market for similar level professionals;
  - Unique or innovative process/service/product;
  - Consistent with published price lists;
  - Reviewed analysis of pricing information provided by supplier;
  - Quoted price consistent with previous prices paid (historical);
  - Other: \_\_\_\_\_
- Cost Analysis** – Element-by-element analysis of estimated cost based on supplier's cost or pricing data. Please attach Cost Analysis.

SUBMITTED BY: CLWB

PRINTED: CHRIS WALNER

DEPARTMENT: FCPS Jcu

DATE: 11/29/17

APPROVED BY: P.D. Wood

PRINTED: PAUL D. WOOD

DEPARTMENT MANAGER/SUPERVISOR (Required)

REQUESTING DEPARTMENT HEAD (over \$60,000)

PRINTED: \_\_\_\_\_

BUYER [Signature]

PRINTED: \_\_\_\_\_

PURCHASING DIRECTOR

11/30/17

PRINTED: GERRY PAUL

RESOLUTION BY CITY COUNCIL (over \$200,000)  
Resolution # \_\_\_\_\_ Date Passed: \_\_\_\_\_

Resolution document attached



17301 W Colfax Ave Ste 310  
Golden, CO 80401 USA

# Quote

Date	11/10/2017
Quote #	177771

<b>Bill To Name/Address:</b> Chris Wagner Fort Collins Police Services – Property Crimes Unit P.O. Box 580 Fort Collins, Colorado 80522		<b>Ship To Name/Address:</b> Chris Wagner Fort Collins Police Services – Property Crimes Unit 2221 S. Timberline Rd. Fort Collins, Colorado 80525		
<b>Bill To Phone:</b>	970.416.2751	<b>Ship To Phone:</b>	970.416.2751	
<b>Bill To Email:</b>	CWagner@fcgov.com	<b>Ship To Email:</b>	CWagner@fcgov.com	
<b>Sales Rep</b>	<b>Terms</b>	<b>Project</b>		
Carrie Hunter	Payment Prior To Shipment			
Item Number	Description	Quantity	Price	Amount
SW-P01V-102	SW-P01V SiteWatch Camera with White Illumination plus PIR and Solar Power	1	\$ 5,499.00	\$ 5,499.00
E1-016-001	SW Auxiliary Power Supply	1	\$ 39.00	\$ 39.00
SHGR-SW	Ground Shipping - SW Camera Kit	1	\$ 79.00	\$ 79.00
*service to be purchased at a later date as needed*				
*TAX EXEMPT* TAX ID # 98-04502				

Phone: 303-502-9256 Fax: 888-764-5831  
Email: carrie@senserasytems.com

Sales Tax Rate	0.00%
Sales Tax	\$ -
Total	\$ 5,617.00

All Prices in US Dollars  
Subject to Terms and Conditions (visit [www.senserasytems.com](http://www.senserasytems.com))  
Thank you for your business!

Radius vision publishes pricing on their website for their cameras; yet don't provide all the features we are looking for. Their pricing lists a range of \$6,500-\$9,500 for solar cameras.

<http://radiusvision.com/complete-systems/pricing/>

Eye Trax does not publish and only quotes via request. Their cameras are much more overt and do not contain the same features we need. Their pricing is approximately \$6,600.

<https://www.eyetrax.net/>



**MEMORANDUM**

**TO:** Sergeant Paul Wood, Property Crimes Unit Supervisor

**FROM:** Detective Chris Wagner, Property Crimes Unit

**DATE:** November 10, 2017

**SUBJECT:** Sensera Systems sole source camera proposal

601000.559999  
V 570021  
R 58204  
11-15-17

Sergeant Wood:

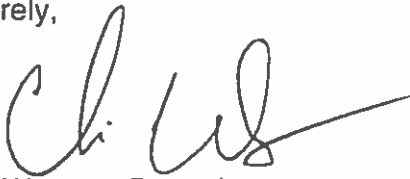
Attached you will find a quote and a sole source letter from Sensera Systems out of Golden, Colorado. This company produces a Wi-Fi and cellular network camera system, which is both rugged and easily deployable for unit specific requirements. This local company manufactures their camera systems and provides follow up service in house. This is the only company who does both. This company produces an all in one product meeting ALL of our needs and requirements. The system provided by them allows us to quickly and easily achieve equipment integration without concern of certain pieces of the system not working with others. Additionally, this company acts as the contact for cellular network set-up rather than having to contact said cell phone network provider to start and stop service. This is a huge benefit as we currently have to do that for another system we have which has proven challenging.

The City of Fort Collins, in various departments is currently a customer of Sensera Systems. City of Fort Collins Operation Services, Park Planning, and Natural Areas all use varying models of Sensera System products. I received feedback from Operation Services Facilities Project Manager Brian Hergott, who said they are currently using six of Sensera's cameras and are happy with the product. Brian even mentioned that on occasion Fort Collins Police Services officers have requested footage from their cameras for investigations.

I have researched other companies who provide similar products. Those companies do not provide an "all in one" package like Sensera Systems. Those companies' products are of lower quality image production (2 megapixels v. 8 megapixels). Additionally, those companies do not provide a live view option as Sensera Systems does.

Based on the information I have researched and information provided by Sensera Systems, it is my recommendation that we purchase one SiteWatch Pro system from them.

Sincerely,

A handwritten signature in black ink, appearing to read "Chris Wagner". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Chris Wagner, Detective

Attachments: sole source letter, quote, product data sheet



November 9, 2017

**Chris Wagner, Detective**  
**Property Crimes Unit**  
**Fort Collins Police Services**  
**P.O. Box 580**  
**2221 S. Timberline Rd.**  
**Fort Collins, Colorado 80525**  
**970.416.2751 (o)**  
**970.221.6639 (f)**  
**cwagner@fcgov.com**

Dear Mr. Wagner:

This is to confirm that Sensera Systems, Inc. is the sole source vendor of the following products and services that are published on our website at: [www.senserasytems.com](http://www.senserasytems.com) and which include:

- MC78V-102 MC78V Camera Kit (includes Solar Panel & Mounting Hardware) (various models)
- MC26V-102 MC26V Camera Kit (includes Solar Panel & Mounting Hardware) (various models)
- SW-P0xy-102 – SiteWatch Pro Camera Systems (various models)
- CS-XU-YC5 (and CS-XU-xCn) – Sensera SiteCloud Service (various service plans)
- AK-X1-001 – Tripod Mounting Kit
- EI-101-001 – Auxiliary Power Supply for MC26/MC78 models

As a result of our investment in innovation we have created a portfolio of intellectual property rights that include:

- Patents (issued and pending)
- Trademarks
- Copyrights

Please let me know any questions about this matter.

Sincerely,

A handwritten signature in black ink, appearing to read "D. Gaw".

David Gaw

CEO

Sensera Systems, Inc.  
17301 W. Colfax Ave Suite 310  
Golden CO 80401  
800-657-0437 ext. 101





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Golden, CO 80401 USA

# Quote

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Thank you for your business!

# SiteWatch™ PRO Series

## Solar Wireless Site Security Camera

### Product Datasheet

#### Flexible Site Security

The **SiteWatch™ PRO Series** is a powerful site surveillance camera system with integrated solar power and cellular communications. The SiteWatch Pro Series is a flexible, fully configurable camera system suitable for a wide range of remote monitoring and security applications. The MultiSense WebApp+Cloud Service provides fully hosted, web-based remote surveillance, event detection and alerting from any PC, phone, or tablet. Alternatively, the system can be used with existing Video Management Software (VMS).

The **SiteWatch™ PRO Series** includes a dual day/night camera system along with long-range PIR based motion detection, and built-in IR or white illumination. The system features built-in edge recording and H.264 video streaming. The MultiSense Cloud Service includes end-to-end connectivity over cellular or WIFI and provides detection event notification and visual alarm verification over email or SMS message. The SiteWatch-Pro Series also offers a unique LiveView feature providing situational awareness monitoring over cellular at lower cost than video streaming.

**PRO Series products are designed for professional configuration and installation and are sold through Authorized System Integrator Partners.**

#### Key Features & Benefits

100% Solar, wireless	No internet/power required. Flexible installation.
Long-range motion detection	Monitor larger areas, configurable ranges
Day and night vision	24/7 operation
High resolution color images	Detailed detection and identification
Motion-based image/video capture.	Real-time visual alarm verification
Notifications via email, SMS	
Live video streaming	Configurable for any application
Video recorder built-in (NVR/DVR)	
LiveView - low-cost continuous site monitoring	
Cellular and WiFi - no hub required	Operate anywhere
Compact, light-weight	One person install, portable
Build-in battery/power/solar system	All-in-one, simple solution
Complete kit - mounting hardware included	
Works with MultiSense Cloud Service	Web-based access from any PC/phone/tablet



Construction Sites



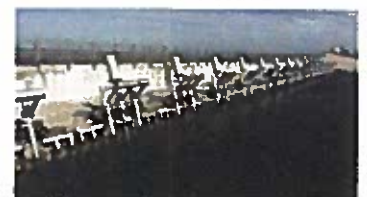
Security & Surveillance



Police & Event Management



Critical Infrastructure



# SiteWatch™ PRO Series

## Technical Specifications



Camera / Video	
Image Sensors	CMOS
Image Resolution (day)	3264x2448 (8MP) to 640x480 (0.3MP) configurable
Image Resolution (night)	1280x960 (1.1MP)
Video Resolution (day)	1280x720 (720p)
Video Resolution (night)	1280x960
Video Compression	H.264
Video Streaming (via MultiSense Cloud Server)	multiple simultaneous H.264/5fps streams
Field of View (Day)	60°(h) x 51°(v)
Motion Detection	
PIR Detector	REDWALL SIP-3020WF
Detection Method	Passive Infrared
Detection Coverage	30x20m (100x65 ft.) (configurable)
Weight	1.2 kg (42 oz)
Sensitivity	Configurable
Masking	Configurable
Illumination	
Illuminator module	Raytec Vario I4 (IR or White)
Illumination angles	60°x25°
Wavelength	850nm (IR) or White
Weight	950g (2.1 lbs)
DVR	
Recording	up to 8MP stills @ 2 per minute or 720p/5fps H.264 video
Storage	64GB (internal)
Retrieval	Retrieve DVR clips via WebApp
Scheduler	Specify hours/day, days/week for recording
Prefetch	Auto-upload of DVR clips on motion event
Interfaces	
Cellular	3G/4G. Certified on major U.S. and Canadian carriers.
WiFi	IEEE 802.11 b/g/n
GPS	Built-in GPS positioning

WebApp+Cloud Service Features	
Live Streaming Video - control and viewing	Browser-based with transcoding and relay
Camera configuration & control	Remotely configure camera, stop/start video stream, day/night imaging, snap still images
DVR Management	Remotely configure DVR, retrieve and view clips
Event notifications	Configure and receive motion events via SMS, email
LiveView management	Configure, view LiveView Imaging
Motion Detection	Remote schedule arm/disarm
Power	
Solar Power Input	18-24VDC with Maximum Power Point Tracking (MPPT)
Solar Panel	35W Monocrystalline
Battery (built-in)	Lithium Iron Phosphate (LiFePO <sub>4</sub> ) battery - provides up to 5 days operation with no sun (typical)
Physical	
Camera Dimensions (not including PIR/LED)	10.75" (W) x 10.25" (D) x 5.0" (H)
Camera Weight	9 lbs.
Environmental	
Operating Temperature	-20°C (-4°F) to +50°C (122°F)
Enclosure Material	Polycarbonate
Encapsulation	Camera: IP67, PIR IP65, LED IP66

Ordering	
SW-P00x-102 (PIR+IR) SW-P01x-102 (PIR+White) SW-P02x-102 (PIR only)	SiteWatch Pro Series Camera Kit. Includes camera, LED, PIR, solar panel, mounting brackets. <i>Requires Cloud Service for operation.</i>
Cloud Service	Cellular and WiFi plans available (multiple carriers)
Accessories Available	Tripod kit, cable lock

Specifications subject to change without notice