

FEDERAL BUREAU OF INVESTIGATION

Precedence: ROUTINE

Date: 12/18/2007

To: Operational Technology      Attn: Video Surveillance,  
UC [REDACTED]

From: Operational Technology  
Video Surveillance Unit  
Contact: [REDACTED]

Approved By: [REDACTED]

Drafted By: [REDACTED]

Case ID #: [REDACTED]

Title: Traditional Video Program Support

Synopsis: The Video Surveillance Unit (VSU) tested the [REDACTED] Automatic License Plate Reading (ALPR) system on December 12-13, 2007. Results are attached.

Enclosure(s): [REDACTED] License Plate Reader Testing Summary,  
December 14, 2007

Details: The VSU conducted testing of the [REDACTED] Automatic License Plate Reader (ALPR) system on December 12-13, 2007. The [REDACTED] ALPR camera technology is very impressive, and it offers more flexibility than other systems tested by the VSU. The [REDACTED] camera

[REDACTED] Previous ALPR system tested by the VSU used [REDACTED] The ALPR [REDACTED] system was not

A follow-on test with these additional features is scheduled for February 2008. The attached report contains additional details.

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To: Operational Technology From: Operational Technology  
Re: [REDACTED] 12/18/2007

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LEAD(s):

Set Lead 1: (Info)

OPERATIONAL TECHNOLOGY

AT QUANTICO

FOR THE FILE

CC: [REDACTED] w/color report  
w/color report  
w/color report

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**Justification and Approval**  
**For**  
**Other than Full and Open Competition**  
 Requisition # [REDACTED]

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**1. A description of the supplies or services required to meet the agency's needs (including the estimated value).**

The items being acquired / developed include: ELSAG [REDACTED] Prototype necessary cables and software. The [REDACTED] Prototype is a stationary License Plate Reader (LPR) System that is being custom designed for a specific concealment to fulfill an unmet operational need. The development effort will conclude with deliverables of [REDACTED] prototype units. The design, development of the prototype technology is valued at \$90,000 while the actual prototypes are valued at [REDACTED]

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**2. A demonstration of the proposed contractor's unique qualifications.**

The VSU has performed a market survey of LPR vendors to include ELSAG, [REDACTED]  
 [REDACTED] VSU product analysis included purchasing cameras from the  
 aforementioned vendors and evaluating system performance to include: [REDACTED]  
 [REDACTED] After the evaluation, small quantities of ELSAG [REDACTED]  
 systems were purchased. Initial deployment configurations for both ELSAG [REDACTED]

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Ultimately, ELSAG technology was chosen over the [REDACTED] system for the following reasons: [REDACTED]

[REDACTED] ELSAG [REDACTED] ELSAG [REDACTED]

The ELSAG system has an [REDACTED]

Efforts to engage other LPR vendors for dataset modifications required to make their systems compatible with the VSU communications / analysis software have been unsuccessful.

**3. A description of efforts made to ensure that offers are solicited from as many potential sources as is practical.**

In researching and developing the ELSAG LPR camera solution, products from the following companies were evaluated: ELSAG, [REDACTED] Internal evaluations of these products focused on [REDACTED] While both ELSAG and [REDACTED] the ELSAG systems have a

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[REDACTED] The  
ELSAG system architecture has also allowed VSU engineers to [REDACTED]  
[REDACTED]

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Additional development by ELSAG [REDACTED]

**4. A determination that the anticipated cost to the Government will be fair and reasonable.**

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While this effort entails substantial research / development it is difficult to draw a direct comparison between ELSAG and other vendors. Please note that efforts to engage other LPR

[REDACTED]

[REDACTED]

[REDACTED] LPR System

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Vendor	Part # (s)	Description	Cost
[REDACTED]	[REDACTED]		
ELSAG North America			

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[REDACTED] LPR System

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Vendor	Part # (s)	Description	Cost
[REDACTED]	[REDACTED]		
ELSAG North America			

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ELSAG prices when compared to various LPR vendors are competitive. Since only the ELSAG

[REDACTED]

[REDACTED]

[REDACTED] Based on the VSU evaluation of [REDACTED] OTD has invested an estimated \$400K

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in labor to design, develop, and test of ELSAG deployment solutions. Procurement of like systems will allow VSU to rapidly increase the number of units in the field.

**5. A description of the market research conducted and the results or a statement of the reason market research was not conducted.**

A market research effort encompassing multiple License Plate Reader (LPR) vendors was conducted. The competing vendors were: ELSAG, [REDACTED]

[REDACTED] The evaluation including scoring the systems for: [REDACTED]

[REDACTED] The reliable range for all systems was [REDACTED]

The ELSAG and [REDACTED]

[REDACTED] Initial quantities of ELSAG and

[REDACTED] systems were purchased for additional evaluation. VSU determined the ELSAG system to be the most viable deployment solution based on the following: [REDACTED]

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**6. Any other facts supporting the use of other than full and open competition.**

The facts used to justify the ELSAG purchase include:

1. The VSU has been deploying ELSAG systems for [REDACTED] and judge system reliability to be superb. There have been [REDACTED] attributable to ELSAG hardware.
2. The VSU has developed [REDACTED] ELSAG camera system to provide mission critical data analysis, transmission, and storage. This software is tailored towards meeting operational needs and can be modified by VSU engineers as requirements change.
3. The VSU has performed an evaluation of competing LPR vendors and the ELSAG system has been competitive or superior in the following criteria: [REDACTED]

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REQUISITION # [REDACTED]

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**ELSAG LPR Purchase Request**

Item #	Model #	Description	Cost	Units	Amount
1	FPH900X	[REDACTED]			
2	[REDACTED]	[REDACTED]			FREE
3					FREE
4	[REDACTED]	ELSAG North America [REDACTED] [REDACTED]			FREE
TOTAL					\$94,500

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**Synopsis:** The Video Surveillance Unit (VSU) requests the Finance Division, Quantico Contracts Unit (QCU) initiate a sole source procurement to ELSAG North America in the amount of \$94,500.

**Enclosure(s):** ELSAG North America Quotation dated 03/09/2011

**Details:** The VSU request the QCU initiate an equipment and services procurement with ELSAG North America in the amount of \$94,500.

The VSU is responsible for development, procurement, and deployment of video collection and video transmission equipment utilized by the field to support [REDACTED] Criminal and [REDACTED] The items being purchased are to support Field requests.

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The requested License Plate Reader (LPR) systems provide the following functionality to the field:

1. The FPH900X [REDACTED]  
[REDACTED]  
[REDACTED] FPH900X [REDACTED]

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24x7 surveillance capabilities capturing license plates and vehicle images. The data is

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[REDACTED]

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2. VSU software developed to integrate with the FPH900X [REDACTED]

[REDACTED]

VSU has performed a market survey of LPR vendors to include ELSAG, [REDACTED]

[REDACTED] VSU product analysis included purchasing cameras from the  
aforementioned vendors and evaluating system performance to include: [REDACTED]

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[REDACTED] ELSAG and [REDACTED] had the [REDACTED]  
small quantities of both systems were purchased. Initial deployment configurations for both

[REDACTED] systems [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED] ELSAG [REDACTED]

- [REDACTED]

as the ELSAG [REDACTED]

[REDACTED] ELSAG [REDACTED]

[REDACTED]

- [REDACTED]

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- [REDACTED]

In addition to the aforementioned deployment configurations, the ELSAG system has an [REDACTED]

[REDACTED]

VSU's point of contact for this procurement is [REDACTED]

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## REQUISITION JUSTIFICATION

**Date:** 03/21/2011

**Requisition Number:** [REDACTED]

**Equipment being Purchased:** License Plate Reader (LPR) [REDACTED] Part Number [REDACTED]

**Brief Description of Equipment:** The requested item is a commercially available [REDACTED]

**How it is applied to Field Operations:** This cable will be used to support Video Surveillance Unit's (VSU) fielding of LPR systems. In some instances, the LPR camera [REDACTED]

[REDACTED] the FBI [REDACTED] will be able to install this [REDACTED]

**Requirements:** The VSU requires a well built [REDACTED]

**Sole Source Justification:** This is the only vendor who makes the LPR position [REDACTED]

**Additional Information:** [REDACTED] are the manufacture of the LPR [REDACTED]

[REDACTED] They know the specific connectors needed at each end, and they know what cable works best in this environment. Because the [REDACTED]

[REDACTED] VSU has purchased this [REDACTED] in the past, and has had no problems with the workman ship or quality of the material used.

VSU's POC for this procurement is [REDACTED]



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The requested License Plate Reader (LPR) system provides the following functionality to the field:

1. The [redacted] Prototype is a [redacted] LPR System. These cameras are being designed

[redacted] ELSAG North America is committing to the design and development of LPR cameras specifically tailored to meet

[redacted] Once deployed, the cameras provide [redacted] capabilities capturing license plates and vehicle images. [redacted]

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Currently ELSAG [redacted]

VSU has performed a market survey of LPR vendors to include ELSAG, [redacted]

[redacted] VSU product analysis included purchasing cameras from the aforementioned vendors and evaluating system performance to include: [redacted]

[redacted] After the evaluation, small quantities of ELSAG and [redacted] systems were purchased. Initial deployment configurations for both ELSAG and [redacted]

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Ultimately, ELSAG technology was chosen over the [redacted] system for the following reasons: [redacted]

[redacted] ELSAG [redacted] and ELSAG [redacted]

The ELSAG system has an [redacted]

VSU's point of contact for this procurement is EE [redacted]

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**Quantico Contracts Unit**  
**SIMPLIFIED ACQUISITIONS PROCEDURES**  
**Sole Source/Brand Name Justification**  
**Under \$100,000**

[Redacted]

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Date: 19 May 2008

Contractor: The GateWorks Group

**1. AGENCY/CONTRACTING ACTIVITY:**

Requestor: FBI

Division OTD, VSU

Contracting Unit: ☐ CLCU ☐ ECU ☐ ITCU ☐ OSSCU ☐ TCAU ☒ other (Quantico Contacts)

**2. NATURE/DESCRIPTION OF ACTION:**

Contractor: The GateWor4s Group

Contract type: ☒ FFP ☐ LH ☐ other ( )

Other particulars: ☐ IDIQ ☐ options (#/term: )

**3. DESCRIPTION OF SUPPLIES/SERVICES REQUIRED:**

☒ Supplies ☐ Services

Description:

Item A:

[Redacted] 1 Lane Fixed LPR coverage, [Redacted]  
[Redacted]

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Item B:

[Redacted]

Performance period: Three (3) months from data of award.

Total estimated dollar value: [Redacted]

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**4. STATUTORY AUTHORITY:**

Federal Acquisition Regulations 6.302-1 "Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements". (1) When there is a reasonable basis to conclude that the agency's minimum needs can only be satisfied by only one source. In this situation, there is only one known source

[Redacted]

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**5. UNIQUE QUALIFICATIONS/NATURE OF ACQUISITION REQUIRING AUTHORITY:**

☒ only one source is capable of responding due to the unique or specialized nature of the work

☐ work is a logical follow-on to an existing previously competed order

☐ item is peculiar to one manufacturer

☐ urgent and compelling need exists and following ordering procedures would result in unacceptable delays

☐ national security

☐ other ( )

Rationale:

[Redacted]  
[Redacted]

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**6. EFFORTS TO ENSURE OFFERS SOLICITED FROM AS MANY SOURCES PRACTICABLE:**

We have queried experts throughout the Federal Law Enforcement and Intelligence community and have found no other equipment that meets the requirements identified in paragraph at this time.

**7. DETERMINATION THAT ANTICIPATED COST WILL BE FAIR AND REASONABLE:**

In comparing costs, we reviewed three known vendors who provide similar, but not as capable equipment. No other known equipment provides for the [REDACTED] The systems reviewed offered range [REDACTED]

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**8. MARKET RESEARCH:**

Vendors queried include [REDACTED] No know vendors have the ability to [REDACTED] discussed in #7 above.

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**9. LIST OF SOURCES THAT EXPRESSED A WRITTEN INTEREST:**

The GateWorks Group – National Accounts  
9272 Jeronima Road, Suite 124  
Irvine, CA 92616  
949-305-0463  
[www.gateworksgroup.com](http://www.gateworksgroup.com)

**10. ACTIONS TO REMOVE/OVERCOME BARRIERS TO COMPETITION:**

None at this time. The FBI needs the [REDACTED]  
[REDACTED]

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**11. TECHNICAL CERTIFICATION:**

I have reviewed the data contained in this justification and certify it to be accurate and complete to the best of my knowledge and belief.

Name: \_\_\_\_\_ Title: \_\_\_\_\_  
Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**12. CONTRACTING OFFICER CERTIFICATION:**

As the contract specialist of record, I hereby certify that all information contained herein is accurate and complete to the best of my knowledge and belief.

Name: \_\_\_\_\_ Title: \_\_\_\_\_  
Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**13. APPROVED BY:**

Contracting Offeror

Name: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_