SOLE SOURCE AWARD **BID # SS-0404-17**

Subject: ShotSpotter for the Jacksonville Sheriff's office

Department: Jacksonville Sheriff's office

Description of Purchase:
Recommend approval of Sole Source Award to ShotSpotter, Inc., dba SST, Inc. for the ShotSpotter Flex Gunfire Location, Alert and Analysis System for the Jacksonville Sheriff's Office. Total amount of expenditure not to exceed $435,000.00.

Funding for this award is being allocated through Legislative process number 2016-795 to be executed by Purchase Order(s).

Sole Source Award To: ShotSpotter, Inc., dba SST, Inc.

Total Award: $435,000.00 **Requisition #** N/A

Attachments: Sole Source Request; Vendor Sole Source Document

Certification as to Sole Source: Ron Lendvay, Director of Investigation & Homeland Security

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

ANALYST: Steven Burakowski

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN ***DATE***

ACTION OF AWARDING AUTHORITY

DATE: _____

APPROVED_____ **DISAPPROVED** _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

SS-0404-17

SOLE SOURCE/PROPRIETARY REQUEST

Pursuant to the City of Jacksonville Procurement Code § 126.206 & § 126.312, when requesting a purchase from a vendor subject to the referenced sections, please complete this form to justify your request and submit to Procurement with applicable attachments.

REQUESTING AGENCY (DEPT./DIVISION): Jacksonville Sheriff's Office

PROPRIETARY ☐

SOLE SOURCE ☒

FUNDING SOURCE: Pending Legislative process number 2016-795

BRIEF DESCRIPTION OF GOODS/SERVICES:
ShotSpotter Flex Gunfire Location, Alert and Analysis System

AMOUNT OF PROJECT (attach quote): $ 435,000.00

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):
ShotSpotter Flex Gunfire Location, Alert and Analysis System, which includes warranty, repair, maintenance and support services.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED PROPRIETARY/SOLE SOURCE PROVIDER:
There is only one gunshot detection and location system available commercially for law enforcement and it is exclusively offered by SST, Inc. SST, Inc., is the exclusive provider of ShotSpotter Flex, the cloud based, subscription managed service offering which includes warranty, repair, maintenance and support services on all of its systems.

ASSERT THAT YOU HAVE RESEARCHED THE AVAILABILITY OF THE REQUESTED GOODS/SERVICES FROM OTHER SOURCES IN APPLICABLE MARKETS AND HAVE DISCUSSED AND EVALUATED THE SAME WITH COJ'S PROCUREMENT AND EBO DIVISIONS:
The area of Gunshot Detection has been researched and ShotSpotter, Inc., dba SST, Inc. is the only provider of the commercially available Gunshot Detection, Location, Alert and Analysis Solution system.

Submitted by: 1

(Name) **(Title)**

Date:

Requesting Agency's Director's Signature: R. L. Lenhoury

Procurement Division **September, 2008**

Jacksonville Sheriff's Office

Duval County, Florida

Mike Williams, Sheriff

501 E. Bay Street
Jacksonville, FL 32202

To: Gregory Pease
Chief of Procurement

Thru: Bill Clement, CPA
Chief of Budget and Administration

From: Ron Lendvay
Director of Investigation & Homeland Security

Subject: Sole Source Award – ShotSpotter, Inc., dba SST, Inc. Gunshot Detection, Location, Alert and Analysis Solution

Date: January 10, 2017

The Jacksonville Sheriff's Office is requesting a sole source award with ShotSpotter, Inc., dba SST, Inc. for ShotSpotter® Flex™ Gunfire Location, Alert and Analysis System for the period of one (1) year from date of agreement. The not to exceed expenditure amount for the period is $435,000.00. The funding source is being allocated through Legislative process number 2016-795. Attached is the sole source request, the sole source document from ShotSpotter , Inc., dba SST, Inc.and their firm fixed price proposal and services agreement. We are requesting the agreement be processed through the Mayor's office.

Please let me know if you need any additional information.

Sole Source Document 2016

To whom it may concern:

Please accept this letter as information that ShotSpotter, Inc. (d/b/a SST, Inc.) is the sole source vendor of the wide-area "Gunshot Detection, Location, Alert and Analysis Solution" worldwide. This wide-area system uses acoustic sensing technology protected by 32 unique and current patents to identify, discriminate, record and locate gunshots and other explosive events to law enforcement and police departments within seconds of the shots being fired. The sensing is accomplished via multiple networked acoustic sensors deployed over a wide area that communicate registered gunshot and explosion activity back to a central server.

There is currently only one gunshot detection and location system available commercially for law enforcement and it is exclusively offered by SST, Inc. SST, Inc. is the exclusive provider of ShotSpotter Flex℠, the cloud-based, subscription managed service offering which includes warranty, repair, maintenance and support services on all of its systems.

We have been informed that your agency has determined that for such a solution to be beneficial it must have the capabilities listed in this document. SST, Inc. is the only vendor in the world able to deliver these capabilities. Many of these capabilities and techniques are the exclusive intellectual property of SST, Inc.; are patented; and, can only be provided by SST, Inc. and licensed to end users.

- Detect a gunshot in a public place and provide the location of the event (address) and geographical coordinates of the event back to your agency through a qualified reviewed alert and plot the event on a map.
- Provide a short recording of the event for immediate playback.
- Provide the ability to record the event and save all corresponding information in a hosted Microsoft SQL database so it can be forensically examined at a later date with online data retention of 2 years and offline retention of the data for another 5 years.
- The system and the associated 24x7x365 incident review service must be able to distinguish between a gunshot and other similar sounds (fireworks, car backfiring, etc.) and classify these events for a web-based display
- Acoustic sensors must be certified to withstand harsh wind and other demanding climate conditions thus reducing need for constant maintenance.
- The system must have a proven track record of performance in a deployment area of equal to or greater than 2 square miles.
- System must be able to timestamp individual gunshots to 100th of a second utilizing a GPS clock.
- System must have the ability to recreate crime scene (provide location(s) of where individual shots occurred, the time stamping of when each individual shot was fired within 100th of a second, and the audio recording and acoustic waveform signature of the shot(s)).
- The systems data output, including detailed forensic reports, must be court certifiable with current case law supporting its use as forensic evidence.
- Ability to network acoustic sensors together in a Wide Area Network utilizing any/all of the following communication methods (Wireless 900 MHz, Telephone lines, Existing WAN access point, public wireless/cellular carriers).
- The system must have a documented proven track record of helping to reduce gun-related crimes, assisting in arrests, assisting in the confiscation of weapons, used as evidence in court and assisting in the prosecution and conviction of criminals, in the areas where the system is deployed.
- Interface with networked video surveillance cameras for automated control when an event is detected.
- The system must be US Department of Homeland Security (DHS) Safety Act certified and be listed on the DHS Responded Knowledgebase as allowable use for DHS funds.

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Wide-Area Acoustic Surveillance

ShotSpotter Flex℠ uses nondescript acoustic sensors deployed over wide areas (e.g., from one to many square miles). Acoustic analytics classify incoming potential incidents as gunfire, explosions, or other loud sounds. The end result is gunfire alerts that include a pinpoint location that reveal incident severity and situational intelligence. Through its patented technology[1] and methods only SST, Inc. can deploy systems requiring a relatively small number of acoustic sensors to achieve a blanket of coverage over wide areas; fewer sensors results in lower procurement and operating costs.

Situational Intelligence and Forensic Data

ShotSpotter Flex℠ includes a web-based Incident Alert Console that runs on any standard browser based platform, available in both a desktop and mobile operating modes. Incidents are shown as dots on an aerial map image along with the corresponding street address. Maps can also be viewed in street and oblique aerial views. Audio clips are available to field-based commanders as well as responders. The audio provides invaluable situational intelligence while en route to a scene, stationary in a command van, moving in patrol vehicles, or airborne in helicopters.

The ShotSpotter solution captures and stores a precise timestamp plus GPS coordinate for each detected incident and each round of a multi-round gunfire incident. This level of detail has successfully been used in investigations and courtrooms to exonerate contentious officer-involved shootings, corroborate testimony, refute false testimony, and prove the presence of multiple shooters in the absence of physical evidence and/or eyewitnesses.

The ShotSpotter solutions offers the following unique forensic and intelligence data that enhance situational awareness, investigations, and prosecutions:

- Audio clips of each incident from multiple sources that can be exported as standard MP3 files from each participating sensor for sharing with agents, prosecutors, and presentation in court
- Ability to know if the incident involved a single round or multiple rounds of gunfire
- Ability to determine if the incident involved one or multiple shooters
- Ability to infer type(s) of firearm(s) involved in gunfire incidents
- Details of a shooter's path and rate of movement if multiple rounds are fired on-the-move (e.g., drive-by shooting)

Data for Investigative Follow-up, Crime Analysis, CompStat

Only SST, Inc. offers persistent storage of detailed incident information plus reports and analytics to support CompStat and violence suppression operations. SST, Inc. logs every detected incident and associated data in a database for secure and persistent storage. This data can be mined and analyzed to reveal patterns and trends to successfully drive intelligence-based tactical and strategic operations. Standard reports and an industry standard Structured Query Language (SQL) database feed ongoing intelligence with a comprehensive awareness of what is transpiring within specific areas. This data allows agencies to proactively and effectively apply resources when and where they're most needed; justify specific increases in assets and resources; and save costs. Securely stored incident data is invaluable for forensic purposes to support investigative efforts and fortify prosecution cases, especially when complemented with SST, Inc. acoustic and gunfire specialists providing expert testimony. SST, Inc. is the only company which can aggregate gunfire data from over 70 U.S. cities to develop a national gunfire index to identify national trends of gunfire behavior.

[1] The most current list of patents is available online at: http://www.shotspotter.com/patents

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Open API for Interfacing with Complementary Systems and Technologies

Only SST, Inc. includes a simple and open data networking API for interfacing with video surveillance systems, Common Operating Picture systems, and Computer Aided Dispatch (CAD).

Unique Level of Experience and Customer Support

The ShotSpotter gunshot location, alert and analysis solution is the only system of its type to be successfully deployed since 1995 to leading law enforcement agencies across the US, as well as by the Federal Bureau of Investigations and other federal entities. ShotSpotter has been reviewed and certified under the US Department of Homeland Security Safety Act and to our knowledge; no other system of this type has been tested and validated by the US Department of Justice. Many of its customers have directly attributed the following results to the use of ShotSpotter:

- Significant reduction of gun related crimes
- Significant reduction of overall and random gunfire
- Increased number of arrests and gun confiscations
- Conviction of criminals with data available from ShotSpotter

Conclusion

No vendor, other than SST, Inc., possesses the comprehensive, field-proven, and patent-protected product offering, as well as the professional services and support, domain knowledge, expertise, longevity, and customer references. Only SST, Inc. can provide a true wide-area gunshot detection, location, alert and analysis solution, as well as future expansions and ongoing maintenance and support. We have achieved sole source status in every state we operate in.

Based on all of the above factors, the overwhelming majority of our customers as well as the Department of Justice and the Department of Defense have been able to proceed with confidence in sole sourcing our wide-area gunshot location solution and support services.

We are honored to support your efforts to combat gun related crimes and appreciate the opportunity to serve you. If we can answer any questions or provide additional support information, please let us know.

Sincerely,

Ralph Clark
President / CEO
ShotSpotter, Inc.
Phone: 510-794-3158
rclark@shotspotter.com

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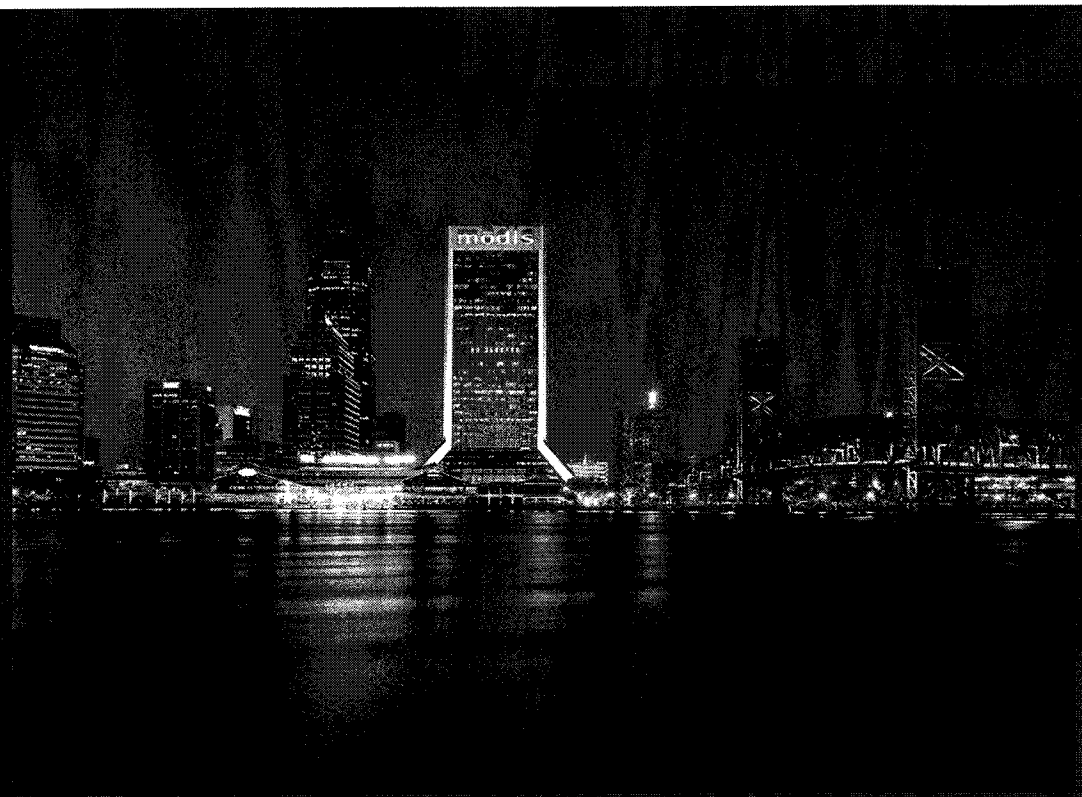

SST™

DETECT • PROTECT • CONNECT

confidential

SHOTSPOTTER® FLEX™

JACKSONVILLE POLICE DEPARTMENT, FLORIDA

Firm Fixed Price Proposal for the Purchase of a ShotSpotter® Flex™ Gunfire Location, Alert and Analysis System

Prospect:	**Jacksonville Police Department, Florida**
Proposal ID:	**JAXFLF01102017**
Date:	**January 10, 2017**
Submitted by:	**Phil Dailly, Director – Southeast Region** **+1.704.470.5501 mobile** **+1.650.887.2106 fax** **phild@ShotSpotter.com**

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SST Introduction and Background

About SST, Inc.

SST was founded in 1995 and with 33 issued patents, and over 90+ successful agency engagements covering over 300 square miles, SST has become the de-facto leader in the development and deployment of wide area acoustic gunshot surveillance systems. Our sensor-based technology detects, locates and alerts on all outdoor urban gunfire on a real time and precise basis. These alerts are then vetted by an acoustic reviewer in our 24/7 Incident Review Center before getting pushed to a customer web accessible laptop or mobile device. The alerts will show a precise dot on a map with the real recording of the actual gunfire event. The situational intelligence advantage and ground truth that our alerts bring to a tactical response provides for enhanced officer safety. At an agency level, it provides for an efficient and effective way to respond to and investigate gun crime.

Our service is delivered as an easily implemented Software as a Service (SaaS) solution requiring no investment in or maintenance of expensive hardware or software. Our contracts are based on an affordable one year subscription agreement providing for maximum flexibility and the de-risking of a ShotSpotter deployment.

Our Core Beliefs

Our inspiration comes from our Principal Founder, Dr. Bob Showen's core belief that technology in its highest and best use should be harnessed for social good. The collective passion of our employees, investors and partners is based on providing a compelling solution and consulting expertise focused on helping reduce gun violence and creating safer more vibrant communities coping with the epidemic of gun violence. We are committed to developing comprehensive, respectful and intimate partnerships with agencies and their respective cities organized around making a positive difference. Today, ShotSpotter is highly regarded as a critical component of a comprehensive gun violence reduction strategy and is playing an active part in making communities safer for our future generations. We aspire to make that both our individual and firm wide legacy.

Our Experience

Our company has had over 20 years of successful experience in designing and deploying ShotSpotter arrays in a number of diverse urban environments with various acoustic and environmental challenges. We have the largest database of gunfire events and other impulsive noise detections on the planet allowing us to continually refine and improve our machine classification techniques. Our data is scientifically sound and used in court cases at both the state and federal levels.

Most importantly, we have over the years, been able to learn alongside our clients, a number of best practices techniques to improve on measurable outcomes and the operational effectiveness of our solution. We take a consultative approach to our client engagements and bring to bear a formal on boarding process and provide comprehensive training and ongoing webinars to advance the state of gun violence abatement.

Our Service and Product Offerings

SST is well known and respected for its gunshot detection solutions that have historically helped police identify, analyze and respond to violent gun crime in urban cities. The ShotSpotter product continues to become a household name in law enforcement agencies across the world. Today, the company has expanded its solution offering to include small area and indoor gunshot detection. This new security solution is focused on K-12 schools, college and university campuses, corporate facilities and other key critical infrastructure that are vulnerable to unpredictable active shooter attacks.

An overview of our suite of services include the following:

- **ShotSpotter® Flex™** – gunfire alerting and analysis of gunfire for local law enforcement agencies in urban areas.
- **ShotSpotter® SiteSecure™** for Critical Infrastructure – physical security designed to detect gunfire attacks on commercial and federal buildings, electrical substations, airports, and large outdoor structures.
- **SST SecureCampus®** – designed to provide indoor and outdoor gunfire coverage at university and school campuses.

About Our Service – ShotSpotter Flex

Real Time Gunfire Data

ShotSpotter Flex helps law enforcement agencies by directing police to the precise location of illegal gunfire incidents. ShotSpotter instantly notifies officers of shootings in progress with real-time data delivered to dispatch centers, patrol cars and even smart phones. Instant alerts enable first responders to aid victims, collect evidence and quickly apprehend armed, dangerous offenders.

ShotSpotter's actionable intelligence can then be used to prevent future crimes by positioning law enforcement when and where crime is likely to occur. Police now possess a scientific barometer of success: smart policing leads to fewer shootings.

Key Features	Key Benefits
• Constant, 360-degree wide-area acoustic surveillance throughout large coverage areas.	• Enhanced situational awareness and officer safety.
• Immediate alerts when no one calls 9-1-1.	• Faster evidence collection and witness identification.
• Precise location including latitude/longitude, street address.	• Court-admissible, detailed forensic reports (DFRs).
• Number and exact time of rounds fired.	• Increased gun crime arrests.
• Identification of fully-automatic or high-capacity weapons.	• Improved community relations and collaboration.
• Identification of multiple shooters.	• Proactive gun crime pattern analysis and strategic deterrence.
• Shooter position, speed and direction of travel.	• No need to buy/manage a complex technology infrastructure.
• Detailed forensic data for investigation, prosecution, analysis.	• Expedited response to shooting victims.
• Easily-accessible single and cumulative historical reports.	• Increased suspect leads, suspect arrests.
• Annual subscription-based service is a hosted cloud-based solution.	• Increased ability to identify homicides and injured victims.

Sensor Platform

Our detection solution is enabled through proprietary special purpose-built sensors that are designed to trigger and time-stamp impulsive acoustic events that spike above ambient noise. When three or more sensors "trigger" the software system is able to triangulate the exact location of the event within 82 feet.

SST designs and deploys a sensor array of typically 15-20 sensors per square mile in order to support a coverage area. Although the company may seek assistance from the city/agency for permissions to mount the sensors, the ownership and maintenance of the sensors is the sole responsibility of SST.

Subscription-based and Software as a Service

SST's cloud-based system is cost effective.

In addition to owning and operating the underlying sensor network, SST also owns and operates the data center infrastructure which provides the 24x7x365 real-time data. Sensors operate on "machine-to-machine" (M2M) data contracts provided by our cellular provider partners. Because SST maintains thousands of live sensor connections with those partners, we achieve per-sensor connectivity savings far beyond what a single agency could negotiate, and we pass those savings along to our customers in the form of a fixed price subscription.

Built-in redundancy eliminates any single point of failure.

SST operates fully redundant data centers on both the East and West Coasts, both of which have doubly-redundant power and HVAC, and triply-redundant Internet connectivity. The company has invested in full data redundancy and backups, as well as offsite backup, and provides a level of 24x7x365 fault tolerant hardware and network uptime that no agency—even the biggest—could afford to procure, let alone maintain, on its own.

Subscription Based

The subscription-based cost structure of ShotSpotter Flex not only makes sophisticated gunshot detection a reality for your agency, it helps you maximize your people by speeding investigations, supporting prosecutions and deploying

patrol officers where and when they're needed most to successfully prevent gun violence.

Annual terms provide the maximum flexibility and reduction of risks as an agency can opt out after the one year term (although we trust our service will provide positive outcomes that you will want to continue to receive).

Incident Review Center

Our 24x7x365 commitment coupled with unparalleled acoustic expertise provides an instant assessment of all incidents, freeing up time that dispatchers and officers would otherwise spend analyzing alerts. We provide the level of data qualification needed to have confidence when dispatching based on alerts. Drawing on their experience, SST experts add critical situational intelligence to alerts, that can help personnel respond more safely and successfully.

After an explosive (or impulsive) sound triggers ShotSpotter sensors that an incident is detected and located, audio from the incident is sent to the SST Incident Review Center via secure, high-speed network connections for real-time qualification. Within seconds, an SST professional reviewer analyzes audio data and recordings to confirm gunfire. The qualified alert is then sent directly to the dispatch center, PSAP, mobile/patrol officers and any other relevant safety or security personnel.

SST's team of expert reviewers has direct experience reviewing thousands of incidents captured by SST systems. Reviewed alerts help law enforcement respond safely and effectively to gunfire by providing:

- Precise location of gunfire, both latitude/longitude and street address.
- Number and exact time of shots fired.
- Shooter position, speed and direction of travel (if moving).
- Faster, more accurate alerts.
- Gunfire incident history and pattern analysis.

SST's incident reviewers hear thousands of gunfire incidents during their training, and each incident is presented to them from the perspective of multiple sensors. SST incident reviewers have reviewed and analyzed more acoustic gunfire incidents, from more perspectives, than quite literally anyone else in the world.

SST's Real-Time Incident Review Center operates 24 hours a day, 365 days a year in a protected and fully redundant environment. Our software provides live chat functionality for immediate communication and assistance when required.

Best Practices and Onboarding Training

The SST Training Team

The Training Team consists of former law enforcement professionals with over 40 years of experience. Our mission is to make the customer as successful as possible. We do this through continued and on-going support to help you learn how to get the most benefit from the services we offer. All the training modules we offer are included in the price of the service, so never hesitate to request training if your agency is in need.

Getting Started

Early in the engagement process, one of our trainers will be assigned to the agency to ensure wide-ranging but consistent training is delivered based on the agency customer's need. While the service is being deployed, we first present to command staff personnel and key identified stakeholders in the service. This Best Practices Presentation is based on knowledge of law enforcement practices and learning from our customer agencies that have been successful with incorporating ShotSpotter services into the fabric of the department. The idea is to get the agency thinking about success and ways to achieve it right from the beginning.

Educational and Best Practices Webinars

To help support you in your deployment process, SST has a number of training webinars to help you get your team trained internally on how to use our products and services. We also offer a series of archived best practices webinars on a variety of law enforcement topics from reducing celebratory gunfire to keeping neighborhoods safer. These webinars are led by our internal SST experts, many of whom have an extensive backgrouond in both public safety and business.

Gunfire Data and Alerts

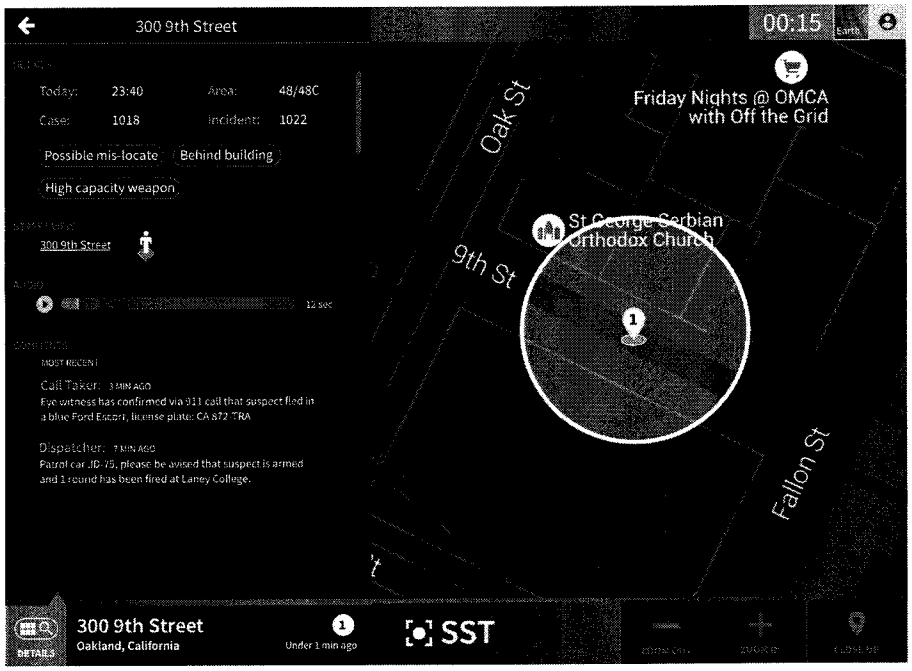
The alerts that are generated by ShotSpotter are delivered in the following forms:

i. Alerts Console

The ShotSpotter Flex Alerts Console is the user interface most often used by Call Takers, Dispatchers, and Patrol Officers in the field. Real-time notifications of gunfire incidents are delivered to this console.

The console provides the type of gunfire (single round, multiple round), a unique identification number (Flex ID number), a date and time of the muzzle blast (trigger time), latitude-longitude of the location of the muzzle blast, nearest address of the location of the muzzle blast, number of shots, direction of travel (moving shooter, multiple rounds), speed of travel (moving shooter, multiple rounds), district identification, and beat identification.

An SST analyst may add other contextual information related to the event such as the possibility of multiple shooters, high capacity weapons, full-automatic weapons, and the shooter's location related to a building (front yard, back yard, street, etc.). An audit trail of the time the alert was published, acknowledged and closed at customer facility is also contained in the report. All notes by Call Takers and Dispatchers are added to the alert are time and date stamped and indicate the operator's identification. For Patrol Officers, an audio clip of the incident is provided with the alert.

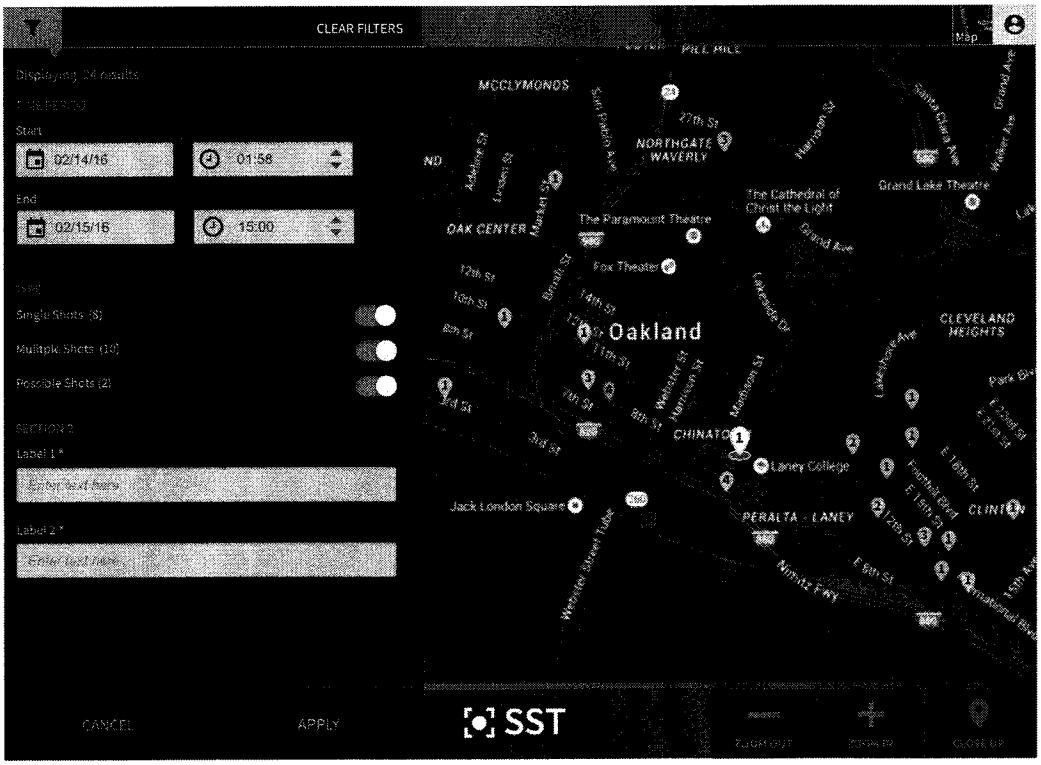


ii. Investigator Portal

All historical incident data in the ShotSpotter Flex database can be viewed, searched, sorted, and filtered using the ShotSpotter Investigator Portal. Reports for single incidents and groups of incidents can be run. Parameters and filter settings may be used to select incidents grouped into a single report. Any predefined reports may be viewed on a monitor, printed, or exported to standard CSV format.

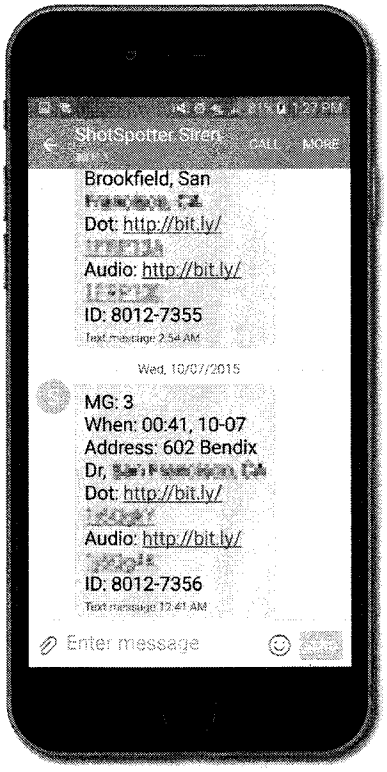
End-users can create their own custom reports or otherwise analyze the data using standard COTS products such as Microsoft SQL Server Report Builder, Crystal Reports, ArcGIS including Spatial Analyst, and any other SQL tools or SQL Server compatible tools. Because the system stores all incident details into an SQL database, generating reports is relatively simple.

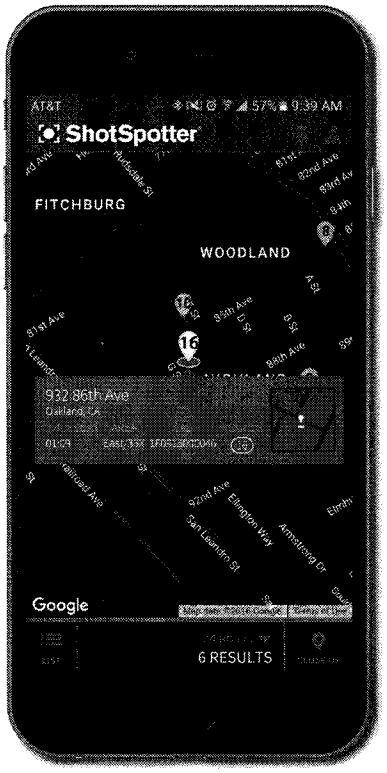
The Investigator Portal also includes the ability to save any audio clip as a standard MP3 file to any recordable media (e.g., CDROM, USB drive).



iii. Mobile Alerts

Real-time gunfire alert data may also be delivered to smartphones and smart watches through email, SMS text messages, or a native smartphone application, available for use on iPhones and Android platforms. The location of gunfire is represented as a dot on a map in addition to the number of rounds fired, including access to the incident audio.





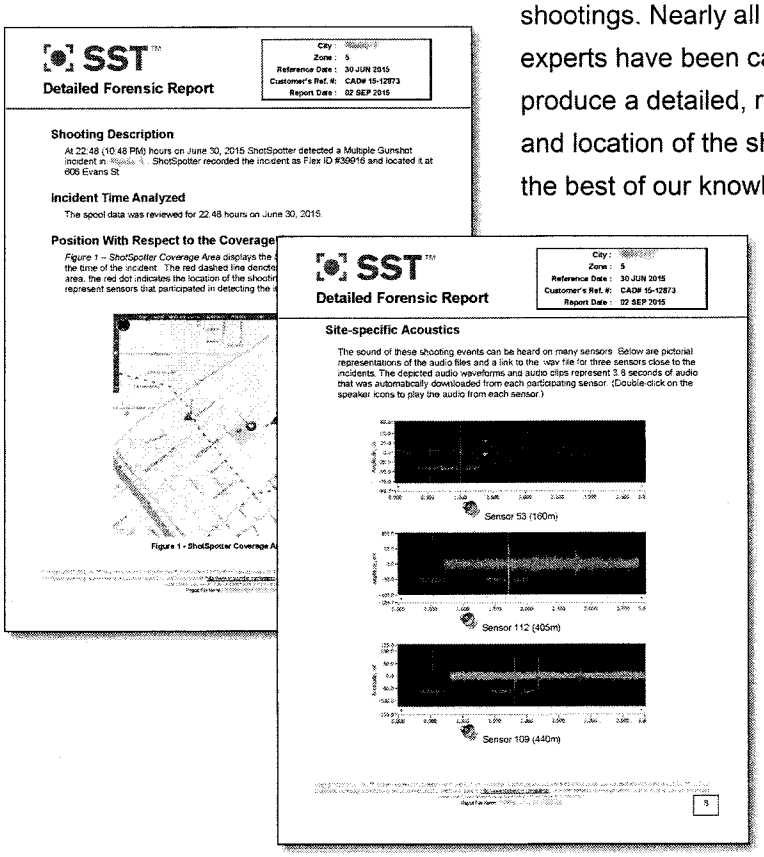
iv. Notification Engine (machine based)

The ShotSpotter Notification Engine Interface permits client applications such as video management systems, Computer-Aided Dispatch (CAD), Records Management Systems (RMS), video analytics, automated license plate number readers (ALPR), camera management systems, crime analysis and statistics packages (including COMPSTAT software), and common operating picture (COP) software to receive accurate, timely, and detailed information about ShotSpotter gunfire alerts, including precise latitude and longitude (geolocation), GPS-synchronized timestamps, incident audio, and situational context provided by the 24x7x365 SST Incident Review Center.

Integration of ShotSpotter data with other systems has already proven successful in cities across the United States. Police in Minneapolis, MN used an earlier version of the ShotSpotter Notification Engine to trigger video recordings of certain key intersections in high crime areas. Soon thereafter, a ShotSpotter alert triggered those cameras to capture the image of a murderer fleeing the scene of a shooting. Similarly, in Boston, MA, police correlate ShotSpotter data with surveillance cameras and parolee ankle bracelet tracking data to maintain 24x7x365 awareness of any parolee who may be violating the terms of parole by committing crimes or consorting with those doing likewise.

v. Forensic Reports & Certified Expert Witness Services

ShotSpotter Flex data is also useful for detailed forensic analysis that helps reveal and clarify what actually occurred during a gunfire incident, including the identification of weapon type (i.e. automatic vs. semi-automatic), the number of rounds fired, the number of shooters involved, and the direction and speed of a shooter-in-motion for drive-by shootings. The audio clips also provide conclusive evidence to prosecutors to allow jurors to directly experience the incident and gain a more detailed firsthand awareness of what are often horrifying moments for the victims. In support of prosecutions, SST offers key members of its staff to provide expert witness testimony to help interpret and clarify crime scene activity derived from the system's data. In addition to predefined and customer-generated reports, ShotSpotter experts can create a detailed forensic report of any single gunfire incident. ShotSpotter detailed forensic reports have helped with many convictions and also to clarify what occurred during officer involved shootings. Nearly all of the criminal proceedings in which its experts have been called to testify, SST has been able to produce a detailed, round-by-round analysis of the timing and location of the shots fired by one or more weapons. To the best of our knowledge, no other acoustic-based gunshot detection system has been accepted in a court of law as providing this kind of forensic evidence.


SST
Detailed Forensic Report

Zone : 5
Reference Date : 30 JUN 2015
Customer's Ref. #: CAD# 15-12873
Report Date : 02 SEP 2015

Shooting Description

At 22:48 (10:48 PM) hours on June 30, 2015 ShotSpotter detected a Multiple Gunshot incident in ... ShotSpotter recorded the incident as Flex ID #39916 and located it at 606 Evans St.

Incident Time Analyzed

The spool data was reviewed for 22:48 hours on June 30, 2015.

Position With Respect to the Coverage

Figure 1 - ShotSpotter Coverage A

SST
Detailed Forensic Report

Zone : 5
Reference Date : 30 JUN 2015
Customer's Ref. #: CAD# 15-12873
Report Date : 02 SEP 2015

Site-specific Acoustics

The sound of these shooting events can be heard on many sensors. Below are pictorial representations of the audio files and a link to the .wav file for three sensors close to the incidents. The depicted audio waveforms and audio clips represent 3.6 seconds of audio that was automatically downloaded from each participating sensor. (Double-click on the speaker icons to play the audio from each sensor.)

Sensor 53 (160m)

Sensor 112 (405m)

Sensor 109 (440m)

In 11 states and in the District of Columbia, ShotSpotter evidence and SST expert witness testimony have been successfully admitted in over 50 court cases. In four of those states (CA,NY,MO,NE), ShotSpotter scientific technique was subject to Kelly (Frye) or Daubert challenges and was found to be admissible.

Customer References

Minneapolis (MN) Police Department
350 South 5th Street, Room 130, Minneapolis, MN 55415-1389
Chief Janeé Harteau (janee.harteau@minneapolismn.gov, 612.673.3559)
Coverage Area: 5 square miles (1 expansion)
2006 to Present

New York City (NY) Police Department
1 Police Plaza, New York, NY 10007
Sergeant Joe Freer (joe.freer@nypd.org, 646.610.8676)
Coverage Area: 15 Square Miles (planning on expansion)
2015 to Present

Kansas City (MO) Police Department
700 Minnesota Avenue, Kansas City, KS 66101
Chief Darryl Forte (darryl.forte@kcpd.org, 816.234.5015)
Commander Scott Caron (scott.caron@kcpd.org, 816.234.5000)
Coverage Area: 4.5 square miles
2012 to Present

Rocky Mount (NC) Police Department
One Government Plaza, Rocky Mount, NC 27801
Lieutenant Ryan Hepler (ryan.hepler@rockymountnc.gov, 252.972.1475)
Coverage Area: 3 square miles
2011 to Present

Additional Services & Support

SST, Inc. ShotSpotter Flex subscription service offering includes the following:

Coverage Area Details:

- Coverage area footprint is determined by customer's needs and requirements.
- SST hosts, secures, monitors and maintains all infrastructure.
- Qualified, reviewed and analyzed gunfire alerts verified by SST acoustic analysts.
- Allocation of Alert Consoles, dispatcher or mobile, is configured at the discretion of the customer.

Data Retention:

- SST guarantees 2 years of alert/incident history (additional years at a fee).
- Stored gunfire incidents and a complete summary report of gunfire and fireworks activity is available for analysis.
    - High-level Summary and Basic Incident Reports
    - Detailed Forensic Reports

Training:

- Comprehensive Onboarding Program tailored to customer's needs.
- Customers are eligible for an in-person training program which include the following:
    - Best Practices
    - Recommended Tailored Training Programs (TTPs)
    - End-user documentation
    - Administrator training
    - Online end-user training

Support:

- Standard customer support includes 24/7 assistance with user account, software interface, tools, features, incident (re)classification and review.
- Investigative and consultative support for gunfire incidents, forensic reports, expert witness services, and integration services.

Customer Requirements:

- Provision network access required to meet SST minimum specifications and requirements (ref "Host and Services Required to Use ShotSpotter Flex Clients" SST FED-72-01) for all computers (PC and MDC) which will access the ShotSpotter Flex Service.
- Run the SST System Profiler (a web-based analyzer) to verify system configuration and network access required for each computer (PC or MDC) which will access the ShotSpotter Flex service.

Coverage Area(s)

Systems are deployed to provide a dome of coverage for one or more specified areas. Each area is bounded by a specific coverage area perimeter. The area(s) to be covered are shown in the aerial map image below, with each coverage area perimeter denoted by a boundary line.The areas outlined in the images are rough estimates of the requested coverage area(s) and are not exact as they cannot be verified with actual acoustic propagation information to determine the precise size(s) of each area (e.g., in square miles or square kilometers). This verification can only be accomplished during the installation process, therefore the shapes may vary. Additionally if there is a discrepancy between the identified area(s) as defined by the square mileage listed in the caption and the area(s) outlined in any aerial image, the size listed in the caption text shall take precedence and be considered the true size and therefore what SST shall maximally deploy.

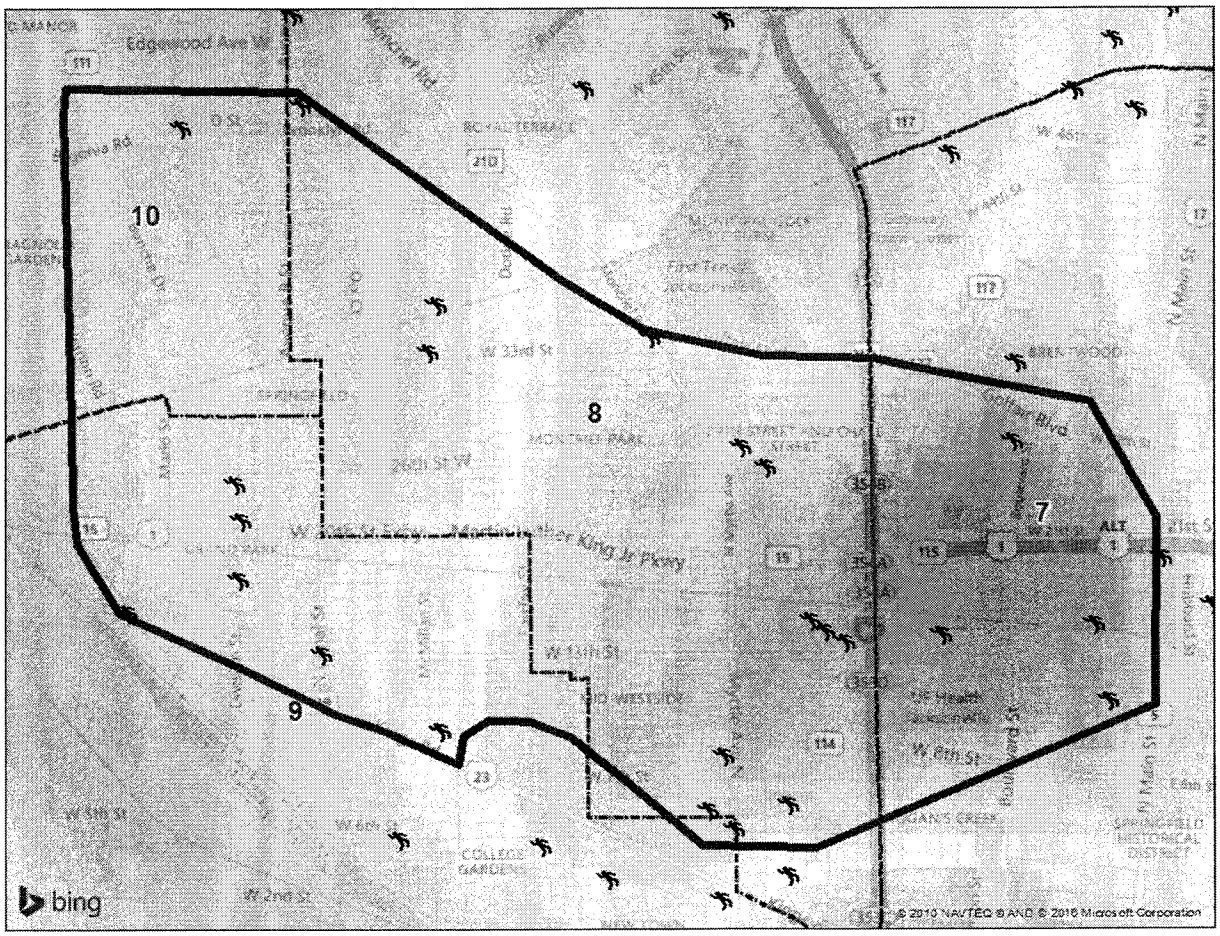


Figure 1: Proposed ShotSpotter Coverage = 5.0 mi²

Analysis

Heat map represent a density of firearm-related calls for service between January 1, 2014 and January 20, 2016 totaling 15,570 city-wide, including 1,752 firearm-related aggravated batteries, and 194 firearm-related homicides (").

The proposed BLUE **5.0 square-mile** boundary above (including portions of **Council Districts 7, 8, 9 & 10**) covers 0.67% of City's (land) jurisdiction, yet represents 10.4% (1,624) of the firearm-related calls, including 17.4% (305) of the firearm-related aggravated batteries, and 13.4% (26) of the firearm-related homicides.

Pricing, Terms and Conditions

The pricing provided is a firm fixed price quote, which remains valid through **March 1, 2017**.

The price as listed herein does not include any state or local taxes. Customer is responsible for notifying SST if the price needs to be adjusted for taxes.

Purchase of Five (5.0) Square Mile Coverage Area

ShotSpotter Hardware including 80 sensors	$ 325,000.00
Installation, High-Wind Mounts, Service Initiation, and Setup	$ 100,000.00
ShotSpotter Software – 1-Year Term License	Included
SST GO Program Onboarding, Training, and Best Practices Support	$ 10,000.00
Total	**$ 435,000.00**

Annual ShotSpotter Software License Renewal

ShotSpotter Software – 1-Year Term License Renewal	$ 325,000.00
Total Annual Fee	**$ 325,000.00**

Payment Terms

Payment for the hardware, installation, service initiation, setup, training, and all optional service fees shall be as follows:

- 50% due upon execution of agreement
- 50% due upon ShotSpotter Flex℠ "live" status

Detailed Flex Service Agreement (See Attached Exhibit)

The attached ShotSpotter Flex Service Agreement is incorporated herein by reference and constitutes an integral part of this proposal. Unless specifically so-stated above, should there be any question of precedence between the exhibit and this proposal, then the exhibit, a single consolidated document shall be superior to the proposal itself.

Agreement

IN WITNESS THEREOF, the parties have caused this Agreement to be executed by their duly authorized representatives on the date(s) shown below.

ShotSpotter, Inc.	**City of Jacksonville**
By:	By:
(Authorized Signature)	(Authorized Signature)
Name:	Name:
Title:	Title:
Date:	Date:

SST, Inc.
7979 Gateway Blvd, Suite 210
Newark, California 94560
+1.888.274.6877
info@ShotSpotter.com
www.ShotSpotter.com

SERVICES AGREEMENT

ShotSpotter® Flex℠

confidential

SST™

SST, Inc.
7979 Gateway Blvd, Suite 210
Newark, California 94560
+1.888.274.6877
info@ShotSpotter.com
www.ShotSpotter.com

SST, Inc. (also "ShotSpotter," "we," "us," or "our") and the end-user customer (also "Customer," "you" or "your") agree to the following Services and License Agreement and General Terms and Conditions (hereinafter, "Agreement").

The following Agreement is an essential part of the "Purchase Documents" (which term shall include this Agreement and all executed proposals and purchase orders, together with all attachments and appendices) under which you purchase ShotSpotter Gunshot Location services identified in the Purchase Documents and described herein ("Service"). Your access, or use of any part of the Service (and/or signature on the purchase order and/or agreement) shall constitute your representation that you have read all the terms and conditions of this Agreement, and your acceptance of them as an integral part of the Agreement and your purchase or order of the Service. If you do not agree to be bound by these terms and conditions, do not access or use any part of the Service.

1. SERVICES

In consideration of the parties' mutual undertakings set forth in the Purchase Documents and in this Agreement, you and we agree as follows:

For purposes of this Agreement, the Service shall consist of (i) providing access by the Customer to Reviewed Alerts delivered via a password-protected internet portal ("Alert Console") and user interface supplied by SST (together the Alert Console and interface shall be called the "Software") (ii) providing access to historical Reviewed Alerts and incident information via the Software; and (iii) other services as specified in the Purchase Documents.

Reviewed Alerts consist of data for gunfire incidents, detected by the ShotSpotter Gunshot Location System and reviewed by a SST incident reviewer employee (see Exhibit A).

SST will install or convert the ShotSpotter Gunshot Location System in the coverage area specified in the Purchase Document. SST will host the Service and may update the functionality and Software of the Service from time to time in its sole discretion and in accordance with this Agreement.

Except in the circumstances where a system has been previously purchased and is being converted, SST shall retain ownership of, and all rights to, all components of the ShotSpotter Gunshot Location System, including hardware components, Software and firmware. Under this Agreement the Customer is only licensing rights to access the incident information detected by the ShotSpotter Gunshot Location System.

2. LICENSE

The following sets forth the terms and conditions of your non-exclusive, non-transferable and terminable license to use the Service and Data (as those terms are defined herein).

This License creates important legal rights and obligations, so please read it carefully before using the Service. This License constitutes an offer by us to you. **By manifesting electronically**

your assent to these terms, using the service, or by issuing a purchase order or signing a purchase agreement, you agree to be bound by the terms and conditions of this license. If you do not agree to be bound by the terms of this License, do not issue or execute a Purchase Document, or use the Service.

A. RIGHTS IN DATA.

All Data created, generated, modified, compiled, stored, kept or displayed by SST through the Subscription Service in the course of providing the Subscription Service and related Services to Customer, remains the sole and exclusive property of SST . Subject to subparagraph (ii) below, SST expressly reserves the rights to copy, publish, display, adapt, modify, translate, perform publicly, make works derived from, transfer, sell, offer for sale, and to use any and all Data for any purpose. Notwithstanding the foregoing sentence and although SST owns the Data with respect to the Subscription Service, SST will provide reasonable notice if any Data to be released is specific forensic or law enforcement sensitive incident information – For discussion that may pertain to any active investigation or prosecution. At no time, either in a non-exclusive or exclusive data ownership, does SST release, sell, license, or otherwise distribute the gunfire alert Data to the press or media without the prior express consent, which shall not be unreasonably withheld.

If the customer purchases the exclusivity option, then SST will not distribute to any third party any Data related to or generated by ShotSpotter Gunshot Location System in Customer's coverage area, unless in response to a valid order or subpoena issued by a court or other governmental body, or as otherwise required by law.

SST expressly reserves the rights to copy, publish, display, adapt, modify, translate, perform publicly, make works derived from, transfer, sell, offer for sale, and to use any and all Data (including, without limitation, Reviewed Alerts) for any purpose, and to authorize, license, and sublicense others to do any or all of the same.

B. RESTRICTIONS.

The Software and Data are our proprietary products, may incorporate components supplied to us under license by third-party suppliers, and may be protected by United States patent, trade secret, copyright law and international treaty provisions. All such rights in and to Software and Data and any part thereof are the property of us or our suppliers. By virtue of this License, you acquire only the right to use the Software and Data in accordance with this Agreement, but otherwise acquire no license, title or ownership rights, express or implied, in or to the Software or Data, or any right to use or practice any of our patents, copyrights, trademarks, or trade secrets, all of which rights are reserved expressly by us or our suppliers. You may not make any copies of the written materials or documentation that accompanied any component of the Software, or use them, or any other information concerning the Service that we have designated as confidential, for any purpose other than bona fide use of the

Service or Software for the specific purposes contemplated herein, nor allow anyone else to do so. You shall not, without our express written consent, which may be withheld or conditioned in our sole discretion: (i) modify, adapt, alter, translate, copy, perform or display (publicly or otherwise) or create compilations, derivative, new or other works based, in whole or in part, on the Software or Data, or on the Service; (ii) merge, combine, integrate or bundle the Software or the Data, in whole or in part, with other software, hardware, data, devices, systems, technologies, products, services, functions or capabilities; (iii) transfer, distribute, make available the Service, Data, or Software to any person other than the specific end-user customer identified to SST in the Purchase Documents, sell, resell, sublicense, lease, rent, or loan the Service, Data, or Software, in whole or in part, or (iv) provide use or permit operation of any of the Service, Software or Data by any person other than the original end- user customer designated in the Purchase Documents, nor in or through any application service provider, service bureau, rental or time-sharing arrangement; (v) disassemble, decompile, or otherwise reverse engineer or attempt to reconstruct, derive, or discover, any source code, underlying ideas, algorithms, formulae, routines, file formats, data structures, programming, routines, interoperability interfaces, drawings, or plans from the Data or Software, or any data or information created, compiled, displayed, or accessible through the System, in whole or in part; or (vi) remove, modify or obscure any identification or proprietary or restrictive rights markings or notices from the Data, Software or any component thereof.

SST and its licensors retain all ownership of all intellectual property rights in and to all Data, Software, all computer programs, related documentation, technology, knowhow and methods and processes embodied in or made available to you in connection with the Service, including, without limitation, all patent rights, copyrights, trade secret rights, trademarks and service marks. All rights not expressly granted to you herein are reserved by SST. You shall take all reasonable measures to protect SST's intellectual property rights in the Service and Software, including providing assistance and measures as are reasonably requested by SST from time to time.

You are hereby placed on notice that alteration or removal of copyright management information (including, without limitation, licensor's name and other identifying information, name of the Service, the terms and conditions of this License, and identifying numbers or symbols) embodied in or associated with the Service is prohibited, because such conduct may cause others to infringe our rights in and to the system, Service and/or Software. You may also not obscure or remove any confidentiality, patent, trademark or copyright notices on any component of the Service, or any documentation.

C. TERMINATION.

You agree that your right to use the Service, Software and Data will terminate automatically if

you violate any of the terms of this License, or fail to timely pay any sums you owe to us or resellers or integrators of our Service, or fail to renew the Service upon expiration of the Service term. In the event of termination, your access to the Data and Software will be terminated, and SST will cease delivering Reviewed Alerts, and disable your access to the Data. Customer agrees that SST shall not be liable to Customer nor to any third party for any suspension of the Service resulting from Customer's nonpayment of fees as described in this section.

D. MODIFICATION TO OR DISCONTINUATION OF THE SERVICE.

SST reserves the right at any time and from time to time to modify, temporarily or permanently, the Service (or any part thereof). In the event that SST modifies the Service in a manner which removes or disables a feature or functionality on which Customer materially relies, SST, at Customer's request, shall use commercially reasonable efforts to restore such functionality to Customer. In the event that SST is unable to substantially restore such functionality, Customer shall have the right to terminate the Agreement and receive a pro-rata refund of the annual Service fees paid under the Agreement for use of the Service which was paid for by Customer but not yet furnished by SST as of the date of such termination. Customer acknowledges that SST reserves the right to discontinue offering the Service at the conclusion of Customer's then current term. Customer agrees that SST shall not be liable to Customer or to any third party for any modification of the Service as described in this section.

E. OTHER RESTRICTIONS.

You acknowledge and agree that the source code and internal structure of the Software, Data and Service, as well as documentation, operations manual and training material are our confidential property, and trade secrets, the value of which would be destroyed by disclosure to the public. Use by anyone other than you of the Service, documentation, and Data is prohibited, unless pursuant to a valid assignment under this Agreement.

3. LIMITED EXCLUSIVE WARRANTY.

Provided that you comply with your obligations under the terms and conditions stated herein, we warrant that the Software (as defined herein) will be free of defects in workmanship which materially impair the functioning of the Service and Software in substantial conformity with the specifications documentation accompanying the Service.The Software covered under this limited exclusive warranty consists exclusively of ShotSpotter Alert Console software and user interface, installed and operated locally on customer's computers and devices supplied by SST for your use by on and in connection with a ShotSpotter System, subject to the terms and conditions of the License between you and us.

A. REVIEWED ALERT SERVICE LEVELS.

As regards to sonic event review and alert services, subject to the Customer's compliance

with its obligations hereunder, and to the disclaimers and limitations set forth in Exhibit A, and in Sections 5(C), 6, 7, 13 and 15 of this Agreement, we agree to provide the service levels set forth in Exhibit A, attached hereto.

B. SYSTEM CONFIGURATION AND SERVICE LEVELS.

As regards to System configuration, subject to the Customer's compliance with its obligations hereunder, and to the disclaimers and limitations set forth in Exhibit B, and in Sections 5(C), 6, 7, 13 and 15 of this Agreement, we agree to provide the service levels set forth in Exhibit B, attached hereto.

C. OTHER WARRANTY.

SST warrants that the Service, Data and Software shall be free of viruses, Trojan horses, worms, spyware, or other malicious code or components.

The limited exclusive warranties expressly set forth in this Agreement are the only warranties made to you and are provided in lieu of any other warranties (if any) created by any documentation or packaging, or otherwise express or implied. These limited exclusive warranties give you specific legal rights, and you may also have other rights which vary by jurisdiction.

4. SST SUPPORT.

During the term of the Services, SST will make commercially reasonable efforts to promote Customer's successful utilization of the Service, including but not limited to providing Customer with user guides, online help, online training presentation, and online training sessions (as available). SST will provide reasonable efforts to respond via email to requests for support relating to incident classification within 8 hours of the request.

In addition, SST will use commercially-reasonable efforts to respond to other support requests within 24 hours of receipt of the request during the period of 8am to 5 pm Monday through Friday. The e-mail support specialist shall be responsible for receiving Customer reports of missed incidents, or errors in the Service, and, to the extent practicable over email or telephone, making commercially- reasonable efforts to assist the Customer in resolving the Customer's reported problems. In the event the problem cannot be resolved telephonically, then SST will use commercially-reasonable efforts to restore functionality of the Service to Service specifications within 72 business hours of receipt of the report.

A. FORENSIC REPORTS.

SST, at the specific request of the customer, will produce and provide a reasonable quantity of detailed incident forensic reports for any ShotSpotter detected incidents, including Reviewed Alerts, if such information is deemed by the customer to be valuable to the customer for investigation follow-up, prosecutorial requirements, or after action review.

Such reports must be requested a minimum of 5 days in advance of when needed, and all such requests must be in writing and addressed to the SST Customer Service Department. Customer should expect delivery of these reports within 5 days after receipt of the request. This benefit shall only be available to Customer if Customer is fully current with payments due under this Agreement. In the case that Customer is not current with their payments, then forensic reports shall not be generated nor provided to Customer until Customer becomes current with its payment obligations.

B. EXPERT WITNESS SERVICES.

SST offers reasonable expert witness services. The Customer will be responsible for all travel and per diem reimbursement. At the specific request of the customer, SST will provide individual(s) for the purposes of expert witness testimony for any ShotSpotter detected incidents, including Reviewed Alerts, for which the incident information is deemed by the customer to be valuable to the customer's prosecutorial requirements. Customer understands that SST undertakes to provide individuals whose qualifications are sufficient for such services, but does not warrant that any person or his or her opinion will be accepted by every court. SST requires at least fourteen (14) days prior notice of such a requirement in writing from the Customer. Customer must include dates, times, specific locations and a point of contact for SST personnel. Due to the nature of legal proceedings, SST cannot guarantee that its services described in this section shall produce the outcome, legal or otherwise, which Customer desires. Payment for expert witness services described shall be due and payable when services are rendered regardless of the outcome of the proceedings.

5. TERM, RENEWAL

A. TERM AND COMMENCEMENT.

The Service term shall be specified in the Purchase Document and will commence on the date that the Service is available to the Customer via the Alert Console.

B. RENEWAL.

The Service may be renewed for successive periods of one year each, in accordance with the following procedure. Not later than thirty (30) days prior to the expiration of the Service term then in effect, Customer shall issue a purchase order and tender payment in full for the next annual renewal (unless otherwise agreed in writing by SST), and the term shall be renewed for another year. SST shall provide Customer with renewal fees, terms and conditions for the next successive renewal term upon Customer's request but no later than 90 days from the expiration date. Customer acknowledges that the Service fees, terms and conditions and service levels hereunder are subject to change and that such fees, terms and conditions, and service levels may vary from those applicable to this Agreement in successive renewal terms.

If Customer fails to renew in a timely manner and hence allows the Service term to expire then the

Service will terminate in accordance with Section 2. C. At its discretion, SST may remove the ShotSpotter Gunshot Location System and any components from the coverage area at that time. If SST does not remove the ShotSpotter Gunshot Location System from the coverage area, Customer may reinstate the Service at a later date by renewing, however Customer will not have access to any Reviewed Alerts that they would have had access to during the lapsed period.

C. COMMERCIAL CARRIER DATA SERVICES.

The ShotSpotter Gunshot Location System may use wired, wireless or cellular wireless acoustic sensor communications which necessitates the existence of a real- time data communications channel from each sensor to the hosted servers via a commercial carrier. The unavailability or deterioration of the quality of such wired, wireless or wireless cellular communications may impact the ability of SST to provide the Service. In such circumstances SST will use commercially reasonable efforts to obtain alternate wired or wireless cellular communications or adjust the coverage area as necessary. In the event SST is unable to do so, SST will terminate the Service and refund a pro-rata portion of the annual Service fee to Customer.

6. IP INFRINGEMENT; EXCLUSIVE REMEDY.

Subject to the terms and conditions hereof, SST agrees to defend and indemnify Customer (provided it is the actual End-user Customer of the Service) from and against losses, suits, damages, liability and expenses (including reasonable attorney fees) arising out of a claim asserted in a lawsuit or action against the end-user customer by a third party unrelated to the customer, in which such third party asserts a claim that the Service and/or Software, when used in accordance with SST's specifications and for the purposes intended, infringes any United States patent which was issued by the U.S. Patent and Trademark Office, or United States copyright which was registered by the U.S. Copyright Office, as of the effective date of Customer's agreement to purchase the ShotSpotter Flex System.

Provided, however, that SST shall have the right to choose counsel to defend such suit and/or action, and to control the settlement (including determining the terms and conditions of settlement) and the defense thereof, and that Customer shall provide SST with reasonably prompt written notice of any such suit or action, and of any oral, written or other communication or other information or circumstances of which Customer becomes aware that could reasonably be expected to lead to such a suit or action (including any and all cease and desist demands or warnings, and offers or invitations to enter license agreements), and shall provide SST all reasonable assistance and information in connection with SST's investigation and defense of any claim of infringement.

Further provided, however, that this section shall not apply and SST shall have no obligation to defend and indemnify Customer in the event the Customer or a reseller, integrator, service provider or supplier modifies, alters, substitutes,

or supplements any of the Service, or Software, or to the extent that the claim of infringement arises from or relates to the integration, bundling, merger or combination of any of the same with other hardware, software, systems, technologies, or components, functions, capabilities or applications not licensed by SST as part of the Service, nor shall it apply to the extent that the claim of infringement arises from or relates to meeting or conforming to any instruction, design, direction or specification furnished by the Customer, nor to the extent that the Service or Software are used for or in connection with any purpose, application or function other than detecting and locating gunshots exclusively through acoustic means.

If, in SST's opinion, the Service, or Software may, or is likely to become, the subject of such a suit or action, does become the subject of a claim asserted against a customer in a lawsuit which SST is or may be obliged to defend under this section, or is determined to infringe the foregoing patents or copyrights of another in a final, non-appealable judgment subject to SST's obligations under this section, then SST may in full and final satisfaction of any and all of its obligations under this section, at its option: (1) procure for Customer the right to continue using the affected Service or Software, (2) modify or replace such Service or Software to make it or them non-infringing, or (3) refund to the purchaser a pro-rata portion of the annual Service price paid for the Service System.

The foregoing section states the entire liability of SST and customer's and its suppliers' exclusive remedy for or relating to infringement or claims or allegations of infringement of any patent, copyright, or other intellectual property rights inor to the system, system components, and software. This section is in lieu of and replaces anyother expressed, implied or statutory warranty against infringement of any and all intellectual property rights.

7. LIMITED WARRANTIES EXCLUSIVE; DISCLAIMERS IMPORTANT; PLEASE READ CAREFULLY

To the maximum extent permitted by applicable law, the limited warranties expressly set forth above are exclusive, and in lieu of all other warranties, whether written, oral, express, implied or statutory. There are no warranties that extend beyond those expressly set forth herein, and no prior statements, representations, or course of dealing by any SST representatives shall vary, expand or modify these warranties.

To the maximum extent permitted by applicable law, all other representations or warranties, express, implied, or statutory, including without limitation, any warranties of non-infringement, quality, suitability, merchantability, fitness for a particular purpose or otherwise of any services or any goods provided incidental to the services provided under this agreement are hereby expressly disclaimed and superseded by the exclusive limited express warranty and disclaimers set forth herein.

Without limiting the generality of the foregoing limitations and disclaimers, while the Service is not designed, sold, or intended to be used to detect, intercept, transmit or record oral or other communications of any kind, SST cannot controlhow the Service is used, and, accordingly, SST does not warrant or represent, expressly or implicitly, that use of the Service will comply or conform to the requirements of federal, state or local statutes,ordinances and laws, or that use of the Service will not violate the privacy rights of third parties. You shall be solely responsible for using the Service in full compliance with applicable law and the rights of third persons.

Further, regardless of any prior statements, representations, or course of dealings by any SST representatives, we do not warrant or represent, expressly or implicitly, that the Service or its use will: result in the prevention of crime or hostile enemy action, apprehension or conviction of any perpetrator of any crime, military prosecution of any enemy force, or detection or neutralization of any criminal, combatant or threat; prevent any loss, death, injury, or damage to property due to the discharge of a firearm or other weapon; in all cases result in a Reviewed Alert for all firearm discharges within the designated coverage area; or that the SST-supplied network will remain in operation at all times or under all conditions.

SST expressly disclaims, and does not undertake or assume any duty, obligation or responsibility for any decisions, actions, reactions, responses, failure to act, or inaction, by Customer as a result of or in reliance on, in whole or in part, any Services or Reviewed Alerts provided by SST, or for any consequences or outcomes, including any death, injury, or loss or damage to any property, arising from or caused by any such decisions, actions, reactions, responses, failure to act, or inaction. It shall be the sole and exclusive responsibility of the Customer to determine appropriate decisions, actions, reactions or responses, including whether or not to dispatch emergency responder resources. The Customer hereby expressly assumes all risks and liability associated with any and all action, reaction, response, and dispatch decisions, and for all consequences and outcomes arising from or caused by any decisions made or not made by the Customer in reliance, in whole or in part, on any Services provided by SST, including any death, injury, or loss or damage to any property.

Any and all warranties, express or implied, of fitness for high risk purposes requiring fail-safe performance are hereby expressly disclaimed.

You and we each acknowledge and agree that the Service is not a consumer good, and is not intended for sale to or use by or for personal, family or household use.

8. YOUR OBLIGATIONS.

You acknowledge and agree that SST's duties, including warranty obligations, and ability to perform its obligations to you shall be predicated and conditioned upon your timely performance of and compliance with your obligations hereunder, including, but not limited to:

A. You agree to pay all sums due under the purchase agreement or order as and when they are due pursuant to the terms of such agreement or order. Actual access and use of the SST Service shall constitute evidence that the Service is active and the final payment is due.

B. You agree to use your best efforts to timely perform and comply with all of your obligations allocated to you in the Purchase Documents and/or other contract documents, including, without limitation, provisions regarding assisting SST in obtaining sensor site permissions from premises owners or lessors, in locations reasonably acceptable to SST, which obligations are incorporated by reference and made a part hereof. Unless the Statement of Work or other contract documents signed by SST allocates such obligations to SST expressly, customer shall be responsible for securing from premises owners or lessors all rights necessary to enter onto their premises to install sensors, and to place, operate and maintain such sensors on such premises. SST's duties, including warranty obligations to you shall be predicated and conditionedupon your timely performance of and compliance with your obligations set forth herein, and in the Purchase Documents.

C. You shall not permit any alteration, modification, substitution or supplementation of the SST Service or web portal, or the combining, connection, merging, bundling, or integration of the SST Service or web portal into or with any other system, equipment, hardware, software, technology, function or capability, without our prior written consent.

D. Unless otherwise expressly agreed in advance in writing by SST, you shall not resell, transfer, distribute or allow access to the Service or web portal or any portion thereof, to any person other than the specific end-user previously identified to SST in the Purchase Documents, and shall not authorize or appoint any contractors, subcontractors, original equipment manufacturers, value added integrators, systems integrators or other third parties to operate, have access to, or sublicense the Products.

E. Customer Must Have Internet Access. In order to use the Service, Customer must have or must obtain access to the World Wide Web to enable a secure https connection from the customers work station to SST's hosted services, either directly or through devices that access Web-based content. Customer must also provide all equipment necessary to make such (and maintain such) connection.

F. Passwords and Access. Customer may designate up to the number of users under Customer's account which corresponds to the

access required by assigning unique passwords and user names. Customer will be responsible for the confidentiality and use of Customer's password and user names, and agrees that sharing passwords and/or user names with unauthorized users is prohibited.

G. You shall comply with all applicable laws, rules and regulations relating to the goods and services provided hereunder.

9. INTELLECTUAL PROPERTY RIGHTS; LIMITED LICENSE.

We or our licensors retain all ownership of all intellectual property rights in and to all data, software, computer programs, related documentation, technology, knowhow and processes embodied in or made available to you in connection with the Service, and Software, including, without limitation, all patent rights, copyrights, trade secret rights, trademarks and service marks. Your rights to install and use the Data and Software are limited, and shall be strictly in accordance with the License setforth in Section 2 hereof. Any and all rights not granted expressly in such License are hereby reserved.

10. EXPORT CONTROL.

You acknowledge that the ShotSpotter Flex System is the subject of a Commodity Jurisdiction determination by the United States Department of State, and has been determined to be a controlled commodity, software and/or technology subject to the United States Export Administration Regulations of the U.S. Department of Commerce. Accordingly, no part of the Data, Software, ShotSpotter Flex System or any GLS System component thereof may be transferred, consigned, shipped, delivered, received, exported or re-exported, nor may any technical data directly relating to any of the same or the underlying information or technology be disclosed, downloaded, uploaded, transmitted, received, furnished, or otherwise provided, to, by or through any person, government, country, or to any end-user, or for any end-uses, except in compliance with applicable U.S. export control laws administered by the U.S. Government, and any other applicable U.S. laws, including the sanctions laws administered by the U.S. Department of Treasury, Office of Foreign Assets Control (OFAC), the U.S. Anti-Boycott regulations, and any applicable laws of your country. In this respect, no resale, transfer, or re-export of any ShotSpotter Flex System exported to you pursuant to a license from the U.S. Department of Commerce may be resold, transferred, or reported without prior authorization by the U.S. Government. Customer agrees not to export, re-export or engage in any "deemed export," or to transfer or deliver, or to disclose or furnish, to any foreign (non- U.S.) government, foreign (non-U.S.) person or end-user, or to any U.S. person or entity, any of the ShotSpotter Flex System, GLS System components, Data, Software, Services, or any technical data or output data or direct data product thereof, or any service related thereto, in violation of any such restrictions, laws or regulations, or without all necessary registrations, licenses and or approvals. Unless otherwise

agreed and so specified in the Purchase Documents, you shall obtain and bear all expenses relating to any necessary determinations, registrations, licenses and/or exemptions with respect to its exportation, re-exportation or "deemed export" of the ShotSpotter Flex System, Data, Software or any GLS System Components or Services, as well as with respect to the disclosure or furnishing of any technical data or other information and services relating to any of the same.

In addition to compliance with the foregoing, and without limiting the generality thereof, Customer shall not disclose, discuss, download, ship, transfer, deliver, furnish, or otherwise export or re-export any such item(s) to or through: (a) any person or entity on the U.S Department of Commerce Bureau of Industry and Security's List of Denied Persons or Bureau of Export Administration's anti-proliferation Entity List; (b) any person on the U.S. Department of State's List of Debarred Parties; (c) any person or entity on the U.S. Treasury Department Office of Foreign Asset Control's List of Specially Designated Nationals and Blocked Persons; or (d) any other end-user or for any end-use prohibited by law or regulation, as any and all of the same may be amended from time to time, or any successor thereto.

11. PROTECTION OF CONFIDENTIAL INFORMATION.

Unless either party (the "Receiving Party") obtains prior written consent from the other (the "Disclosing Party"), the Receiving Party agrees that it will not reproduce, use for purposes other than those expressly permitted herein, disclose, sell, license, afford access to, distribute, or disseminate any information: i) obtained from the Disclosing Party in connection with the System purchase, installation or operation, and designated by it from time to time as confidential; ii) the documentation, use and operations manuals; and output data created or compiled by the ShotSpotter Flex System; iii) your use of the ShotSpotter Flex System or technology, your deployment methodology, results, or related facts; iv) the contractual terms and payment terms applicable to the purchase of the ShotSpotter Flex System or technology, except as required by local law (collectively, "Confidential Information") Unless a section of the Purchase Document(s) specifically identifies the identity of Customer as Confidential Information, the fact that Customer is a customer of SST shall not itself be considered Confidential Information, nor shall the name of any city in which the ShotSpotter GLS System is deployed be considered confidential information. Recipient's obligations under this section shall not apply to any of Discloser's Confidential Information that Recipient can document: (a) was in the public domain at or subsequent to the time such Confidential Information was communicated to Recipient by Discloser through no fault of Recipient; (b) was rightfully in Recipient's possession free of any obligation of confidence at or subsequent to the time such Confidential Information was communicated to Recipient by such Discloser; (c) was developed by employees

or agents of Recipient independently of and without reference to any of Discloser's Confidential Information; or (d) was communicated by Discloser to an unaffiliated third party free of any obligation of confidence. A disclosure by Recipient of any of Discloser's Confidential Information (a) in response to a valid order by a court or other governmental body; (b) as otherwise required by law; or (c) necessary to establish the rights of either party under this Agreement shall not be considered to be a breach of this Agreement by such Recipient; provided, however, such Recipient shall provide prompt prior written notice thereof to such Discloser to enable Discloser to seek a protective order or otherwise prevent such disclosure. Receiving Party shall use reasonable controls to protect the confidentiality of and restrict access to all such Confidential Information to those persons having a specific need to know the same for purposes expressly authorized herein, and render unreadable prior to discarding, all records containing our Confidential Information. In any event such controls shall not be less protective than those Receiving Party uses to secure and protect its own confidential, but not "Classified" or otherwise Government-legended, information.

12. NOTICES.

Any notice or other communication required or permitted to be given under this Agreement shall be in writing at such party's address or number or at such party's last known address or number. The party's addresses may be changed by written notice to the other party as provided herein.

13. FORCE MAJEURE.

In no event shall SST be liable for any delay or default in its performance of any obligation under this or any other agreement caused directly or indirectly by an act or omission of Customer, or persons acting under its direction and/or control, fire, flood, act of God, an act or omission of civil or military authority of a state or nation, strike, lockout or other labor disputes, inability to secure, delay in securing, or shortage of labor, materials, supplies, transportation, or energy, failures, outages or denial of services of wireless, power, telecommunications, or computer networks, acts of terrorism, sabotage, vandalism, hacking, natural disaster or emergency, war, riot, embargo or civil disturbance, breakdown or destruction of plant or equipment, or arising from any cause whatsoever beyond SST's reasonable control. At SST's option and following notice to Customer, any of the foregoing causes shall be deemed to suspend such obligations of SST so long as any such cause shall prevent or delay performance, and SST agrees to make and Customer agrees to accept performance of such obligations whenever such cause has been remedied.

14. DEFAULT; REMEDIES.

Upon the occurrence of any default by or breach of your obligations, we may at our option, effective immediately, either: (i) terminate our future obligations under this agreement, terminate your License to use the Service and Software, or (ii) accelerate and declare immediately due and payable all remaining charges for the remainder of

the agreement and proceed in any lawful manner to obtain satisfaction of the same. In either case, you shall also be responsible for paying court costs and reasonable attorneys' fees incurred by or on behalf of us, as well as applicable repossession, shipping, repair and refurbishing costs.

15. LIMITATIONS ON LIABILITY.

In no event shall either party, or any of its affiliates or any of its/their respective directors, officers, members, attorneys, employees, or agents, be liable to the other party under any legal or equitable theory or claim, for lost profits, lost revenues, lost business opportunities, exemplary, punitive, special, or consequential damages, each of which is hereby excluded by agreement of the parties, regardless of whether such damages were foreseeable or whether any party or any entity has been advised of the possibility of such damages.

In any event, except for its IP infringement indemnity obligations under section 6 hereof, SST's cumulative liability for all losses, claims, suits, controversies, breaches or damages for any cause whatsoever (including, but not limited to, those arising out of or related to this agreement) and regardless of the form of action or legal theory shall not exceed two times the amount paid to SST under this agreement, or the amount of insurance maintained by SST available to cover the loss, whichever is greater. The foregoing limitations shall apply without regard to any failure of essential purpose of any remedies given herein.

16. GENERAL PROVISIONS.

A. NO AGENCY.

Neither SST nor any of its employees is an agent or representative of Customer and the Customer is solely responsible for obtaining any requiredauthorizations from any governmental agency, body or commission and for compliance therewith.

B. COMPLIANCE WITH LAWS AND TAXES.

You shall comply with all applicable laws, statutes and regulations relating to the sale, distribution, and use of the Service and the performance of your duties and obligations hereunder. All prices are exclusive of all tariffs, customs duties, imposts, national, federal, provincial, state, and local VAT, excise, sales, use and similar taxes. You will be pay and be responsible for paying any and all such taxes and tariffs, when applicable.

C. EQUAL OPPORTUNITY CONTRACT CLAUSE.

SST is committed to the provisions outlined in the Equal Opportunity Clauses of Executive Order 11246, (41 CFR 60- 1.4), section 503 of the Rehabilitation Act of 1973, (41 CFR 60-741.5(a)), section 402 of the Vietnam Era Veterans Readjustment Act of 1974, (41 CFR 60-250.5(a)),

and, the Jobs for Veterans Act of 2003, (41 CFR 60-300.5(a)) as well as any other regulations pertaining to these orders.

D. SEVERABILITY AND INTERPRETATION.

If any provision, in whole or in part, of this Agreement and/or the Purchase Documents of which it is a part is held invalid or unenforceable for any reason, the invalidity shall not affect the validity of the remaining provisions, and there shall be substituted for the invalid provision a valid provision which most closely approximates the intent and economic effect of the invalid provision. No part or provision shall be interpreted in favor or against any party because such party or its counsel drafted the relevant provision. No course of dealing, usage, custom of trade, or communication between the parties shall modify or alter any of the rights or obligations of the parties under this Agreement and Purchase Document(s).

E. INTEGRATION, AMENDMENT AND WAIVER.

This Agreement, and the Purchase Document(s) of which it is a part, together with any other exhibits or appendices thereto, constitute the entire understanding between SST and you. No other documents or representations shall be used in interpreting it. Any and all written or oral agreements heretofore existing between the parties are expressly cancelled and/or superseded. Any other document, proposal, specification, statement of work, marketing collateral, or representation which may vary, alter, amend or supplement these terms and conditions will not be binding unless agreed to in a writing signed by appropriate representatives of both SST and Customer. No modification, variance, amendment or waiver of any part of Agreement or Purchase Document(s) shall be binding upon either party, whether written, oral, or in any other medium, unless made in writing and signed by authorized representatives of both parties. All the parties' rights and duties are material and time is of the essence; no waiver of any rights hereunder shall be deemed effective unless in writing executed by the waiving party; no waiver of either party's breach of any provision of this Agreement or Purchase Documents shall constitute a waiver of any prior or subsequent breach of the same or any other provision, and no failure to exercise, and no delay in exercising, any right(s) hereunder on either party's part shall operate as a waiver of any such right; all of the parties' rights are cumulative; and, no single or partial exercise of any right hereunder shall preclude further exercise of such right or any other right.

F. BENEFIT AND BURDEN; ASSIGNMENT.

Subject to the following provisions, this Agreement and the Purchase Documents of which they are a part shall be binding upon permitted successors and assigns and shall inure to the benefit of the parties and their respective permitted successors and assigns only. Notwithstanding that the Service and Software, and its output data may be used for law enforcement, military, public safety, and force protection purposes, there are no third party beneficiaries intended to benefit from these

general terms and conditions of sale, or the agreement or order of which they are a part. Customer may not assign or transfer this Agreement and the Purchase Documents of which they are a part, or any of the rights granted therein, in whole or in part, by operation of law or otherwise, without SST's express prior written consent. SST may assign or transfer this Agreement and the Purchase Documents and/or SST's rights and obligations hereunder, in whole or in part, to any third party without the necessity of obtaining Customer's consent. No assignee for the benefit of Customer's creditors, custodian, receiver, trustee in bankruptcy, debtor in possession, sheriff or any other officer of a court, or other person charged with taking custody of Customer's assets or business, shall have any right to continue or to assume or to assign these without SST's express consent.

G. GOVERNING LAW AND DISPUTE RESOLUTION.

The validity, performance, and construction of this agreement shall be governed by the laws of the laws of the State of California, without giving effect to the conflict of law principles thereof. The United Nations Convention on Contracts for the International Sale of Goods is expressly disclaimed and shall not apply. If the parties disagree as to any matter arising under this Agreement or the relationship and dealings of the parties hereto, then SST and Customer shall promptly consult with one another and make diligent, good faith efforts to resolve the disagreement, by negotiation. Should the dispute not be resolved within a reasonable time after commencement of such negotiations, it shall be mediated before one or more mediators mutually acceptable to both parties. Costs of mediation will be allocated as part of the resolution in mediation, but absent such resolution, shall be paid equally by the parties. If such effort is unsuccessful, any controversy or claim arising out of or relating to this Agreement or the validity or breach of any of the provisions thereof, or the relationship, dealings, rights, and obligations of the parties, or use of the Service, shall be settled by binding arbitration, before three arbitrators, in or as near as possible to Newark, California, United States of America, or in such other location as the parties may agree, in accordance with the Commercial Rules of the American Arbitration Association in effect on the date of this agreement. Such arbitration shall be conducted before three arbitrators. The parties acknowledge and agree that this agreement involves a commercial transaction in commerce and that arbitration and award hereunder shall be governed by the federal Arbitration Act. Judgment upon the award rendered by the arbitrator(s) may be entered in any court having jurisdiction thereof. In addition to any other remedies to which it may be entitled, the prevailing party shall be entitled to recover its reasonable attorneys' fees and costs (including expert witness fees and costs) incurred in connection with enforcing its rights or defending itself.

All parties hereby irrevocably waive any and all rights they may have to a trial by jury in any

judicial proceeding involving any claim relating to or arising under this agreement or any other agreement between the parties hereto.

EXHIBIT A – Reviewed Alert Service Levels

The ShotSpotter Flex System detects loud impulsive incidents, classifies them as gunfire, fireworks, or other, and sends them to the SST Incident Review Center. Within 15 seconds of receiving the incident audio download, SST review personnel will begin analysis of the incident, which will include observing sensor audio wave files and listening to sensor audio. The outcome of this review is intended to confirm or change the System's classification of the incident type, and, depending on the reviewer's confidence level that the incident is or may be gunfire, will result in an alert ("Reviewed Alert") sent to the Customer's **Alert Console**, based on the following criteria:

Incident Type	**Action**
High confidence incident is gunfire	Reviewed Gunfire Alert sent to Customer Alert Console
Uncertain if incident is gunfire or not	Reviewed Possible Gunfire Alert sent to Customer Alert Console
Low confidence incident is gunfire	**No alert will be sent**; incident available for customer review in the incident history available through the Customer Alert Console

Reviewed Alerts are sent to the Customer Alert Console. Information in a Reviewed Alert will include the location of the incident, the reviewer's qualitative assessment of the confidence level that the incident is or may be gunfire, along with other pertinent information and data.

Specifically, information provided in a Reviewed Alert may include any or all of the following:

- "Dot on the map" and closest parcel address denoting the location of the incident
- Qualitative Confidence that the incident is gunfire: High or Uncertain
- Qualitative Severity: Single shot, multiple shots, drive by shooting, full automatic
- Comments (if any)

The majority of incidents will be processed within 45 seconds of the System notifying the SST Incident Review Center of an incident and 90% of the incidents will be processed in less than 60 seconds. In the unlikely event that the review center loses connection to the hosting facility or the review center is unable

to process the incident within approximately 60 seconds for some reason, the system will automatically route unreviewed incidents directly to the customer based on the systems classification of the incident. In the event the reviewed incident data reveals information that will aid in responder situational awareness, SST may (but is not obligated to) include this information as Comments in the Reviewed Alert.

During major holidays such as in the case of New Years Eve, Independence Day, and Cinco de Mayo, most communities experience a large increase in firework activity. During these periods, usually at least 48 hours in advance of the holiday, during the holiday and 48 hours following the holiday, SST will put the system into fireworks suppression mode so that the reviewers can focus their response to incidents classified as gunfire. SST will inform the customer prior to the system being placed in fireworks suppression mode and when fireworks suppression mode is disabled. The actual timing of fireworks suppression mode being active is determined by the review center based on the level of fireworks being discharged. While in fireworks suppression mode, fireworks incident alerts are not sent to the reviewer nor the customer alert console, however all firework incidents continue to be stored in the data base should any of this information be needed at a later time.

The purpose of the Reviewed Alert Service is to provide incident data to the Customer, reviewed, analyzed and classified in the manner described above, in situations where the analyst's qualitative confidence that an incident is or may be gunfire meets the criteria set forth above. However, it is the sole responsibility of the Customer to interpret the data provided, and to determine any appropriate follow-up reaction or response, including whether or not to dispatch emergency responder resources based on a Reviewed Alert. SST does not undertake any obligation, duty or responsibility for reaction, response, or dispatch decisions, which are solely and exclusively the responsibility of Customer, or for the consequences or outcomes of any decisions made or not made by the Customer in reliance, in whole or in part, on any services provided by SST.

The Incidents & Reports Portal provides the Customer with full and immediate access to all incident history including the same information SST uses in its internal review process. This information includes, among other things, the initial incident classification and any reclassifications of an incident, incident audio wave forms, and incident audio files. This enables the Customer to perform its own incident reviews and run various reports. This data access is available as long as the Customer is under active subscription.

EXHIBIT B – System Configuration and Service levels

SST will deploy or have deployed a ShotSpotter Flex system over the agreed upon coverage area. The system will be designed to detect at least 80% of the unsuppressed outdoor gunfire, with a location accuracy to the shooter's location within 25 meters, after sensor calibration. These performance levels are predicated on the deployment of sensors at all such sites, otherwise the foregoing performance levels may be compromised.

The sensors send incident information to a server in a SST hosting facility via third party cellular, wireless or wired networks. SST is not responsible for outages on the third party networks. SST will be responsible for installation and maintenance of the sensors and cost of the sensor communications to the hosted location server. The hosted server infrastructure (exclusive of communications networks) shall be maintained at 99.9% application availability exclusive of scheduled maintenance that SST will make reasonable efforts to coordinate with the customer.

The connection between the reviewer's console and the Customer's Alert Console is secured using a secure message protocol over http connection, where individual messages are encrypted using the same Public Key Infrastructure ("PKI") as a secure VPN connection.

Providing local access to the internet for the Alert Console is the responsibility of the Customer, as is providing a work station with access to the internet. The Customer may choose to set up multiple sessions of Alert Consoles as a form of redundancy.

CITY COUNCIL RESEARCH DIVISION
LEGISLATIVE SUMMARY

JEFFREY R. CLEMENTS
Chief of Research
(904) 630-1377

117 West Duval Street
City Hall, Suite 425
Jacksonville, FL 32202
FAX (904) 630-3403

Bill Type and Number: Ordinance 2016-795

Introducer/Sponsor(s): Council President at the request of the Mayor

Date of Introduction: December 13, 2016

Committee(s) of Reference: NCIS, PHS, F

Date of Analysis: December 15, 2016

Type of Action: Appropriation; CIP amendment

Bill Summary: The bill appropriates $1,356,608.21 from CIP projects certified as completed by the Director of Public Works, with residual balances returned to sources of origin, in order to reappropriate the funds to other capital projects.

Background Information: The reallocation of small amounts of residual funding from scores of completed projects will provide supplemental funding for two existing projects – Drainage System Rehabilitation ($49,660.71) and Public Buildings Security – Don Brewer Center Camera Installation ($89,999.81). It will also provide funding for 3 new CIP projects: A. Philip Randolph Boulevard at Bay Street floating dock ($175,000); JRFD Tactical and Support Logistics Facilities Consolidation ($100,000) and Countywide Parks Maintenance and Upgrades ($506,947), and will appropriate $435,001 already allocated in a ShotSpotter reserve account to an equipment purchase account for installation of the test site. The A. Philip Randolph Boulevard floating dock will provide a new boat dock to serve the Sports Complex area. The JFRD logistics facilities consolidation project will move the current Logistics Support Facility from JFRD headquarters on Julia Street into the existing Tactical Support Facility on Ellis Road at Highway Avenue to centralize the delivery and pickup of uniforms, medical supplies, equipment and other items and the maintenance and repair of equipment and apparatus for greater efficiency. The ShotSpotter pilot project will install acoustic gunshot detection and surveillance technology in a 5 square mile area of Health Zone 1. The Countywide Parks Maintenance and Upgrades project will provide funding for repairs and upgrades at existing parks, including such items as fencing replacement, playground equipment replacement, gym floor resurfacing, restroom renovations, safety lighting, trail repairs and drainage improvements.

Policy Impact Area: Capital improvements

Fiscal Impact: The bill appropriates $1,356,608.21 in residual funding from completed CIP projects to other capital project uses.

Analyst: Clements

Pearson, Daniel

From: Phil Dailly <phild@shotspotter.com>
Sent: Wednesday, January 18, 2017 10:54 AM
To: Baines, Deidra B.
Cc: Clement, William J.
Subject: Additional ShotSpotter Sole Source Information
Attachments: SST ShotSpotter Sole_Source_2016.pdf; ShotSpotter_SST_SoleSource Information.pdf; Wilmington gunshot detection cameras haven't recorded 1 shooting scene, city eyes new system (2_7_14 8 43 am).htm

Good morning Deidra,

Please see the attached and below information regarding sole source justification for ShotSpotter, and our gunfire detection solution vs. other "competitors." There is no other gunfire detection system that does what we do, and with only a few exceptions, nearly all of our customers have secured our service sole-source, including with the approvals of HUD, DOJ, and DHS. I hope the following information provides the needed clarification. Please let me know if you have any questions.

While there may be other companies that claim to do "gunfire detection", for example, Safety Dynamics, there is a very substantial functional difference between those line-of-sight systems and the wide-area gunfire detection/location service that ShotSpotter Flex offers. Line-of-sight systems (LOS) are designed and used for infrastructure protection or very localized gunfire detection in open areas where there are no obstructions. In other words, in order for those systems to be effective, they must have a line-of-sight on the gunfire event. This is not the environment that one finds in urban areas, where you have buildings, trees, poor lighting conditions, and all sorts of other obstructions that prevent a clear line of sight. Also, LOS systems by design require that the single sensor they rely on must be co-located with cameras. Now, for cameras to be most effective, they must be placed very close, and within line-of-sight of where a crime is going to occur. On the other hand, for a gunshot detection system to be most effective, there must be participating sensors that are far enough from where the crime occurs, to eliminate the impact of ambient noise that would disrupt the detection capability. So, when you rely on a system that co-locates the gunshot detection sensor and camera, you severely sacrifice either the gunfire detection capability and/or the video capability. The other severe limitation of line-of-sight systems is that they do not provide comprehensive information on gunfire incidents. Because their system relies on a single sensor module, instead of a networked sensor array like ShotSpotter, LOS systems go deaf after the initial gunfire event, and only provide a general location of where an event occurred in relation to the sensor (600M radius from sensor), instead of a specific alert, with an exact location (within 25M), exact number of shots fired, and additional contextual information (ie. Multiple shooters). ShotSpotter alerts also go through a 2 tier classification process, including machine and human reviewers that virtually eliminates false positives. Also, the ShotSpotter alerts can be simultaneously received through our portals and apps in not only dispatch centers and real time crime centers, but can also be received on computers in patrol vehicles and smart phones. The gunfire intelligence we provide is also accessible through our Investigator Portal, where historical information can be analyzed to develop temporal and geographical analysis, that is then used to inform intelligence-led policing initiatives.

Most cities are looking for a gunfire detection solution that provides ubiquitous coverage over a wide urban area and which solves one of the most fundamental problems that law enforcement faces, which is that less than 20% of shootings are reported to 911. This is a very significant problem that prevents law enforcement

agencies from effectively addressing gun violence, and the non-police responsiveness that is a result of this lack of awareness is a leading factor that fuels negative perceptions in vulnerable communities, and feeds institutional distrust. ShotSpotter is the only company in the world that provides the capability to accurately measure and respond to all the gunfire activity that is occurring in these vulnerable communities. No other company has ever successfully deployed a gunshot detection solution in a wide-area urban environment. The few cities that have tried the "safety dynamics" type approach have failed miserably, and eventually turned to ShotSpotter. The attached article from Wilmington Delaware briefly documents the failure of the Safety Dynamics Sentri system. Since then, Wilmington deployed ShotSpotter which has been a very successful deployment.

As you'll see from the list below, the vast majority of our customers have purchased our solution through a sole source process, including sole source approvals from DHS and DOJ. Please find below and attached some additional details on our sole source status and difference between line-of-sight systems vs. our wide-area gunfire detection and location solution.

There is no other solution in the world that provides a functional equivalent to the ShotSpotter system. SST provides a very unique service and solution that is protected by 32+ patents and as such, the functionality of the wide-area acoustic surveillance capability has not been replicated by any other company as evidenced by the information below. No other solution can provide the type of wide-area gunfire detection and location service necessary to effectively combat gun violence. This has been thoroughly vetted by many agencies both at the state and local level as well as by the Department of Justice and Department of Homeland Security. Along with the United States, SST also has obtained sole source status in Brazil, Panama and the United Kingdom. Below is a list of U.S. customers who have purchased our solution with the overwhelming majority having received approval to pursue a sole source procurement process including those using Federal funds.

On those rare occasions where an agency has been required to pursue a competitive bid process by local fiat, we have in most cases been the only company that responded (this was the case in Miami-Dade County, where the procurement department had specifically reached out to Safety Dynamics and other vendors). On the even more rare occasions where other vendors have responded to an RFP in an attempt to fit a square peg in a round hole, their solutions scored well below the ShotSpotter solution both in technical capabilities and price.

Lastly, I can't stress enough the importance of calling multiple references before developing your requirements and purchasing a solution. For example, if you look at the Safety Dynamics website, you'll find that it's been the exact same content for the last 7+ years, including the news stories, with the most recent one dating back to 2008, almost 9 years ago. Just about everyone of the cities they mention on their website, are actually successful ShotSpotter customers who ceased using the Safety Dynamics Sentri system after it failed to help drive any positive outcomes.

As a final note, ShotSpotter is the only company that provides our services as a subscription-based service, in which we take 100% ownership for reviewing all alerts, sensor monitoring and maintenance, with zero additional IT overhead on the part of our customers. Through our 20 years of working with cities in the area of gunfire reduction, we've also developed a robust training program to help our customers maximize the effectiveness of their system.

For your additional review, please find below the following:

1. List of SST customers and procurement methodology

2. Minimum requirements check box for an effective gunfire detection and location service

3. Reference questions a vendor should answer

Glendale, AZ	Asset Forfeiture Sole Source
Rochester, NY Phase I, II and III	COPS Funded Sole Source
East Orange, NJ	COPS Funded Sole Source
Minneapolis, MN	City Funded Sole Source
Oakland, CA	City Funded Sole Source
Birmingham, AL	COPS Funded Sole Source
Boston, MA	City Funded Competed Sole Bidder
Paterson, NJ	Asset Forfeiture Soles Source
Baton Rouge, LA	City Funded Sole Source
Springfield, MA	Foundation Funded Sole Source
San Francisco, CA I, II, and III	COPS Funded Sole Source
St. Louis, MO	Asset Forfeiture Sole Source
Newark, NJ	Foundation Funded Sole Source
Nassau County, NY	Asset Forfeiture Soles Source
Irvington, NJ	COPS Funded Sole Source
East Palo Alto, CA	COPS Funded Sole Source
New Haven, NY	COPS Funded Sole Source
Saginaw, MI I and II	COPS Funded Sole Source
Beloit, WI	Asset Forfeiture Sole Source
Richmond, CA Phase I and II	COPS Funded Sole Source
Montgomery, AL	Weed and Seed Funded Sole Source
Brockton, MA	COPS Funded Sole Source
Prince Georges County, MD	COPS Funded Sole Source
Youngstown, OH	COPS Funded Sole Source
Bell Gardens, CA	COPS Funded Sole Source
Riviera Beach, FL	COPS Funded Sole Source
Camden, NJ	COPS Funded Sole Source
San Pablo, CA	COPS Funded Sole Source
New Bedford, MA	COPS Funded Sole Source
Omaha, NE	State Funded Sole Source
Jefferson Parish, LA	Asset Forfeiture Competed Sole Bidder
Milwaukee, WI	City, State & Grant Funded Sole Source
Camden, NJ Phase II	COPS Funded Sole Source
Rocky Mount, NC	COPS Funded Sole Source
Suffolk County, NY	Local Funded Sole Source
Gretna, LA	Local Funded Sole Source
Wilmington, NC	COPS Funded Sole Source
Hartford, CT	COPS Funded Sole Source
Plainfield, NJ	COPS Funded Sole Source
US Virgin Islands	DHS Funded Sole Source
Chicago, IL	City Funded Sole Source
Quincy, WA	City Funded Sole Source
Atlantic City, NJ	City Funded Competed Sole Bidder

Stockton, CA City Funded Sole Source
Miami-Gardens, FL UASI/City Funded Sole Source
Fresno, CA CalGRIPS Grant/Sole Source
Sacramento, CA City Funded/Sole Source
Denver, CO City Funded/Sole Source
Pittsburgh, PA City Funded/Sole Source
Long Beach, NY City Funded/Sole Source
Miami-Gardens, FL UASI/City Funded Sole Source
Miami, FL LEA and other local funds – Sole Source
Hillsborough Sheriff's Office Local Funds – Sole Source
Palm Beach Sheriff's Office State and Philanthropic Funds – Sole Source
Miami-Dade Police Dept. RFP – no other bidder

Below are minimum requirements for a successful gunfire detection and location implementation.

Requirements	SST/ShotSpotter	Any other vendor
Law enforcement resources are limited and there are many sounds (ie. Hammering, car backfiring, etc...) that are impulsive in nature. To minimize false alerts, can the vendor provide a Vendor-Hosted Reviewed Alert Service that can provide immediate analysis of all incoming incidents and send only confirmed gunfire incidents to alert consoles and can vendor also provide references to this effect?	Yes	No
Can vendor provide 24/7/365 Vendor-hosted Review Alert Service? If yes, can you provide references?	Yes	No
Can vendor Reviewed Alerts place a "dot on the map" and closest parcel address denoting the location of the incident?	Yes	No
Can Reviewed Alerts be simultaneously sent to dispatch consoles and to mobile computers installed in vehicles and can vendor provide reference accounts that are currently using this capability?	Yes	No
Can vendor Reviewed Alert include Qualitative Severity information indicating: number of shots, drive by shooting, full automatic and other comments as necessary?	Yes	No
Can vendor Reviewed Alert also include the number of shooters, shooters in motion, and historical shooting incident location?	Yes	No

Is the data robust enough to support a forensic level post analysis to include (but not limited to): sequence of fire, location of each round of fire, and the exact time (in fractions of a second) of each round? If yes, can you give examples of where this has been done?	Yes	No
Does vendor system have a robust classification mechanism that consistently traps and dismisses obvious false alerts?	Yes	No
Are vendor system classification and filtering algorithms adaptable to each unique deployment environment?	Yes	No
Can vendor system filter alerts, temporarily or permanently within specific geographic areas to squelch temporary or ongoing impulsive noise problems (e.g., gun range, heavy construction activity, etc.)?	Yes	No
Can vendor system Filter all alerts during periods of common and/or anticipated high activity, such as July 4th and New Years.	Yes	No
Much of the gun violence is occurring in broad urban communities that contain many common urban obstructions such as: tall buildings, hills, canyon like environments, side streets, alleys and foliage. Are vendor acoustic sensors capable of detecting and locating gunfire if there is no-line of sight and/or if the source is obscured? If yes, can you provide proof or documentation of such capability?	Yes	No
Often times, gunfire incidents occur in alleys, side streets, dark areas or where there are obstructions. For a video system to capture evidence, the gunfire detection system should be able to steer multiple cameras from multiple locations toward incident. In addition, the acoustic sensors should not have to necessarily be co-located with the cameras. Is the system capable of automatically steering multiple cameras from multiple locations towards the incident?	Yes	No
For hurricane prone environments. Can	Yes	No

vendor demonstrate proof that the sensors can endure up to 150mph winds and driving rain without sustaining damage? Can you provide references where sensors have been deployed in such an environment?		
Can the gunfire data collected by the sensors be imported into other applications such as PSAP, crimes analysis applications, investigative applications, video management systems, etc.?	Yes	No
Has the gunfire data collected by the vendors' sensors ever been successfully used in a criminal prosecution and can vendor provide documentation?	Yes	No
Maintaining a large array of acoustic sensors can severely burden a government IT organization and can also become very expensive. Can the vendor provide a vendor owned and vendor maintained sensor array and provide references for such a successful implementation?	Yes	No
Have any efficacy studies been conducted on solution offered by vendor, and/or has the solution been used in substantial gun violence related studies? If yes, please provide documentation.	Yes	No
Can vendor provide gunfire reduction program development consulting and provide references where this program has led to lower gunfire incidents?	Yes	No

Reference Questions for all gunshot detection providers:

1. Provide (5) U.S. references, including at least 2 major U.S. cities, where solution has been used for at least 1 year as part of a comprehensive and wide-area gunfire reduction strategy.

2. References should be able to provide detailed information and examples on how the use of the solution has helped them in enhancing their gunfire response in contrast to only relying on 911 calls, aided in increasing the collection of casing collections for analysis, aided in targeted investigations, and, developing court admissible evidence and aiding in convictions.

3. Related to the point above, can vendor provide 3 specific examples of when their system generated data has been accepted in court proceedings and used in successful prosecutions?

3. Would references recommend their vendor as part of a comprehensive wide-area gunfire reduction strategy?

Kind regards,

Phil

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To whom it may concern:

Please accept this letter as information that ShotSpotter, Inc. (d/b/a SST, Inc.) is the sole source vendor of the wide-area "Gunshot Detection, Location, Alert and Analysis Solution" worldwide. This wide-area system uses acoustic sensing technology protected by 32 unique and current patents to identify, discriminate, record and locate gunshots and other explosive events to law enforcement and police departments within seconds of the shots being fired. The sensing is accomplished via multiple networked acoustic sensors deployed over a wide area that communicate registered gunshot and explosion activity back to a central server.

There is currently only one gunshot detection and location system available commercially for law enforcement and it is exclusively offered by SST, Inc. SST, Inc. is the exclusive provider of ShotSpotter Flex℠, the cloud-based, subscription managed service offering which includes warranty, repair, maintenance and support services on all of its systems.

We have been informed that your agency has determined that for such a solution to be beneficial it must have the capabilities listed in this document. SST, Inc. is the only vendor in the world able to deliver these capabilities. Many of these capabilities and techniques are the exclusive intellectual property of SST, Inc.; are patented; and, can only be provided by SST, Inc. and licensed to end users.

- Detect a gunshot in a public place and provide the location of the event (address) and geographical coordinates of the event back to your agency through a qualified reviewed alert and plot the event on a map.
- Provide a short recording of the event for immediate playback.
- Provide the ability to record the event and save all corresponding information in a hosted Microsoft SQL database so it can be forensically examined at a later date with online data retention of 2 years and offline retention of the data for another 5 years.
- The system and the associated 24x7x365 incident review service must be able to distinguish between a gunshot and other similar sounds (fireworks, car backfiring, etc.) and classify these events for a web-based display
- Acoustic sensors must be certified to withstand harsh wind and other demanding climate conditions thus reducing need for constant maintenance.
- The system must have a proven track record of performance in a deployment area of equal to or greater than 2 square miles.
- System must be able to timestamp individual gunshots to 100th of a second utilizing a GPS clock.
- System must have the ability to recreate crime scene (provide location(s) of where individual shots occurred, the time stamping of when each individual shot was fired within 100th of a second, and the audio recording and acoustic waveform signature of the shot(s)).
- The systems data output, including detailed forensic reports, must be court certifiable with current case law supporting its use as forensic evidence.
- Ability to network acoustic sensors together in a Wide Area Network utilizing any/all of the following communication methods (Wireless 900 MHz, Telephone lines, Existing WAN access point, public wireless/cellular carriers).
- The system must have a documented proven track record of helping to reduce gun-related crimes, assisting in arrests, assisting in the confiscation of weapons, used as evidence in court and assisting in the prosecution and conviction of criminals, in the areas where the system is deployed.
- Interface with networked video surveillance cameras for automated control when an event is detected.
- The system must be US Department of Homeland Security (DHS) Safety Act certified and be listed on the DHS Responded Knowledgebase as allowable use for DHS funds.

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Wide-Area Acoustic Surveillance

ShotSpotter Flex℠ uses nondescript acoustic sensors deployed over wide areas (e.g., from one to many square miles). Acoustic analytics classify incoming potential incidents as gunfire, explosions, or other loud sounds. The end result is gunfire alerts that include a pinpoint location that reveal incident severity and situational intelligence. Through its patented technology[1] and methods only SST, Inc. can deploy systems requiring a relatively small number of acoustic sensors to achieve a blanket of coverage over wide areas; fewer sensors results in lower procurement and operating costs.

Situational Intelligence and Forensic Data

ShotSpotter Flex℠ includes a web-based Incident Alert Console that runs on any standard browser based platform, available in both a desktop and mobile operating modes. Incidents are shown as dots on an aerial map image along with the corresponding street address. Maps can also be viewed in street and oblique aerial views. Audio clips are available to field-based commanders as well as responders. The audio provides invaluable situational intelligence while en route to a scene, stationary in a command van, moving in patrol vehicles, or airborne in helicopters.

The ShotSpotter solution captures and stores a precise timestamp plus GPS coordinate for each detected incident and each round of a multi-round gunfire incident. This level of detail has successfully been used in investigations and courtrooms to exonerate contentious officer-involved shootings, corroborate testimony, refute false testimony, and prove the presence of multiple shooters in the absence of physical evidence and/or eyewitnesses.

The ShotSpotter solutions offers the following unique forensic and intelligence data that enhance situational awareness, investigations, and prosecutions:

- Audio clips of each incident from multiple sources that can be exported as standard MP3 files from each participating sensor for sharing with agents, prosecutors, and presentation in court
- Ability to know if the incident involved a single round or multiple rounds of gunfire
- Ability to determine if the incident involved one or multiple shooters
- Ability to infer type(s) of firearm(s) involved in gunfire incidents
- Details of a shooter's path and rate of movement if multiple rounds are fired on-the-move (e.g., drive-by shooting)

Data for Investigative Follow-up, Crime Analysis, CompStat

Only SST, Inc. offers persistent storage of detailed incident information plus reports and analytics to support CompStat and violence suppression operations. SST, Inc. logs every detected incident and associated data in a database for secure and persistent storage. This data can be mined and analyzed to reveal patterns and trends to successfully drive intelligence-based tactical and strategic operations. Standard reports and an industry standard Structured Query Language (SQL) database feed ongoing intelligence with a comprehensive awareness of what is transpiring within specific areas. This data allows agencies to proactively and effectively apply resources when and where they're most needed; justify specific increases in assets and resources; and save costs. Securely stored incident data is invaluable for forensic purposes to support investigative efforts and fortify prosecution cases, especially when complemented with SST, Inc. acoustic and gunfire specialists providing expert testimony. SST, Inc. is the only company which can aggregate gunfire data from over 70 U.S. cities to develop a national gunfire index to identify national trends of gunfire behavior.

[1] The most current list of patents is available online at: http://www.shotspotter.com/patents

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Open API for Interfacing with Complementary Systems and Technologies

Only SST, Inc. includes a simple and open data networking API for interfacing with video surveillance systems, Common Operating Picture systems, and Computer Aided Dispatch (CAD).

Unique Level of Experience and Customer Support

The ShotSpotter gunshot location, alert and analysis solution is the only system of its type to be successfully deployed since 1995 to leading law enforcement agencies across the US, as well as by the Federal Bureau of Investigations and other federal entities. ShotSpotter has been reviewed and certified under the US Department of Homeland Security Safety Act and to our knowledge; no other system of this type has been tested and validated by the US Department of Justice. Many of its customers have directly attributed the following results to the use of ShotSpotter:

- Significant reduction of gun related crimes
- Significant reduction of overall and random gunfire
- Increased number of arrests and gun confiscations
- Conviction of criminals with data available from ShotSpotter

Conclusion

No vendor, other than SST, Inc., possesses the comprehensive, field-proven, and patent-protected product offering, as well as the professional services and support, domain knowledge, expertise, longevity, and customer references. Only SST, Inc. can provide a true wide-area gunshot detection, location, alert and analysis solution, as well as future expansions and ongoing maintenance and support. We have achieved sole source status in every state we operate in.

Based on all of the above factors, the overwhelming majority of our customers as well as the Department of Justice and the Department of Defense have been able to proceed with confidence in sole sourcing our wide-area gunshot location solution and support services.

We are honored to support your efforts to combat gun related crimes and appreciate the opportunity to serve you. If we can answer any questions or provide additional support information, please let us know.

Sincerely,

Ralph Clark
President / CEO
ShotSpotter, Inc.
Phone: 510-794-3158
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Sole Source and Funding

Sampling of ShotSpotter Customers

A sampling of various funding and sole source procurements by some customers:

Glendale, AZ	Asset Forfeiture Sole Source
Rochester, NY	COPS Funded Sole Source
East Orange, NJ	COPS Funded Sole Source
Minneapolis, MN	City Funded Sole Source
Oakland, CA	City Funded Sole Source
Birmingham, AL	COPS Funded Sole Source
Boston, MA	City Funded Competed Sole Bidder
Paterson, NJ	Asset Forfeiture Soles Source
Baton Rouge, LA	City Funded Sole Source
Springfield, MA	Foundation Funded Sole Source
San Francisco, CA	COPS Funded Sole Source
St. Louis, MO	Asset Forfeiture Sole Source
Newark, NJ	Foundation Funded Sole Source
Nassau County, NY	Asset Forfeiture Soles Source
Irvington, NJ	COPS Funded Sole Source
East Palo Alto, CA	COPS Funded Sole Source
New Haven, NY	COPS Funded Sole Source
Richmond, CA	COPS Funded Sole Source
Montgomery, AL	Weed and Seed Funded Sole Source
Brockton, MA	COPS Funded Sole Source
Prince Georges County, MD	COPS Funded Sole Source
Youngstown, OH	COPS Funded Sole Source
Riviera Beach, FL	COPS Funded Sole Source
Camden, NJ	COPS Funded Sole Source
San Pablo, CA	COPS Funded Sole Source
New Bedford, MA	COPS Funded Sole Source
Omaha, NE	State Funded Sole Source
Jefferson Parish, LA	Asset Forfeiture Competed Sole Bidder
Milwaukee, WI	City, State & Grant Funded Sole Source
Camden, NJ	COPS Funded Sole Source
Rocky Mount, NC	COPS Funded Sole Source
Suffolk County, NY	Local Funded Sole Source
Gretna, LA	Local Funded Sole Source
Wilmington, NC	COPS Funded Sole Source
Hartford, CT	COPS Funded Sole Source
Plainfield, NJ	COPS Funded Sole Source
US Virgin Islands	DHS Funded Sole Source
Chicago, IL	City Funded Sole Source
Atlantic City, NJ	City Funded Competed Sole Bidder
Stockton, CA	City Funded Sole Source
Sacramento, CA	City Funded Sole Source
Fresno, CA	CalGRIP Grant & School District Funding Sole Source
Denver, CO	City Funded Sole Source
Pittsburgh, PA	City Funded Sole Source
Long Beach, NY	City Funded Sole Source

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