



September 8, 2026

SUBJECT: Request for Proposals
2026-010 Digital Evidence and Situational Awareness Technologies

MESSAGE: Please note and acknowledge the following changes or additions to be included in the referenced section(s) of RFP 2026-010 / FSA Contract # FSA-HCS-DET1.0, Appendix II (TCO Package Template), and Exhibit C (Evaluation Scoring Rubric).

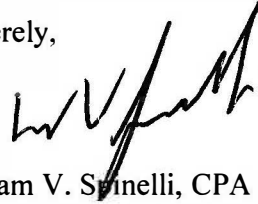
1. **SECTION 3.9 & EXHIBIT C (§4.10.5.2) — SOFTWARE-ONLY & SAAS TECHNICAL SPECS:**
Proposers offering SaaS or software-only solutions within Category 1 (Digital Evidence & BWC Systems) or Category 5 (Situational Awareness & AI) may mark physical hardware requirements (battery life, weather-seal ratings, physical repair networks) as "N/A – Software-Only Solution." Evaluators shall score software-only Proposers under Section 4.10.5.2 based on software reliability equivalents (SLA uptime guarantees, cloud redundancy, disaster recovery, and encryption standards).
2. **SECTION 3.14.4 & EXHIBIT C (§4.10.6) — TCO SCORING FOR SOFTWARE-ONLY BIDS:**
When calculating Relative Financial Value under Section 4.10.6, any hardware discount categories marked "N/A – Software-Only" shall be excluded from the subject Proposer's scoring denominator. The financial evaluation score will be calculated strictly across the applicable categories bid (e.g., Category 3 Software/SaaS, Category 4 Services/Training).
3. **SECTION 3.14.6 — MSRP CATALOG ATTESTATION:**
Proposers that do not maintain a publicly hosted, live web URL for their MSRP list may fulfill Section 3.14.6 requirements by submitting an official, published MSRP catalog in standalone digital format (e.g., searchable Excel or PDF) with their proposal and provide updated catalog files upon request to the Eligible Purchaser at time of supplemental statement of work and quotation.
4. **SECTION 4.10.1.4 — PAST PERFORMANCE REFERENCE THRESHOLD (CATEGORY 5 AI SOLUTIONS):**
ADD: The two-year (2-year) solution utilization threshold for past performance references is hereby waived for Proposers submitting solutions exclusively under **Category 5 (Situational Awareness & Artificial Intelligence)**. References for Category 5 AI solutions demonstrating a minimum of one (1) year of operational deployment will

be eligible for mid-tier scoring under Exhibit C (Section 4.10.1.4). All other categories retain the standard two-year threshold for maximum point eligibility.

5. **APPENDIX II – TCO PACKAGE TEMPLATE** has been replaced in its entirety to address mislabeled evaluation scenario requirements and ensure exact alignment between Section 3.14 scenario descriptions and spreadsheet tabs.

Please complete the acknowledgement of this notice on the next page of this document and include it in your proposal response.

Sincerely,

A handwritten signature in black ink, appearing to read 'W. V. Spinelli', written over the printed name.

William V. Spinelli, CPA
Chief Financial Officer

WVS/mt

Enclosures

2026-010 pages 23, 30-31, 41
Pages from Appendix II TCO Package Template (replaced excel)
Pages from Exhibit C

- 3.8.6 By signing the Bid Package, the Bidder certifies that all services provided under the Contract Document resulting from this Bid, by the Bidder and all potential subcontractors, if approved, must be performed in the United States.

3.9 General & Platform Requirements

- 3.9.1 Sustained Operational Performance: The system must provide uninterrupted performance for a standard duty cycle (14 hours for the purpose of this solicitation), and the vendor must clearly state the system's guaranteed operational duration under continuous recording/use, providing documented testing to support the claim.

Proposers offering SaaS or software-only solutions within Category 1 (Digital Evidence & BWC Systems) or Category 5 (Situational Awareness & AI) may mark physical hardware requirements (battery life, weather-seal ratings, physical repair networks) as "N/A – Software-Only Solution." Evaluators shall score software-only Proposers under Section 4.10.5.2 based on software reliability equivalents (SLA uptime guarantees, cloud redundancy, disaster recovery, and encryption standards).

- 3.9.2 Security Certification: Solution must meet or exceed the requirements of the CJIS Security Policy. Supplier must provide independent documentation (e.g., FIPS 140-2 validation certificate for encryption modules) that demonstrates compliance with relevant federal security standards.

- Security Compliance Notice: Proposers must provide relevant security certifications for the products offered. Note: While CJIS audit reports, SOC 2 Type II, and FIPS certifications are mandatory for Digital Evidence Management (DEMS) and BWC systems, they may be marked as "N/A" for standalone environmental or situational sensors that do not store or transmit Criminal Justice Information (CJI).

- 3.9.3 Scalability and Capacity: The platform must demonstrate the capability to horizontally and vertically scale to accommodate the demands of the nation's largest potential users and must provide a transparent capacity planning methodology for agencies of all sizes. Proposers shall provide a detailed Scalability Plan outlining the transition from small pilot programs to enterprise-level deployments. Acceptance of the Federal Grant Compliance page within Appendix I Supplier Application packet assists to ensure product is made available to a variety of funding sources which may be available to eligible purchasers.

- Marketing Strategy: A brief overview of how the Proposer will promote this cooperative contract and its awarded discount structure to eligible entities to drive volume is to be included within the Scalability and Capacity narrative.

- 3.9.4 Evidentiary Quality: Video capture must provide forensically sound clarity adequate for identification and court presentation, with the vendor clearly specifying the maximum available resolution, frame rate, and compression technology.

The following value-add components of this category will be considered but are not required for award consideration:

1. Advanced Intelligence (Value-Add): The platform should ideally offer Generative AI capabilities to assist in administrative tasks, such as automated incident narrative drafting, real-time audio translation, and natural language data querying.

Regardless of the technology ecosystem bid (CAT 1-5), these specific discount types are required. Proposers may self-identify sub-categories if required to differentiate discounts. Proposers should utilize the following structure when building their Scenario Verification tab:

When calculating Relative Financial Value under Section 4.10.6, any hardware discount categories marked "N/A – Software-Only" shall be excluded from the subject Proposer's scoring denominator. The financial evaluation score will be calculated strictly across the applicable categories bid (e.g., Category 3 Software/SaaS, Category 4 Services/Training).

TCO Component		Requirement & Definition
CAT-1 35%	Primary Hardware (Cameras, Drones, Sensors)	All core physical devices required for system functionality (e.g., BWC units, Drone aircraft, ALPR cameras, and fixed sensors). Must list MSRP and the awarded Category Discount. Proposers are prohibited from bundling hardware costs into software fees.
CAT-2 10%	Parts & Accessories (Batteries, Mounts, Cables)	Supplemental physical items including batteries, mounting brackets, cabling, and replacement parts. These items must be billed according to the "Parts" discount tier to ensure price certainty for future maintenance needs.
CAT-3 35%	Software/SaaS (DEMS, AI, Cloud Licenses)	Recurring "Right to Use" fees, including Cloud/DEMS hosting, AI analytics, and data storage. Must specify the Unit of Measure (UOM) (e.g., per-user, per-device, or per-TB). "Unlimited" storage must be explicitly defined.
CAT-4 10%	Support & Maintenance (SLAs, Refresh Programs)	Multi-year Service Level Agreements (SLAs), technical support, and proactive hardware refresh programs (e.g., "Technology Refresh" cycles) for Years 2–5 (minimum). This pillar ensures long-term operational integrity.
CAT-5 5%	Professional Services (Installation, Calibration, Training)	One-time technical labor for installation, field configuration, and sensor calibration. This includes Cost-Plus schedules for complex infrastructure (Ref 3.13.5) where third-party contractors are required.
CAT-6 5%	Training	Dedicated costs for "Train-the-Trainer" programs, user certifications, and instructional materials. This must be a standalone line item to allow the Agency the option to opt-out and utilize internal trainers.

Unlimited Native Storage: Refers to data generated exclusively within the Proposer's technology ecosystem (e.g., their own body cameras or LPRs).

Unlimited Third-Party Storage (CAT-3): Explicitly defined as data generated related to an investigation from technology *outside* the vendor's ecosystem, such as private citizen cell phone video, documents, or exports from other law enforcement agencies.

3.14.5 Documentation and Format:

The following formatting and submission requirements must be strictly adhered to:

- **Format:** The TCO Verification Spreadsheet must be submitted in an editable, searchable electronic format (e.g., Microsoft Excel or a similarly functional spreadsheet program).
- **Cross-Reference:** The TCO Verification Spreadsheet must clearly reference the specific Product or Hardware technology category from the documentation provided in the proposal package Product Catalog. The TCO Verification Spreadsheet must also be the basis for quotation and invoicing alike.
- **Invoice matching over multi-year span:** Invoicing resulting from any purchases under this contract must be able to match Category Discounts from the submitted TCO Verification Spreadsheet. Clear and understandable payment structure, when required, will be quoted and

invoiced matching line items from the submitted pricing.

- **Custom Services & Cost Plus Pricing:** For complex field installations (e.g. fixed ALPR infrastructure) where standardized MSRP pricing for labor is unavailable, suppliers may provide a 'cost-plus' or 'fixed-fee' labor schedule. However, all associated hardware components must still adhere to the proposed Category Discount percentage ceiling.

By adhering to these requirements, suppliers can use their established internal systems while guaranteeing all necessary data points are present for eligible purchasers to accurately budget for recurring expenditures and demonstrate the long-term financial viability of the proposed solution.

3.14.6 **All proposed pricing must be:**

Line-Item Pricing, Percentage Discounts from Catalog Pricing, Cost-Plus Pricing, or a combination of these:

- **Line-item Pricing** is pricing based on each individual product or services. Each line must indicate the proposer's published "List Price," as well as the "Contract Price."
- **Percentage Discount from Catalog or Category** is based on a percentage discount from a catalog or list price, defined as a published Manufacturer's Suggested Retail Price (MSRP) for the products or services. Individualized percentage discounts can be applied to any number of defined product groupings. Suppliers will be responsible for providing and maintaining current published MSRP with FSA CPP and this pricing must be included in its proposal and provided throughout the term of any contract resulting from this RFP.
- **Cost-Plus Pricing** puts the financial risk on the eligible purchaser. To get this approved, a supplier will provide:
 - An example of their Detailed Cost Breakdown: A transparent list of direct costs, including hourly labor rates by role, material costs, and any subcontractor fees.
 - Proof of Overhead Rates: Documentation explaining their "indirect" costs (like office rent or utilities) and how they are allocated to your project may be requested.
 - A clear definition of the profit margin. This is usually either a Fixed Fee (a set dollar amount regardless of total cost) or a Percentage Fee (a set % of the total cost), with a not to exceed cap and may be required to be quoted.
 - Audit Rights: The eligible agency's financial team can audit the vendor's books at any time to verify that the "costs" being billed are actual and accurate.

Proposers that do not maintain a publicly hosted, live web URL for their MSRP list may fulfill Section 3.14.6 requirements by submitting an official, published MSRP catalog in standalone digital format (e.g., searchable Excel or PDF) with their proposal and provide updated catalog files upon request to the Eligible Purchaser at time of supplemental statement of work and quotation.

3.14.7 **The proposer's not to exceed price.** A not to exceed price is the highest price for which equipment, products, or services may be billed to a Participating Entity. However, it is permissible for suppliers to sell at a price that is lower than the contracted price.

3.14.8 **Travel and Per Diem:** If on-site installation, training, or support is required, the Proposer must provide an estimated travel budget within the TCO Package. All travel-related expenses (lodging, airfare, meals, and incidental expenses) shall be invoiced as a pass-through cost. Eligible Purchasers will only reimburse travel expenses at the actual cost incurred, provided they

The HCSO further reserves the right to limit participation of Bidders who, in HCSO's sole discretion, are determined to present responsibility concerns that call into question the Bidder's ability to perform but that do not rise to the level of deeming the Bidder non-responsible.

4.10 Evaluation Criteria (1,000 Total Points)

The Evaluation Committee will evaluate responsive and responsible Proposals based on the following weighted criteria for scoring sections 4.10.1 through 4.10.5. Section 4.10.6 (Total Cost of Ownership) will be scored independently by the HCSO Financial Services Division based on the TCO Verification Spreadsheet, Mock Invoice and Mock Quotes submitted by the Proposer. Proposers should organize their responses to follow this outline to facilitate a streamlined evaluation.

4.10.1 Financial Viability and Marketplace Success (100 Points)

Objective: To ensure the supplier is a stable, long-term partner with a proven track record.

- (30 points) Corporate Stability: Audited financial statements (Income/Cash Flow) and proof of at least five (5) years of experience in public safety technology. (Ref. Section 3.8 & 3.9.5)
The two-year (2-year) solution utilization threshold for past performance references is hereby waived for Proposers submitting solutions exclusively under Category 5 (Situational Awareness & Artificial Intelligence). References for Category 5 AI solutions demonstrating a minimum of one (1) year of operational deployment will be eligible for mid-tier scoring under Exhibit C (Section 4.10.1.4). All other categories retain the standard two-year threshold for maximum point eligibility.
- (30 points) Step-by-Step Order Workflow: Initial quote through final training and SLA support. (Ref. Section 3.9.6)
- (20 points) Marketplace Success: Evidence of current market share and industry awards. (Ref. Section 3.8.1)
- (20 points) Past Performance: List of multi-jurisdictional clients and three (3) professional references with at least two (2) years of solution utilization. (Ref. Section 3.8.1)

4.10.2 Ability to Sell and Deliver Service (150 Points)

Objective: To evaluate the capacity to deploy and maintain compliance across diverse jurisdictions.

- (50 points) Scalability & Deployment Infrastructure: A detailed, technical roadmap for scaling the solution from a small pilot program to a large-scale, enterprise-level deployment. This includes logistical capabilities for hardware distribution, cloud infrastructure elasticity, and administrative support for high-volume device management. (Ref. Section 3.9.3)
- (50 points) Statutory Compliance & Privacy Documentation: Explicit documentation of the Proposer's ability to meet varying state-specific privacy and retention laws. Priority is given to Proposers who demonstrate a deep understanding of Florida Statute Ch. 119.0712 or 119.071(2)(I), as applicable, and the automated tools provided to ensure adherence to these regulations. (Ref. Section 3.11.7)

TCO PACKAGE EXAMPLES

TAB 1 Discount Category Table

TAB 2 Evaluation Scenario Template(s)

TAB 3 Order Workflow

Instructions for Proposers Submitting under Addendum No. 2:

Download Mandatory Template: Proposers must discard the original Appendix II workbook and complete the revised file issued under Addendum No. 2.

Selective Scenario Completion: Proposers are only required to complete the scenario tab(s) corresponding to the primary technology category/categories they are bidding. Un-bid scenario tabs should be left blank or marked "N/A."

Audit Verification: The 5-Year TCO total calculated on each completed scenario tab must match the total on the Proposer's submitted Mock Quote and initial-year calculations on the Mock Invoice per Exhibit C evaluation rules.

Instructions for Proposers:

- 1. Editable Format:** This file must be submitted in .xlsx or .csv format. PDF versions of this spreadsheet will be marked as non-responsive for the TCO portion of the evaluation. **If available offering multiple technology category ecosystem solutions, utilize this TAB 1 - Discount Category Table as a template for each occasion.**
- 2. Audit Match:** The "5-Year TCO Total" in 'Evaluation Scenario' must exactly match the total on your submitted **Mock Quote** and the initial year calculations on your **Mock Invoice for each Primary Technology Ecosystem offered.**
- 3. Pricing Stability:** Proposers must include a statement on the Category Discount Table: *"All discounts offered in Tab 1 are firm-fixed for the initial term of the contract,"* or offered pricing terms.
- 4. Quantity Tiers:** If you offer deeper discounts for volume (e.g., 500+ units), include within the supplemental table next to the Minimum Discount Table in Tab 1. If you do not, please enter 0 in each tier and the minimum will apply to all quantity purchases.
- 4. Categories:** Only Categories or proposed sub-categories defined in Tab 1 are available to utilize in the Evaluation Scenario. This is to ensure that potential items necessary to bill for a fully functional go-live solution are not omitted from within the proposer defined contract scope. **Discount Category Table can be completed for each Primary Technology Ecosystem offered. Sub-Categories may be added to encompass the entirety of ecosystem requirements.**
- 5. The "Floor" for Savings:** Every item listed on a quote—whether it is part of the initial "Day 1" purchase or a new product released three years from now—must have a discount applied that is at least equal to the awarded minimum percentage for its assigned category. While a vendor is always permitted to offer a deeper discount for a specific order, they are contractually prohibited from offering a discount lower than the awarded "ceiling."



Proposers must complete this for each Scenario (A, B, C, or D) they are bidding. The "Year 1-5" columns must be editable formulas.

Item Description	Model # (Invoice Reference)	Category Ref	Component Description	MSRP	UOM	Contract Price (MSRP - Disc%)	Qty	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	5-Year TCO Total
Example: Gen 5 BWC	BWC-100	CAT-1	Primary Hardware	\$800.00	Ea	\$640.00	1	\$32,000	\$32,960	\$33,949	\$34,967	\$36,016	\$169,892
Example: Setup	Implementation Eng.	CAT-2	Parts & Accessories	\$180.00	Hour	\$144.00	140	\$20,160	\$0	\$0	\$0	\$0	\$20,160
Example: Hardware Refresh	3 YR BWC-100 REFRESH	CAT-5 b	OnSite Support Services	\$800.00	ea	720.00	20				\$15,680	\$16,150	\$31,830
Example: Cloud Storage	SaaS-Pro	CAT-5c	XYZ 24/7 Support	100	Month	\$85.00	20	\$1,020	\$2,040	\$3,060	\$4,080	\$5,100	\$15,300
SCENARIO TOTALS								\$53,180	\$35,000	\$37,009	\$54,727	\$57,267	\$237,183

*CAT-1 Hardware includes a 3% MAX price adjustment annually.

Scenario A: Video Evidence (BWC & In-Car)

For vendors proposing Body-Worn Cameras, In-Car Video, or DEMS.

- Hardware: 50 Body-Worn Cameras (with 5 multi-unit docks) and 10 In-Car Dual-Camera Systems.
- Storage: 5 Years of Unlimited Cloud Storage for 60 total users.
- Service: 5 Years of 24/7 support and 1 hardware refresh at Month 36.
- Training: 2 days of on-site "Train-the-Trainer" for 5 staff members.
- Estimated Installation Travel: Must align with GSA rates for Tampa, FL. Markups are prohibited.

Category Ref:

- CAT-1: Primary Hardware
- CAT-2: Parts & Accessories
- CAT-3: Software / SaaS
- CAT-4: Support & Maintenance
- CAT-5: Professional Services
- CAT-6: Training

[Enter Company Name Here]

SCENARIO: **A**

[Please select Category for THIS discount submission.]

Item Description	Model #	Category Ref	Component Description	Base Rate	UOM	Contract Price (Base Rate - Disc %)	Total Qty	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	5-Year TCO Total
													\$0
													\$0
													\$0
													\$0
SCENARIO TOTALS								\$0	\$0	\$0	\$0	\$0	\$0



Proposers must complete this for each Scenario (A, B, C, or D) they are bidding. The "Year 1-5" columns must be editable formulas.

Item Description	Model # (Invoice Reference)	Category Ref	Component Description	MSRP	UOM	Contract Price (MSRP - Disc%)	Total Qty	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	5-Year TCO Total
Example: Gen 5 BWC	BWC-100	CAT-1	Primary Hardware	\$800.00	Ea	\$640.00	20	\$12,800	\$13,184	\$13,580	\$13,987	\$14,407	\$67,957
Example: Setup	Implementation Eng.	CAT-2	Parts & Accessories	\$180.00	Hour	\$144.00	140	\$20,160	\$0	\$0	\$0	\$0	\$20,160
Example: Hardware Refresh	3 YR BWC-100 REFRESH	CAT-5 b	OnSite Support Services	\$800.00	ea	\$640.00	20				\$15,680	\$16,150	\$31,830
Example: Cloud Storage	SaaS-Pro	CAT-5c	XYZ 24/7 Support	100	Month	\$85.00	20	\$1,020	\$2,040	\$3,060	\$4,080	\$5,100	\$15,300
SCENARIO TOTALS								\$33,980	\$15,224	\$16,640	\$33,747	\$35,657	\$135,247

*CAT-1 Hardware includes a 3% MAX price adjustment annually.

Scenario B: Unmanned Aircraft Systems (UAS)

For vendors proposing Drone UAS hardware and flight management software.

- Hardware: 3 "Tactical/Small" UAS units and 1 "Long-Range/Thermal" UAS unit. Include 3 extra batteries per unit and 1 ruggedized controller per unit.
- Software: 5-year subscription for Flight Management and Live-Streaming software for 5 pilots.
- Service: 5 Years of maintenance/repair coverage (e.g., "Crash Protection" or accidental damage insurance).
- Training: Initial pilot certification/onboarding for 5 pilots.

Category Ref:

- CAT-1: Primary Hardware
- CAT-2: Parts & Accessories
- CAT-3: Software / SaaS
- CAT-4: Support & Maintenance
- CAT-5: Professional Services
- CAT-6: Training

[Enter Company Name Here]

SCENARIO: **B**

[Please select Category for THIS discount submission.]

Item Description	Model #	Category Ref	Component Description	Base Rate	UOM	Contract Price (Base Rate - Disc %)	Total Qty	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	5-Year TCO Total
													\$0
													\$0
													\$0
													\$0
SCENARIO TOTALS								\$0	\$0	\$0	\$0	\$0	\$0



Proposers must complete this for each Scenario (A, B, C, or D) they are bidding. The "Year 1-5" columns must be editable formulas.

Item Description	Model # (Invoice Reference)	Category Ref	Component Description	MSRP	UOM	Contract Price (MSRP - Disc%)	QTY	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	5-Year TCO Total
Example: Gen 5 BWC	BWC-100	CAT-1	Primary Hardware	\$800.00	Ea	\$640.00	20	\$12,800	\$13,184	\$13,580	\$13,987	\$14,407	\$67,957
Example: Setup	Implementation Eng.	CAT-2	Parts & Accessories	\$180.00	Hour	\$180.00	140	\$20,160	\$0	\$0	\$0	\$0	\$20,160
Example: Hardware Refresh	3 YR BWC-100 REFRESH	CAT-5 b	OnSite Support Services	\$800.00	ea	\$800.00	20				\$15,680	\$16,150	\$31,830
Example: Cloud Storage	SaaS-Pro	CAT-5c	XYZ 24/7 Support	100	Month	\$85.00	20	\$1,020	\$2,040	\$3,060	\$4,080	\$5,100	\$15,300
SCENARIO TOTALS								\$33,980	\$15,224	\$16,640	\$33,747	\$35,657	\$135,247

*CAT-1 Hardware includes a 3% MAX price adjustment annually.

Scenario C: Automated License Plate Recognition (ALPR)

For vendors proposing fixed or mobile license plate reading solutions.

- Hardware: 5 "Fixed Site" Solar/AC LPR units and 2 "Mobile" vehicle-mounted LPR kits.
- Software: 5-year data hosting and analytical software subscription for an unlimited number of agency users.
- Service: 5 Years of cellular data connectivity (if required) and 24/7 hardware monitoring.
- Training: Remote "Admin & Investigative User" training for up to 10 staff members.

Category Ref:

- CAT-1: Primary Hardware
- CAT-2: Parts & Accessories
- CAT-3: Software / SaaS
- CAT-4: Support & Maintenance
- CAT-5: Professional Services
- CAT-6: Training

[Enter Company Name Here]

SCENARIO: **C**

[Please select Category for THIS discount submission.]

Item Description	Model #	Category Ref	Component Description	Base Rate	UOM	Contract Price (Base Rate - Disc %)	Total Qty	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	5-Year TCO Total
													\$0
													\$0
													\$0
													\$0
SCENARIO TOTALS								\$0	\$0	\$0	\$0	\$0	\$0



Proposers must complete this for each Scenario (A, B, C, or D) they are bidding. The "Year 1-5" columns must be editable formulas.

Item Description	Model # (Invoice Reference)	Category Ref	Component Description	MSRP	UOM	Contract Price (MSRP - Disc%)	Qty	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	5-Year TCO Total
Example: Gen 5 BWC	BWC-100	CAT-1	Primary Hardware	\$800.00	Ea	\$640.00	20	\$12,800	\$13,184	\$13,560	\$13,937	\$14,407	\$67,957
Example: Setup	Implementation Eng.	CAT-2	Parts & Accessories	\$180.00	Hour	\$144.00	140	\$20,160	\$0	\$0	\$0	\$0	\$20,160
Example: Hardware Refresh	3 YR BWC-100 REFRESH	CAT-5 b	OnSite Support Services	\$800.00	ea	\$760.00	20				\$15,680	\$16,150	\$31,830
Example: Cloud Storage	SaaS-Pro	CAT-5c	XYZ 24/7 Support	100	Month	\$85.00	20	\$1,020	\$2,040	\$3,060	\$4,080	\$5,100	\$15,300
SCENARIO TOTALS								\$33,980	\$15,224	\$16,640	\$33,747	\$35,657	\$135,247

*CAT-1 Hardware includes a 3% MAX price adjustment annually.

Scenario D: Specialized/Other Situational Awareness Technologies

For vendors proposing technologies not covered by above (e.g., Gunshot Detection, AI Analytics, specialized sensor networks, or tactical surveillance).

- Hardware/Sensors: 10 "Standard Units" or "Sensor Sites." Include all mounting hardware, specialized enclosures, and initial connectivity components (e.g., gateways/routers) required for a complete deployment.
- Software/Platform: 5-year enterprise or per-unit subscription for the core platform, including all analytical features and data hosting.
- Implementation: including project management, remote system configuration, and data integration services.
- Service & Maintenance: 5 Years of 24/7 technical support and a 5-year hardware warranty or maintenance agreement (including firmware/software updates).
- Training: Comprehensive remote or on-site user training for 10 "Power Users" or System Administrators.
- Estimated Installation Travel: Must align with GSA rates for Tampa, FL. Markups are prohibited.

Category Ref:

CAT-1: Primary Hardware
CAT-2: Parts & Accessories
CAT-3: Software / SaaS
CAT-4: Support & Maintenance
CAT-5: Professional Services
CAT-6: Training

[Enter Company Name Here]

SCENARIO: **D**

[Please select Category for THIS discount submission.]

Item Description	Model #	Category Ref	Component Description	Base Rate	UOM	Contract Price (Base Rate - Disc %)	Total Qty	Year 1 Cost	Year 2 Cost	Year 3 Cost	Year 4 Cost	Year 5 Cost	5-Year TCO Total
													\$0
													\$0
													\$0
													\$0
SCENARIO TOTALS								\$0	\$0	\$0	\$0	\$0	\$0

This Evaluator Instruction Sheet serves as a grading rubric to ensure scoring consistency across the committee. It specifically defines the difference between a "High (10)," "Average (5)," and "Non-Responsive (0)" score for the most critical or conditional items.

Evaluator Scoring Rubric: 0-10 Scale Definitions

Evaluation Committee's scoring of Proposer's overall capability

4.10.1 Financial Viability and Marketplace Success (100 Points)

4.10.1.1 Corporate Stability & Performance (30 pts)

- Score 9–10 (27–30 pts): 5+ years of audited financials showing consistent liquidity and growth.
- Score 5–8 (15–24 pts): 2–3 years of history or unaudited statements that demonstrate basic solvency.
- Score 0–4 (0–12 pts): Failed to provide financial history or provided evidence of significant fiscal instability.

4.10.1.2 Step-by-Step Order Workflow (30 pts)

- Score 9–10 (27–30 pts): A seamless, automated, or highly detailed workflow that ensures every Eligible Purchaser receives contract-compliant pricing and immediate transition to support/training without administrative delay.
- Score 5–8 (15–24 pts): A functional workflow that requires significant manual intervention or lacks clear triggers for training and SLA commencement.
- Score 0–4 (0–12 pts): Vague or non-existent workflow; failure to demonstrate how contract pricing is applied or how the service transition occurs.

4.10.1.3 Market Presence (20 pts)

- Score 9–10 (18–20 pts): Evidence of high market share in public safety and multiple industry-recognized awards.
- Score 5–8 (10–16 pts): Established presence with limited market share or niche focus; awards are internal or minor.
- Score 0–4 (0–8 pts): New entrant with no documented success in the public safety technology sector.

4.10.1.4 Past Performance (20 pts)

- Score 9–10 (18–20 pts): Three references from multi-jurisdictional agencies using the solution for 2+ years with positive feedback. *The two-year (2-year) solution utilization threshold for past performance references is hereby waived for Proposers submitting solutions exclusively under Category 5 (Situational Awareness & Artificial Intelligence). References for Category 5 AI solutions demonstrating a minimum of one (1) year of operational deployment will be eligible for mid-tier scoring under Exhibit C (Section 4.10.1.4). All other categories retain the standard two-year threshold for maximum point eligibility.*

Exhibit C

- Score 9–10 (18–20 pts): Comprehensive training plan including on-site, remote, and self-paced options with a certified "Train-the-Trainer" track.
- Score 5–8 (10–17 pts): Standard training materials or remote-only options without a formal trainer certification program.
- Score 0–4 (0–9 pts): No formal training delivery methods or program details provided.

4.10.5 Depth & Breadth of Offered Solutions (150 Points)

4.10.5.1 Capabilities Overview (60 Points)

- Score 9–10 (54–60 pts): Clear vision for a unified ecosystem with a roadmap showing modularity and future-proofing.
- Score 5–8 (30–48 pts): Solid existing capabilities but a vague or non-existent roadmap for future technology integration.
- Score 0–4 (0–24 pts): Limited or disjointed solutions that do not suggest a cohesive ecosystem.

4.10.5.2 Technical Specifications (50 Points)

Evaluators shall score software-only Proposers under Section 4.10.5.2 based on software reliability equivalents (SLA uptime guarantees, cloud redundancy, disaster recovery, and encryption standards).

- Score 9–10 (45–50 pts): All hardware exceeds minimum requirements for battery life and environmental ruggedness (IP ratings).
- Score 5–8 (25–40 pts): Hardware meets the "minimums" but lacks extended battery cycles or high-tier weather sealing.
- Score 0–4 (0–20 pts): Fails to provide specific spec sheets or hardware does not meet the minimum SOW requirements.

4.10.5.3 Security & Encryption (40 Points)

- Score 9–10 (36–40 pts): Provided a current, valid third-party certificate(s) or third-party audits for all security claims.
- Score 1–5 (4–20 pts): Agency Policy Cap. "Self-attestation" provided without external certification (scored significantly lower as per policy).
- Score 0 (0 pts): No mention of FIPS, SOC 2 or CJIS security protocols. ***A score of 0 results in disqualification***

4.10.6 TCO Package scored by HCSO FSD (400 Points)

Financial Transparency & Auditability (150 Points)

- **Consistency (50 pts):** Audit matching the Mock Quote, Mock Invoice, and Narrative.
Formula: (Valid Points / 3) * 50
HCSO will verify three matching points:
 1. Mock Quote Total is equal to Mock Invoice Total.
 2. Spreadsheet Line Items is equal to Narrative Description.
 3. Scenario Total is equal to the Sum of Parts.
- **Clarity of "All-In" Cost (50 pts):** Ease of identifying the 5-year lifecycle cost.
 - 50 Points awarded for providing an editable Excel with easily identified sections and complete with 5-year cost breakdown.
 - 25 Points awarded for providing Pricing Document in searchable/calculable format.
 - 0 Points awarded for PDF only or missing 5-year totals.
- **Simplicity of UOM (50 pts):** Clearly defined Units of Measure to prevent "billing surprises."
 - 50 Points awarded for all items using fixed units of measure (each, annual, per user, hour, etc)
 - -10 points deducted for every "usage-based" or "estimated" fee (e.g. "starts at," "variable data fees").

Relative Financial Value (250 Points)

Pricing will be evaluated based on the Category Discounting Model. Proposers shall provide a firm-fixed percentage discount off their MSRP (Manufacturer's Suggested Retail Price) for each subcategory they are bidding. This model ensures the contract remains a 'Living Vehicle,' allowing for the addition of new products within an awarded subcategory as technology evolves, provided they adhere to the awarded discount rate.

When calculating Relative Financial Value under Section 4.10.6, any hardware discount categories marked "N/A – Software-Only" shall be excluded from the subject Proposer's scoring denominator. The financial evaluation score will be calculated strictly across the applicable categories bid (e.g., Category 3 Software SaaS, Category 4 Services Training).

- **Competitive Discounting (100 pts):** Depth of the "Cooperative Discount" relative to Offers from same Technology-Ecosystem Award Categories.
 - $(\text{Highest Proposer Average TCO Component Discount by Weight} / \text{Subject Proposer Average TCO Component Discount by Weight}) * 100$ (See 3.13.4)
- **Category Discount (50 pts):** Guaranteed discount percentages for future technology releases.
 - $(\text{Subject Sum of Discount \%} / \text{Highest Subject Sum of Discount \% Offered in Category}) * 50$
- **Quantity-Tiered Pricing (75 pts):** Points for this component will be awarded based on the Proposer's "Efficiency Index," calculated across three (3) established Anchor Points.
 - Calculation Method: HCSO will average the guaranteed minimum discount percentages provided by the Proposer for the following unit quantities: 10 units, 100 units, and 500 units.
 - $(\text{Subject Average Anchor Discount} / \text{Highest Average Anchor Discount in Category}) * 75$
- **Price Stability (25 pts):** Documented caps on annual inflation or firm-fixed pricing.
 - 25 Points awarded for Firm Fixed pricing for the initial 5-year term.
 - 15 Points awarded for an annual escalation capped at a fixed % (e.g. CPI or 3% max).
 - 5 Points awarded where price is "subject to market" or includes "force majeure" or extraneous price adjustment clause.
 - 0 points awarded if no price stability statement is provided.



CHAD CHRONISTER, SHERIFF

ACKNOWLEDGMENT OF AMENDMENT

We do hereby acknowledge the information and/or changes described in
Amendment #2 to Request for Proposals 2026-010 Digital Evidence and Situational Awareness
Technologies

PLEASE PRINT: Company Name:

By:

Title:

Date:

Signature: _____

(Signed Acknowledgment must be included with your Submission)