

[redacted] (OTD)(FBI)

From: [redacted] (OTD) (CON)  
Sent: Wednesday, December 29, 2010 3:46 PM  
To: [redacted] (OTD) (FBI)  
Cc: [redacted] (OTD)(FBI)  
Subject: ELSAG Purchase Request.

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**NON-RECORD**

Hi [redacted]

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Please find the following:

- ELSAG LPR Purchase Request
- Justification for Sole Source GSA Schedule
- Justification and Approval
- ELSAG Quote.

If the documents look good, I'll forward them to [redacted]

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ELSAG LPR  
Purchase Request Dec



JUSTIFICATION  
OR SOLE SOURCE .



Justification and  
Approval - E...



FBI\_VSU\_50\_Fixed  
\_Elsag [redacted]

Take care,

[redacted]

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## ELSAG North America

205 - H Creek Ridge Road  
Greensboro, NC 27406

Duns # 196140821  
Phone: 866-9MPH900 (967-4900)  
Fax: 336-3797164

12/27/2010

QUOTATION

**Delivered to:**

FBI VSU  
1601 Research Boulevard  
Rockville, MD 20850-3173

Quotation valid until: April 26, 2011  
Prepared by:   
Projected Arrival Date: 45 days from PO

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Model #	Description	Cost	Units	Amount
	ELSAG North America			FREE
TOTAL				

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Service Plan for goods and services provided by the above quote

Due Date

Service Plan Includes:

- Software Updates
- Annual Training/Service
- Parts & Labor

Approval Signature: \_\_\_\_\_

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Terms: Net 15 Days Receipt of Goods

**ELSAG LPR Purchase Request**

Item #	Model #	Description	Cost	Units	Amount
1					
2					
3					
4					
			<b>TOTAL</b>		

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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 [REDACTED]

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**Details:** The VSU request the QCU initiate an equipment and services procurement with ELSAG North America in the amount of [REDACTED]

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 [REDACTED]  
[REDACTED]

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[REDACTED]

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

[REDACTED]

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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] ELSAG [REDACTED]

[REDACTED] systems were purchased. Initial deployment configurations for both  
ELSAG [REDACTED]

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In collaboration with the Machining & Prototyping Unit (MPU) and various Field Offices (e.g.  
[REDACTED] VSU was able to develop the following ELSAG deployment  
configurations:

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- [REDACTED]  
as the ELSAG [REDACTED]  
[REDACTED] ELSAG [REDACTED]  
[REDACTED]
- [REDACTED]
- [REDACTED]

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

[REDACTED]

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

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# JUSTIFICATION FOR SOLE SOURCE GSA SCHEDULE ORDER

(ACTIONS UP TO \$500K)

## 1. AGENCY/CONTRACTING ACTIVITY:

Requestor: FBI \_\_\_\_\_ OTD \_\_\_\_\_ Division \_\_\_\_\_  
Contracting Unit: \_\_\_ CCLU \_\_\_ ECU \_\_\_ ITCU \_\_\_ OSSCU \_\_\_ TCAU \_\_\_ X other  
( \_\_\_ VSU \_\_\_ )

## 2. NATURE/DESCRIPTION OF ACTION:

GSA Schedule contract number: \_\_\_\_\_  
Contractor: \_\_\_\_\_  
Contract type: \_\_\_ FFP \_\_\_ LH \_\_\_ other ( \_\_\_\_\_ )  
Other particulars: \_\_\_ IDIQ \_\_\_ options (#/term: \_\_\_\_\_)

## 3. DESCRIPTION OF SUPPLIES/SERVICES REQUIRED:

\_\_\_ Supplies \_\_\_ Services Description: \_\_\_\_\_  
Performance period: \_\_\_\_\_  
Total estimated dollar value: \_\_\_\_\_

## 4. STATUTORY AUTHORITY:

Section 201 of the Federal Property and Administrative Services Act of 1949 (40 USC 501)

## 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:

The Video Surveillance Unit (VSU) is requesting License Plate Reader (LPR) Systems that are designed, manufactured, and marketed by ELSAG NORTH AMERICA. These specific ELSAG LPR SYSTEMS (ELSAG \_\_\_\_\_) are not available from any other vendor. The VSU has already deployed these systems to \_\_\_\_\_ Additionally, \_\_\_\_\_ have purchased these systems on their own.

The ELSAG LPR systems are the only systems that fulfill the following criteria:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

The VSU has spent over \$200K on developing [redacted] for the ELSAG [redacted] and concealment integration efforts.

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## JUSTIFICATION FOR SOLE SOURCE GSA SCHEDULE ORDER

(ACTIONS UP TO \$500K)

### 6. EFFORTS TO ENSURE OFFERS SOLICITED FROM AS MANY SOURCES

#### PRACTICABLE:

Exempt from synopsis pursuant to FAR 8.404(a). See Paragraph 8 for market research information.

### 7. DETERMINATION THAT ANTICIPATED COST WILL BE FAIR AND

#### REASONABLE:

Cost/price based on GSA Schedule rates, considered fair and reasonable pursuant to FAR 8.404(d).

Other analysis:

The VSU has researched the cost of similar products and found ELSAG prices to be in line with industry rates. The following table provide a comparison between ELSAG and [redacted]

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[redacted] LPR Systems			
Vendor	Part #(s)	Description	Cost (each)
[redacted]	[redacted]		
ELSAG North America	[redacted]		

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In the above table note that the camera prices are equivalent [redacted] for ELSAG and [redacted] for [redacted] requires the purchase of additional software at [redacted] per field office.

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### 8. MARKET RESEARCH:

The VSU has spent years evaluating LPR products from the following vendors: ELSAG, [redacted]  
[redacted] The ELSAG system has proven to be reliable, mature technology with an [redacted] allowing the VSU to develop [redacted] towards our mission. Furthermore, the ELSAG system was the only system with an [redacted] ELSAG North America has successfully deployed LPR systems to over 5,000 law enforcement agencies around the world to include: [redacted]

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### 9. ANY OTHER FACTS SUPPORTING THE USE OF OTHER THAN FULL AND OPEN COMPETITION:

The following facts support purchasing of the ELSAG System:

- ELSAG LPR system was the only system evaluated among 5 competitors that could achieve [redacted]
- The VSU has invested over \$200K in [redacted]
- The VSU has already deployed ELSAG systems to [redacted] To deploy systems [redacted]

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none List:

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

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## Justification and Approval

For

Sole Source

Requisition # ??????

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

The items being acquired include: ELSAG [REDACTED]  
[REDACTED] all necessary cables and software. The [REDACTED] LPR system and  
will be used for surveillance of [REDACTED] Equipment cost for: [REDACTED]  
[REDACTED]  
[REDACTED]  
[REDACTED] with one (1) year of [REDACTED]

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### 2. Sole Source Justification

The Video Surveillance Unit (VSU) is seeking to purchase License Plate Reader (LPR) equipment from ELSAG North America. Having evaluated LPR systems from multiple vendors (including: ELSAG [REDACTED] VSU found that ELSAG is the only vendor that satisfies several key criteria:

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- The form-factor of the ELSAG [REDACTED] supports installation within a standard VSU

[REDACTED]

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- The ELSAG [REDACTED]  
[REDACTED]

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- VSU has invested over [REDACTED] developing [REDACTED]  
[REDACTED] ELSAG LPR [REDACTED]  
[REDACTED] ELSAG equipment (ELSAG [REDACTED] and ELSAG  
[REDACTED] and was developed by VSU staff.

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- The ELSAG [ ] has been purchased in limited quantities and deployed to numerous field offices. Continued use of ELSAG systems will allow us to reduce cost for training, maintenance, and software development.

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