



PINAL COUNTY
WIDE OPEN OPPORTUNITY

PURCHASING DIVISION REPORT

December 21, 2022

CONTRACT AMENDMENT(S):

The Board is requested to approve the following contract amendment(s):

1. RFP 201726 – Printing and Mailing of Election Materials - Recommended approval of Amendment No. 3 to exercise the optional extension period from January 6, 2023 through January 5, 2024 with Runbeck Election Services. There are two (2) optional extensions remaining. This contract is used by the Elections Department & Recorder’s Office.

PURCHASING AGREEMENT PROCUREMENTS OVER \$250,000:

The Board is requested to approve the following purchase:

REQUISITION NO.: 166279
SUPPLIER: MutuaLink
AMOUNT: \$1,800,000.00
ITEM(S): Expansion of HTE Interoperability & School Safety Program
DEPARTMENT(S): Sheriff’s Office

Leo Lew
County Manager



Himanshu Patel
Deputy County Manager

Angeline Woods
Office of Budget & Finance Director

PINAL COUNTY
WIDE OPEN OPPORTUNITY

MaryEllen Sheppard
Deputy County Manager

To: Pinal County Board of Supervisors

From: Bobby Tolliver, Procurement Officer

Date: December 21, 2022

Re: Contract Amendment for RFP #201726 – Printing and Mailing of Election Materials

It is requested the Board approve a contract term extension with Runbeck Election Services who provides Printing and Mailing of Election Materials for the Elections Department & Recorder's Office.

The County has spent approximately \$500,000 on this contract in the last year and the same is anticipated in the next year of the contract.

The current term of this contract expires on January 5, 2023. The new term, if approved, will begin on January 6, 2023, and will continue through January 5, 2024. After this extension, two (2) one (1) one-year optional extensions will remain.

It is also requested the Board authorize the Director of the Office of Budget and Finance to approve and sign resulting purchase orders and related administrative documents. All other terms and conditions remain unchanged.

Respectfully submitted,

Bobby Tolliver

Bobby Tolliver
Procurement Officer
(520) 866-6011
Bobby.Tolliver @pinal.gov



Contract Amendment

Pinal County Finance Department
31 N. Pinal Street, PO Box 1348
Florence, AZ 85132
520-866-6526

Contract: 201726
Amendment #3
Procurement Officer: Bobby Tolliver
Bobby.Tolliver@pinal.gov

Printing and Mailing of Election Materials

Contractor Name: **Runbeck Election Services**

Pursuant to Paragraph 15 (Contract Changes), the referenced Contract shall be amended as follows:

1. Contract Term. Pursuant to Paragraph 2 (Contract Extension), the term of this Contract is hereby extended to January 5, 2024.

Except as otherwise expressly modified or amended herein, all other terms, conditions, and pricing contained in the Contract shall remain in full force and effect and shall not be altered or changed by this Amendment.

Pinal County hereby executes its right to unilaterally amend the above referenced contract on this date.

<hr/> X	<hr/> X December 21, 2022
Jeffrey McClure, Chairman	Date
Pinal County Board of Supervisors	



Purchase Requisition

Req. Number
166279

Req. Date: 11/30/2022
Page: 1 of 1

Department Contact: MARTINEZ, LINDA A Phone: 520 - 8665144 Branch Plant: SHERIFF Fund Source: SHERIFF MISCELLANEOUS FUND	Ship to: SHERIFF 971 N JASON LOPEZ CIRCLE BLDG C FLORENCE AZ 85132	Supplier: MUTUALINK INC 1269 S BROAD ST WALLINGFORD CT 06492 Phone: - Fax: -
---	--	--

Buyer: Ann Synodis, Buyer Phone: 520 - 866-6008 Email: Ann.Synodis@pinal.gov	Requested Delivery Date: 11/30/2022 Payment Terms: Net 30 Shipping Terms: FOB Destination
--	--

The terms and conditions of the following contract apply to this Purchase Order:

Contract Entity Pinal County Sole Source
Contract Number
Contract Expiry January 17, 2023

Reference: Proposal for the expansion of HTE Interoperability and School Safety Program that meets and exceeds Arizona Legislative requirements for 41-1733 School Safety Interoperability Program.

Department Contacts: Chief Deputy Matthew Thomas (520) 866-5133 | Finance Department - Linda Martinez (520) 866-5144

Supplier Contact: Mark Hatten, CEO

Line	Quantity	UOM	Item Number	Item Description	Unit Cost	Extended Cost
1.00		LS		Pinal County Sheriff's School Safety System (25%)	\$0.00	\$450,000.00
2.00		LS		Pinal County Sheriff's School Safety System (25%)	\$0.00	\$450,000.00
3.00		LS		Pinal County Sheriff's School Safety System (25%)	\$0.00	\$450,000.00
4.00		LS		Pinal County Sheriff's School Safety System (25%)	\$0.00	\$450,000.00

Quote Includes: Needs Analysis, Implementation Services, License Distribution and Provisioning, Hardware Install and Configuration, and Design Documentation Delivery.

50% (\$900,000) payable upon execution of contract to cover materials acquisition cost, which shall be applied toward the delivery of project hardware components and software provisioning. 25% (\$450,000) payable upon hardware installation and testing. Remaining 25% (\$450,000) to be invoiced upon delivery of final design documentation.

Total Order:	\$1,800,000.00
---------------------	-----------------------

Executive Summary

Mutualink, Inc. is pleased to present to Pinal County Sheriff's Office (PCSO) a proposal for the expansion of the Interoperability and School Safety Program that meets and exceeds Arizona legislative requirements for **41-1733 School Safety Interoperability Program**.

Our turnkey solution for PCSO not only meets, but exceeds, the requirements desired in Arizona legislation, while presenting the following key advantages:

- A lower total cost of ownership because we connect systems already in place allowing customers to leverage investments already made with minimal upgrade cost.
- The most versatile system and partner integration network in scope, meaning we connect more systems, assets, and infrastructure than any other company in the market.
- Faster implementation, in most cases, our systems can be designed, built, and installed in as little as six weeks. Larger more complex systems can typically take three to six months.
- We pride ourselves on creating a positive customer experience through ease of use and automation, making your job easier.

Mutualink is a proven, scalable solution used by over 2,000 federal, state, and local agencies, and private infrastructure partners across the nation. With implementation, PCSO would have access to partner agencies already on the system across the United States, including more than **78 law enforcement agencies across Arizona contracted to be on the network** by January 2023.

With over 100 employees, more than 30+ public safety subject matter experts, and over 3,500 deployments, including seven Arizona counties, Mutualink is the unrivaled partner for PCSO to successfully deliver the expansion of their Interoperability and School Safety System.

Funding Opportunity

Arizona State Legislators have awarded Pinal County Sheriff's Office an additional \$1.8M to expand the school safety interoperability communications system that meets the following updated legislative requirements:

41-1733 School Safety Interoperability Program Bill Language

A. The school safety interoperability fund is established consisting of monies appropriated to the fund by the legislature. The department of administration shall administer the fund. Monies in the fund are continuously appropriated. Monies in the fund shall be distributed to the sheriff of a county or a city or town police department that establishes a school safety program and may be used only for a school safety program that meets all of the following:

1. Encompasses schools throughout this state.
2. In a school safety program county, enables the deployment of a **secure, multimedia data communications system** to a user base consisting of public safety agencies and public schools providing instruction in any combination of kindergarten programs and grades one through twelve.
3. Provides a communications solution environment that allows for:
 - (a) Identifying system users' identity, location, and operational status during an incident.
 - (b) Secure text messaging and file sharing to all users involved in an incident.
 - (c) Secure sharing of collaborative maps, building floor plans and images between schools and public safety agencies.
 - (d) Integrating manually activated panic alarm systems that, when activated, establish direct collaboration between schools and public safety agencies.
 - (e) Using multiple forms of real-time communications and information collaboration, including voice and full-motion video sharing, during an incident.
4. Is capable of being deployed to end users on existing communications assets owned by participating entities.
5. Allows each participating entity to maintain discretionary real-time control of all communications assets owned or operated by the entity.
6. Encrypts all media communications.
7. **Is certified under the United States department of homeland security safety act as qualified anti-terrorism technology.**
8. **Is compatible with the federal emergency management agency interoperable gateway system for disaster communications.**
9. Ensures student and staff privacy.
10. Enables integration to school access control systems to allow remote lockdown by law enforcement through the same multimedia system.

Project Overview

Mutualink will expand the Interoperability and School Safety System customized to PCSO's needs that will connect the remaining public and charter schools directly with police and first responders. At the press of a button, direct 2-way emergency communication is established between schools and police and secure sharing of live video displayed on collaborative floorplans within seconds of activation becomes available to responding agencies. The system interfaces with existing radio, video, access control and panic button systems already available in many schools today. PCSO and partner agencies responsible for response would be similarly equipped to receive direct push-to-talk communications from schools, be able to see live video, and would be able to scale unified communications as the dynamic situation grows.

Emergency connections to responders are configured through collaboration with police leaders so the right agencies receive the right information at the right time. This enables swift coordination and shared situational awareness, improving command and control, organization, and force multiplier effects.

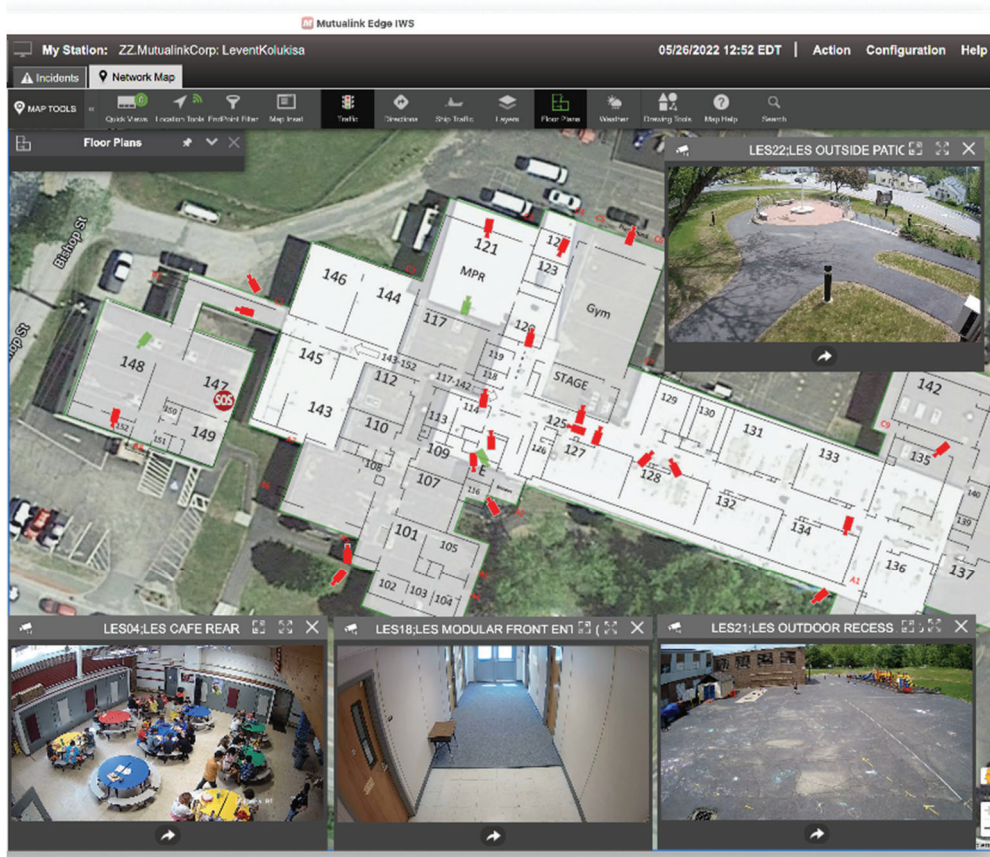


Figure 1: Screenshot of collaborative floorplan with integrated camera feeds from school. When activated with a panic button, the three closest cameras are immediately made available to law enforcement.

Mutualink, Inc. is the only large-scale, on-demand interoperability solution of its kind that can be stood up when needed and can be automated with sensors or IoT devices. There is no technical or functional equivalent to the interoperable multimedia communications solution and IoT automation Mutualink

provides. It is designed to address the need for cross-agency, on-demand collaboration, enabling rapid situational awareness, automated response, coordination, and unprecedented unified communications.

Key Features include:

- **True Interoperability®** - Mutualink, Inc. is the only provider that can interconnect agencies in invitation-only, incident-based mutual aid channels where assets (radios, LTE devices, IoT, IP-devices, cameras) can be shared in real-time while allowing the agency to maintain sovereign control over the ability to share.
- **Panic Button Integration** - Mutualink, Inc. allows integration of soft or hard panic buttons already on the market and used by schools today. Panic buttons allow school staff and administrators to alert police to an emergency and provide 2-way push-to-talk communication.
- **Multimedia Sharing** - Mutualink, Inc. is the only provider that allows the real-time sharing of multimedia assets (data interoperability) like **LIVE video**, pictures, and video management systems to improve situational awareness.
- **Door Access Control** – Mutualink enables integration to school access control systems (sensor-based door access control) where applicable.
- **Remote Lockdown**- Mutualink facilitates remote lockdown features by both school leadership and law enforcement.



- **Secure Communications** - Mutualink technology is United States Department of Homeland Security Safety Act certified AND compatible with FEMA's Interoperable Gateway System (IGS) for disaster communications, which is required by Arizona legislation.
- **FERPA and HIPAA Compliant** - Mutualink's privacy control framework includes selective sharing of cameras by the camera owner. Schools maintain discretionary control over their assets, including cameras, **ONLY allowing sharing at the discretion of the school and ONLY in an emergency.** Media and content are encrypted and transported in real-time between entities without third party recording. This protects the privacy of students and staff. The Mutualink system employs multiple layers of application, user authentication and network security and is SOC-2 certified.

• **Arizona Statewide Collaboration** – As the leading provider of school safety emergency alert solutions in Arizona, PCSO will gain access to any local, state, or federal agencies on the network. Mutualink is already contracted as the provider for seven Arizona counties including: Pinal County, Graham County, Gila County, Navajo County, Mohave County, Yavapai County and Greenlee County.

Project Scope

Pinal County Sheriff Office's Interoperability and School Safety System is a turnkey system designed and built for PCSO comprised of managed services, enterprise software solutions, project management, installation, support staff, training, operations, and maintenance support. This completed project will provide the county and its partner agencies with interoperable voice, video, and data sharing capabilities that can be automated with school panic buttons.

Project Components

1. **System Needs Analysis and Design-** Mutualink will perform a complete analysis of the public safety ecosystem needed to support the interoperable response to school violence situations and present a project plan to detail the infrastructure needed to support Pinal 's School Safety System as well as a detailed implementation and delivery plan.
2. **Implementation and Hardware Configuration-** Mutualink will install and configure hardware and software to support implementation based on the approved project plan.
3. **Robust Information Sharing Network Infrastructure-** Agencies will gain access to the Mutualink Nationwide Ecosystem of Public Safety Partners including those agencies partnered in Arizona on the statewide School Safety Program. As a user on this network, agencies will gain the ability to "turn-on" interoperability when needed- effectively establishing unified command and control in crises and disasters. This robust communications environment will allow the identification of users' identity, location and operational status during an incident as well as enable secure text messaging and file sharing that could include collaborative maps, floorplans, images, and more between schools and public safety agencies.
4. **Interconnectivity with partner agencies that serve the Pinal County Sheriff's Office.** Interconnectivity between 16 area law enforcement partners was included in phase 1 of the project.
5. **Interconnectivity with all school districts throughout Pinal County -** Mutualink, Inc. will expand the system to allow 15 additional school districts, 56 public schools, and 17 charter schools to opt-in and connect directly with public safety. Public school districts listed below:

Apache Junction Unified District	Pinal County Schools - Mary C O-Brien Accommodation District #90
Casa Grande Elementary School District #4	Ray Unified School District
Casa Grande Union High School District #82	Red Rock Elementary
Coolidge Unified School District	Sacaton Elementary School District
Eloy Elementary School District	Santa Cruz Valley Union High School District #840
Florence Unified School District #1	Stanfield Elementary School District #24
Mammoth-San Manuel Unified School District	Superior Unified School District #15
Oracle Elementary School District #2	Toltec Elementary School District #22

6. **School Safety Technology Integrations-** Mutualink will leverage existing technology schools already rely on today, including panic button solutions, camera systems, radio or PA systems, and door access control systems where applicable. In the event a school or district does not have a panic button solution, Mutualink will provide, configure, and install a **Mutualink Soft Panic**

Alert Button powered by Raptor Technologies for each school and district office through a partnership with Raptor Technologies, the gold standard in school safety software.

7. Software Licenses

The deployment of the system will require annual software licenses per user, console, or entity where applicable. Three types of software licenses are available to connect desktop, mobile devices, and end users. All licenses will cover service during the legislatively funded period.

District and School Software Licenses

- 247 Client Access licenses have been allocated to be distributed across the districts and schools
 - 101 LNK360™ K12 Full Feature Licenses
 - 146 LNK360™ Multimedia Exchange Push-to-talk (MxPTT) Licenses
- Up to 73 Mutualink Soft Panic Alert Buttons powered by Raptor Technologies have been allocated for all districts, public schools and charter schools where needed.
- Schools may choose to expand the system within their school. As such, additional licenses may be purchased by schools and districts at an additional cost.

Extension of service for existing Districts and Schools- Any District or school detailed in Phase 1 will have their service extended by the expansion project through the funded period.

8. Real-Time Floorplan video enhancement

Remote View is a Gateway software model to store floor plans and orchestrate camera views. Mutualink will digitize available school floorplans to include room numbers, camera locations and any other relevant information required to expedite response. When integrated with a panic button activation, the closest three cameras to the emergency will populate first allowing law enforcement to immediately confirm the legitimacy of the emergency and the context around what is going on.

Remote view will be included where technically feasible and can be expedited if schools have digital floorplan files that can be shared with Mutualink.

9. Door Access Control Integration

Integration of door access control systems may be part of a school solution in situations where schools already have sensor-based door access control. Mutualink will determine where it is technically feasible.

10. Set Up and Installation

Mutualink and PCSO will work jointly to identify additional partner agencies, districts, and schools and establish site surveys and install dates for each installation site.

Each hardware site installation shall be an “all-in” turnkey cost for the installation site, and shall include the following services:

- Site Installation and configuration of all furnished equipment.
- Provisioning of all software and interoperable network services.
- Testing of all installed equipment and interoperable network services.
- Service and Support
- Software updates, customers, and technical support services.

11. Training

Training will be available to administrators, train-the-trainers, and end users on the system including web-based and on-site training classes where applicable. Mutualink will accommodate training requests with a minimum of 2 weeks' advance notice. It should be noted the system is designed for simplicity of use through intuitive point and click and drag & drop interfaces. Generally, trainees achieve proficiency in under 30 minutes.

Train-the-Trainer Training

Each agency and school district will have access to Train-the-Trainer training in order to establish a training point of contact for each agency.

Software Management UI for Administrators

Customers will learn how to set up the Mutualink™ LNK360™ client on your respective device & receive an overview of the end-user functionality to communicate & share information with others.

Software Training for end-users

Users will learn the functionality of MXPTT Client on their mobile device and how each user can participate in Mutualink collaboration sessions with outside agencies through their agency's desktop or mobile application.

Project Timeline

Mutualink will deliver a turnkey school safety interoperability communications solution that will address all capability and adoption areas following the project plan highlighted below including deployment and integration of school panic buttons. Our team, including technical and operational solution architects, will work with existing infrastructure, systems, and program stakeholders to build and refine a system design.

Mutualink will provide the level of project management support required to ensure the successful execution of this project.

Delivery By Task

Mutualink will provide support for each task along with required deliverables by their due date.

Table 1 - Project Management Deliverables

Deliverable	Due Date	Notes
Kick-off Leadership Workshop with Stakeholders	Within 2 weeks of contract amendment signing subject to stakeholder's schedule	Workshop to confirm the expanded scope of work and confirm partner agencies, schools, and other entities to be connected. Identify point of contact (POC) at each site to receive hardware installs and manage software licenses.
Technical Workshop and Site Survey Period	Within 30 days of Kick-off Leadership Workshop, a series of technical meetings will be scheduled subject to stakeholder's availability	Technical workshops with radio, IT and communication SMEs to detail hardware components and software solutions for system.
Initial Expansion Plan	The initial draft plan will be due 3 weeks after workshop	Mutualink will provide a planned installation schedule based on priorities and agreed timeframe with PCSO. Identify targeted launch date.
Equipment Order Staging/Delivery	After site survey and approval of expansion plan	Equipment will be ordered, staged in manufacturing and shipped to site install locations.
Site Install	Within 6-12 weeks of receipt of equipment subject to customer schedule availability	Site Installation and configuration of all furnished equipment and software
Knowledge Transfer Documentation and Training	In alignment with the installation schedule after site install OR within 6-10 weeks post installation per stakeholder's schedule	Series of training for Admin, and End Users
Launch Day	Once 75% of site hardware installations have been deployed, the launch day date will be coordinated with PCSO.	Coordinate communication amongst Pinal County's School Safety Interoperability System users that the system is available for communications within the County.
Bi-Weekly Status Report	By Close of Business on the first business day of every other week.	Report the status of project.

Monthly Program Review	Last Thursday of every month unless otherwise specified by PCSO	Discuss monthly project status
Design Documentation	Delivery 2 weeks post Launch Day	Final Design documentation will be provided at the completion of the installation plan to reflect final implementation design.
Incremental Project demos and future exercises	Scheduled as Needed	Capability demos will be provided at customer request.

To participate, the PCSO and Approved Partners Must:

- Provide internet, power, and physical space for the equipment.
- Make technical support staff available to facilitate equipment and network configurations and install at facilities.
- Provide donor radio or radio console access (licensed RF) for interconnection with radio gateway services.
- Supply devices for all LNK360 Software Licenses.
 - Windows/Mac OS desktop and laptop computers, IOS and Android smart phone.

Assumptions: The assumptions below support the technical approach.

- Initial release plan and project schedule will be determined during project kickoff and provided 2 weeks after workshop.
- A complete list of integrations will be defined and verified during the discovery process.
- Pinal County Sheriff’s stakeholders will be available as needed to conduct process workshops, support testing activities, and support integration efforts.
- Agencies maintain sovereign control over their assets.
- Site installation date is dependent on the outcome of the technical workshop, site survey and stakeholder availability.
- Where schools can provide current digitized floor plans per floor with room numbers, building identifiers, and evacuation routes, Remote View deployment can be expedited, otherwise installation will be delayed to accommodate floorplan work.
- Schools will be evaluated for technical feasibility for access control integration, where applicable, access control may be part of the solution.

Pricing Quote

10/28/22

Pinal County Sheriff's School Safety System	\$1,800,000
Needs Analysis	
Implementation Services	
License Distribution and Provisioning	
Hardware Install and Configuration	
Design Documentation Delivered	

Payment Terms:

25% (\$450,000) shall be payable upon execution of contract.

25% (\$450,000) shall be payable upon the delivery of the initial expansion project plan.

25% (\$450,000) shall be payable upon hardware installation and testing.

Remaining 25% (\$450,000) shall be invoice upon delivery of final design documentation.

Subject to Mutualink standard commercial terms and conditions except as agreed to otherwise between the partners.

Subject to the generated terms described below.

General Terms and Conditions

The purpose of this proposal is to implement a school safety interoperability communications system enabling county and local agencies, community support organizations and schools to be able to securely communicate and collaborate across disparate communications and information sharing systems in real-time in order to coordinate, respond to and recover from emergencies by facilitating rapid monitoring, coordination, and response among public safety. These advanced capabilities will improve the overall health, welfare, and safety of the people of the County.

1. **Project Cost.** The total cost of the Project shall be **\$1,800,000** (the “Project Cost”) and shall not be increased unless approved in writing by the PCSO in advance through the execution and delivery of amendment to the Contract or change order.
2. **Period of Performance.** All software licenses issued in connection with the Project will be active and available for use through the funded period of the project ending June 30, 2025. (“Funded Period”)
3. **Terms and Conditions.** The Contract and Project are subject to and governed by the laws, rules and regulations of the State of Arizona, and the applicable rules and regulations of the County, as applicable.
4. **Cooperation.** The PCSO agrees to use reasonable efforts to assist Mutualink in ensuring access to necessary personnel and facilities to enable Project execution and delivery. Mutualink acknowledges and agrees that it will comply with all security and access control procedures and health and safety rules, policies, and directives of the PCSO, and any partner agencies.
5. **Partner Agencies.** The Project includes providing equipment and services to the County and municipal agencies and may include private partner entities located within or providing emergency support functions to the County (“Partner Agencies”). Equipment and services for such Partner Agencies shall be paid from and are part of the Project. However, neither the PCSO or the County shall have any obligation to pay for any additional equipment, or continuing fees or services of Partner Agencies beyond the designated paid period by the PCSO. The PCSO shall have control over the manner and means by which Partner Agencies shall have access to such equipment and services for their use.
6. **Project Completion Targets.** The PCSO and Mutualink shall work in earnest to install equipment and services under the Project as specified in “Project Scope” and according to “Project Timeline” provided, however, the parties recognize that equipping Partner agencies is subject to the cooperation and consent of such Partner Agencies. In the event an identified Partner Agency is unwilling to take equipment and services, or fails to reasonably cooperate in the installation, delivery, and training, PCSO will use best efforts to reallocate such equipment and services to another Partner Agency or site location.
7. **Indemnification.** Mutualink shall indemnify, defend and hold harmless the PCSO and County, its officers, administrators, employees, servants and successors and assigns from all losses injuries and claims arising out of Mutualink’s or its employees, agents’ or subcontractors’ negligence or willful misconduct, or the infringement of any third party’s intellectual property. Notwithstanding anything to the contrary in the Standard Terms, the PCSO and County shall have no obligation to defend, indemnify or hold harmless Mutualink from any action brought by a third party or loss arising therefrom arising out of or related to this Contract.

Pinal County Board of Supervisors

By: _____ 12/21/22
Signature Date

Name: Jeffrey McClure

Title: Chairman

Mutualink, Inc.

By: Mark Hatten 11/10/22
Signature Date

Name: Mark Hatten

Title: CEO

Procurement Manager Approval

Procurement Mgr Approval Name

TIARA PETERSON

Procurement Mgr Response

Approved

Procurement Mgr Approval Date

01/03/2022

Procurement Mgr Approval Comments

PER PCSO – SYSTEM IS ONE OF FEW WITH SAFETY ACT CERTIFICATION, BOTH FERPA AND HIPAA COMPLIANT AND IMPORTANT FOR INCIDENT RESPONSE. SS APPROVED.

Procurement Mgr Denied Comments

Finance Director Approval – Under \$100K

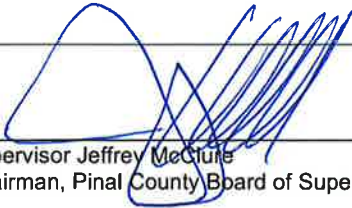
Finance Director Approval Name

Finance Director Response

Finance Director Approval Date

Finance Director Approval Comments

Finance Director Denied Comments



Supervisor Jeffrey McClure
Chairman, Pinal County Board of Supervisors

January 19, 2022

Date

Administration Approval Section

Department Director Approval

Dept Director Approval Name

MATTHEWT

Dept Director Response

Approved

Dept Director Approval Date

12/16/2021

Dept Director Approval Comments

APPROVED

Dept Director Denied Comments

Procurement Officer Approval

Procurement Officer Approval Name

KARENW

Procurement Officer Response

Approved

Procurement Officer Recommendation

SOLE SOURCE JUSTIFICATION IS ADEQUATE AND PURCHASE TO BE AUTHORIZED WITHOUT COMPETITIVE BIDDING.

Procurement Officer Approval Date

12/17/2021

Procurement Officer Approval Comments

SOLE SOURCE APPROVED DUE TO THE PATENT PROTECTED TECHNOLOGY. (PATENT PROTECTION)

Procurement Officer Denied Comments



PINAL COUNTY
WIDE OPEN OPPORTUNITY

Purchase Requisition

Req. Number
163381

Req. Date: 1/5/2022
Page: 1 of 1

Department Contact: ELLIS, SAMANTHA Phone: - Branch Plant: SHERIFF Fund Source: GENERAL FUND	Ship to: SHERIFF 971 N JASON LOPEZ CIRCLE BLDG C FLORENCE AZ 85132	Supplier: MUTUALINK INC 1269 S BROAD ST WALLINGFORD CT 06492 Phone: - Fax: -
---	--	--

Buyer: Michael Gale Phone: 520 - 866-6269 Email: michael.gale@pinal.gov	Requested Delivery Date: 6/30/2022 Payment Terms: Net 30 Shipping Terms: FOB Destination
--	---

The terms and conditions of the following contract apply to this Purchase Order:

Contract Entity
Contract Number
Contract Expiry

Reference: Department Contact:Deanne Brewer - deanne.brewer@pinal.gov | Samantha Ellis - samantha.ellis@pinal.gov

Line	Quantity	UOM	Item Number	Item Description	Unit Cost	Extended Cost
1.00		LS		Mutualink software	\$0.00	\$600,000.00

Total Order: \$600,000.00

Purchasing Sole Source Justification Form

(In accordance with Pinal County Procurement Code PC1 - 346-348)



Requestor and Vendor Information

Requestor Name DEANNE BREWER	Request Date 12/16/2021
Requestor Email DEANNE.BREWER@PINAL.GOV	Requestor Extension OR Phone #* 5238
Department Name* SHERIFF	Requisition # 163381
Suggested Vendor* MUTUALINK	
Estimated Yearly Dollar Amount* \$600,000.00	
Item/Service to be Purchased* PCSO requires an interoperability communications solution that automates secure, multimedia communications among first responders and creates instant, on-demand cross agency interoperability between public safety agencies, schools, and private community partners that may be called on in an emergency.	

REQUESTOR: Reason for Requesting Sole Source (Check All Applicable)

No other manufacturer or supplier of this type of product exists (Attach a signed statement from the supplier)

Technical characteristics of this particular item or service are essential to our needs

Because:*

Mutualink technology meets and exceeds these technical requirements required by AZ State Legislation. Mutualink systems are functionally and technically unique.

Other (includes course-specific material)

Provide Explanation

Upload Attachment(s) Here

FIN Purchasing Supporting Documents (Document Name - Max. 75 Characters)

Mutualink, Inc. specializes in technical assistance services and advanced technology solutions that enable real-time, incident and invitation-based, on-demand multimedia interoperability capable of automating emergency response through the integration of soft and hard IoT devices, like panic buttons and sensor assets. Mutualink systems utilize unique, patent protected technology.

The following information is furnished for general reference purposes in analyzing sole source contract justification under applicable public contracting and procurement laws.

Functionally Unique Product & Solution

Mutualink systems are functionally and technically unique. Functional and technical uniqueness of a product or service is typically recognized as a valid basis for an exception from competitive public contracting requirements. This can be phrased as “special technical or functional requirements” “no technologically or functionally equivalent alternative” “No reasonable alternative source exists” and/or “there is only a single source for the material or service”

Pinal County Sheriff’s Office requires an interoperability communications solution that automates secure, multimedia communications among first responders and creates instant, on-demand cross-agency interoperability between public safety agencies, schools, and private community partners that may be called on in an emergency. Mutualink technology meets and exceeds the technical requirements required by AZ State legislation.

SB1823 Rural Interoperability Program Bill Language

Administered by the Arizona State Treasurer, monies in the fund will be distributed to the Sheriff of counties that establish a rural interoperability program that meets the following:

1. Enables deployment of secure, multimedia data communications system to a user base consisting of public safety agencies.
2. Provides a communications solution environment that allows for identifying system users' identity, location and operational status during an incident, secure text messaging and file sharing to all users involved in an incident, secure sharing of collaborative maps, building floor plans and images, integrating manually activated panic alarm systems that, when activated, establish direct collaboration between public safety agencies, using multiple forms of real-time communications and information collaboration, including voice and full-motion video sharing, during an incident.
3. Is capable of being deployed to end users on existing communication assets owned by participating entities.
4. Allows each participating entity to maintain discretionary real-time control of all communications assets owned or operated by the entity.
5. Encrypts all media communications.
6. Ensures staff privacy.
7. Is United States Department of Homeland Security Safety Act certified qualified antiterrorism technology.
8. Is compatible with federal emergency management agency interoperable gateway systems for disaster communications.

In response to this legislation and other challenges, a new model for communications infrastructure has emerged that creates a dynamic, scalable infrastructure that may be deployed from everyday incidents to large-scale disasters or crises, Interoperability as a Service (IaaS). Mutualink deploys a hybrid infrastructure that utilizes existing communication assets and secure, cloud technology to facilitate an interoperable multi-media communications environment that bridges communications between two-way radios, LTE devices, landline and mobile telephony, intercom, public address systems, and allows the real time sharing of voice communications, text or group messaging, data, location information, image and file sharing, and real-time full motion video sharing.

With the integration of soft or hard panic buttons, school staff and administrators can alert public safety to an emergency and automate mutual aid communication channels that provide direct two-way communication with first responders. Staff and first responders can immediately share pictures, video, school maps, operational plans or other information to improve and expedite a coordinated response, saving critical time in emergencies.

FERPA and HIPAA Compliant

Mutualink's privacy control framework includes selective sharing of cameras by the camera owner. Schools maintain discretionary control over their assets, including cameras, only allowing sharing in an emergency. Media and content are encrypted and transported in real-time between entities without third party recording. This protects privacy of students and staff.

Mutualink technology is US Department of Homeland Security SAFETY ACT certified and integrates seamlessly with FEMA's Interoperable Gateway System for disaster communications.

Patent Protected

Mutualink is a patent protected technology. Patent protection, proprietary or trade secret process or is often a recognized exception from competitive public contracting requirements.

Mutualink is protected under the following United States Patents: US Patents: #7,643,445 #8,320,874 #8,929,851 #8,364,153 #8,811,940 #9,581,816 #9,426,433 #9,615,218 #9,654,200 #9,654,980 #9,681,301 #9,787,940 #9,794,761 #9,871,575 #9,871,767 #10,003,397 #10,021,540 #10,038,875 #10,075,674 #10,219,120 #10,269,234 #10,242,556 #10,404,942 #10,410,097 #10,455,421 #10,630,376, #10,742,930, #10,728,715, #10,826,683, #10,861,318, #10,861,317, #10,862,932, #10,880,517.



APPROVED TECHNOLOGIES

TECHNOLOGY TYPE:

KEYWORD:

SORT BY:

SORT ORDER:



Mutualink, Inc.

November 22, 2019 - Mutualink, Inc. provides Mutualink (the "Technology"). The Technology is an interoperable multimedia communications sharing product that securely connects disparate communication and media sources together for real-time collaboration. The Technology includes training, user manuals, creation, evaluation, exercise and use of concept of operations and standard operating procedures in concert with customers, roll call and table top exercises, live incident user and operational assistance as requested and other customer support services. This Designation and Certification will expire on November 30, 2024.