



September 1, 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.

1. Pages 10, 11, and 64 are being replaced in their entirety to extend the deadline for Written Questions and the Proposal Submission receipt date; now September 9, 2026, at 3:00 PM EST and October 1, 2026, at 3:00 PM EST, respectively. The target award date is revised to December 2026.
2. Section 3.21 & 3.22 (FSA Administrative Fee) is hereby amended to correct a typographical error: the FSA administrative fee rate is formally clarified to be three-quarters of one percent (0.75%) of the total purchase order amount. (page 35)
3. Section 4.10.6.2 (Competitive Discounting Formula) is formally updated to clarify that scoring rewards the highest offered discounts. The scoring formula is calculated as the Subject Proposer Weighted Discount Sum divided by the Highest Weighted Discount Sum Offered in Category, multiplied by 100 points. (page 44)
4. Section 2.4.1 and Section 2.21 (Pricing Acceptance Window) are confirmed to control over Section 6.7; offered pricing must remain firm and binding for 120 calendar days following the bid opening date. (page 63)

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

Sincerely,

William V. Spinelli, CPA
Chief Financial Officer

WVS/mt

Enclosures

2026-010 pages 10, 11, 35, 44, 63 and 64



HCSO RFP 2026-010
FSA Contract # FSA-HCS-DET1.0

The Hillsborough County Sheriff's Office and
the Florida Sheriffs Association Cooperative Purchasing Program
jointly present this solicitation for

Digital Evidence and Situational Awareness Technologies

Clarifications from Q&A 1-4 highlighted in yellow.



Chad Chronister
Sheriff of Hillsborough County,
a Constitutional Officer of the State of Florida

By: _____

William V. Spinelli, CPA
Chief Financial Officer

Section 2: Introduction and Instructions

2.1 Bid Overview

Subject: RFP 2026-010

Bid Title: Digital Evidence and Situational Awareness Technologies

Bid Opening: October 1, 2026, 15:00

Bid Opening Location: Hillsborough County Sheriff's Office, Sheriff's Operations Center (SOC)

Assigned Buyer: M. Theen, MTheen@teamHCSO.com

This document utilizes a standard template. All mentions of 'Bid' should be read as 'Proposal.' Evaluation will be based on the 'Best Value' criteria outlined in Section 4.10, rather than price alone.

This document outlines a cooperative solicitation for Digital Evidence and Situational Awareness Technologies (DESAT) to be administered by the Florida Sheriff's Association and marketed to eligible public entities. The solicitation seeks to provide a streamlined pathway for the procurement of technologies that bridge the gap between raw data and operational visibility. Any solution that serves as a primary driver of situational awareness—enabling personnel to detect, analyze, and respond to environmental or tactical variables—is considered within scope. This includes the entire ecosystem of the offering, from physical sensors to the analytical software and long-term maintenance protocols required for sustained mission success. The resulting contract(s) will enable participating Florida agencies—as well as Eligible Purchasers from state, local, county, tribal, and education entities across the United States—to leverage economies of scale and standardized terms, streamlining their procurement process for critical public safety tools.

The solicitation will prioritize solutions that offer full interoperability and scalability, ensuring that technology investments made by diverse agencies—from small municipal police departments to large state organizations—can be seamlessly integrated and expanded over time. Suppliers must demonstrate their ability to provide comprehensive, end-to-end solutions, encompassing hardware, cloud or on-premises data storage, and the software platforms necessary for evidence processing, analysis, and secure retention in compliance with all applicable federal standards and state-specific legal requirements, with an emphasis on CJIS compliance. The focus is on securing modern tools that enhance officer safety, improve evidence collection, increase operational efficiency, and maintain public trust through accountable technology use.

The pricing structure for this cooperative contract is a mandatory requirement designed to provide absolute transparency regarding the Total Cost of Ownership (TCO) to the Eligible Purchaser. Suppliers must propose a comprehensive, "all-in" pricing model that itemizes every cost component category ("TCO Component") required to reach a fully operational status. Evaluation will be based on a quantitative financial model criteria (Section 4.10.6), prioritizing solutions that demonstrate Price Certainty through a transparent, auditable 5-year Total Cost of Ownership (TCO) scenario.

This includes, but is not limited to:

- Per-unit hardware costs;
- Multi-year software licensing/subscriptions;
- Data storage and data management fees;

- Implementation, installation, and integration service fees;
- Post-warranty maintenance and any mandatory training.

The TCO model must provide guaranteed, predictable pricing for a minimum five-year lifecycle. To ensure administrative clarity, Proposers must provide a Mock Quote and Mock Invoice matching their proposed Capabilities Guide and TCO Component category discount. Any fee, surcharge, or cost not explicitly disclosed within the submitted Category Discount Table shall be deemed waived by the Contractor for the life of the agreement.

Proposers shall submit a Capabilities Guide in lieu of a line-item product catalog. This document must provide narrative and technical specifications for the Proposer's core technology ecosystem (e.g., BWC, UAS, ALPR) to demonstrate 'Depth and Breadth.' However, this document will not serve as the contractual price list. The contractual anchor of this solicitation is the Category Discount Table (see Section 3.14.2).

Any resulting Contract Documents will be initiated by the Hillsborough County Sheriff's Office and cooperative use will be administered by the Florida Sheriffs Association (FSA) Cooperative Purchasing Program.

Any reference to the Work throughout this Bid is defined to be inclusive of the Scope of Work and any related performance detailed herein.

2.2 Proposed Schedule

The Bid schedule set out herein represents the HCSO's best estimate of the schedule that will be followed. If a component of this schedule, such as the Deadline for Receipt, is delayed, the rest of the schedule may shift accordingly. All times are Eastern Time.

Issue Date: Advertisement / Website Publication / Etc.	August 17, 2026	
Pre-Bid Conference	N/A	
Deadline for Submitting Questions	September 9, 2026, 3:00pm	★
Deadline for Submitting Samples	N/A	
Deadline for Receipt / Bid Opening	October 1, 2026, 3:00pm	★
Award Notification Target Date	December 2026	★

2.3 Contract Document

Bidders selected for award will be required to enter into a written agreement with the HCSO. During award procedures, the Bid, its attachments, its amendments, and the Bid Package submitted by the Bidder will become incorporated into the agreement that, when fully executed, becomes the Contract Document.

The resulting agreement is designed as a 'Living Vehicle'; all products added to the Contractor's catalog during the term shall be subject to the awarded Category Discount Table(s).

This agreement will require the signature of the Bidder's authorized representative and the signature of either the Sheriff, the Undersheriff, the Chief Deputy, or the Chief Financial Officer (CFO) to

term of the contract. Such a change shall not materially modify the substance of the information to be reported but may change the method by which future quarterly reports are to be submitted. In the event of such a change, the FSA CPP will provide written notice to all Awarded Suppliers of the method by which future quarterly reports are to be submitted.

3.21 **Administrative Fee**

The FSA CPP charges three-quarters of one percent (0.75%) of the total purchase order amount to administer the Contract Document resulting from this Bid. The administrative fee is the contractual responsibility of each Awarded Supplier.

After receipt of payment from contract purchases, the Awarded Supplier shall remit all administrative fees to the FSA CPP no later than 15 calendar days after the end of each quarter. All fees payable to the FSA CPP during any given quarter will be accompanied and supported by a quarterly report.

The administrative fee will remain payable to the FSA CPP, and no relief from payment of the administrative fee, nor any additional charge to recoup the administrative fee, will be permitted if the Awarded Supplier failed to incorporate the administrative fee in its Bid Package pricing. The administrative fee should never be listed as a separate line item on any purchase order or invoice.

The administrative fee shall be calculated based upon the total purchase order value for all new goods and/or services purchased through the contract. The fee shall expressly exclude any value attributed to trade-ins. Furthermore, trade-ins, extended warranties, credits, or other forms of exchange shall not reduce, offset, or otherwise affect the calculation of the administrative fee.

The ACH form for electronic payment or wiring of funds is included in Exhibit B. It is the preference of the FSA CPP that all payments be electronically paid and submitted. If ACH is not available, checks for the cooperative administrative fee can be sent to:

Florida Sheriffs Association
Cooperative Purchasing Program
2617 Mahan Drive
Tallahassee, Florida 32308

The Awarded Supplier shall maintain an accounting of all purchases made by Eligible Purchasers under the Contract Document. The FSA and the HCSO reserve the right to audit the accounting for a period of four (4) years from the date the FSA receives the accounting. In the event of such an audit, the requested materials shall be provided at the location designated by the HCSO or the FSA. In the event such audit reveals an underreporting of contract sales and a resulting underpayment of administrative fees, the Awarded Supplier shall promptly pay the FSA the amount of such underpayment and shall be obligated to reimburse the FSA's costs and expenses for such audit.

3.22 **Liquidated Damages**

The Awarded Supplier warrants that the goods and services supplied to the Eligible Purchaser shall conform in all aspects to the standards set forth herein, and the failure to comply with this condition will be considered a breach of contract. Any liquidated damages levied because of inadequacies or failures to comply with these requirements shall be borne solely by the Awarded Supplier responsible for the same.

Failure to submit the administrative fees with accompanying quarterly reports to the FSA CPP

as technology evolves, provided they adhere to the awarded discount rate.

- **Competitive Discounting (100 pts):** Depth of the "Cooperative Discount" relative to Offers from same Technology-Ecosystem Award Categories.

(Subject Proposer Weighted Discount Sum divided by the Highest Weighted Discount Sum Offered in Category, multiplied by 100 points. (See 3.14)



- **Category Discount (50 pts):** Guaranteed discount percentages for future technology releases.

(Subject Sum of Discount % / 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.

(Subject Average Anchor Discount / 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.

4.11 Evaluation Method

Initially, all Proposals submitted will be reviewed to determine if the Proposer is both responsive in terms of the completeness of the Proposal package and responsible in that proof of a legal, legitimate business enterprise has been provided along with any other qualifications stipulated. Proposals determined to be deficient in either responsiveness or responsibility may be rejected without further evaluation.

Proposals determined to have met the minimum requirements will then be evaluated based on the following weighted criteria. These criteria relate directly to information required in the Section 4.10, Evaluation Criteria, and are presented in the same outline. It is, therefore, important to maintain the organization of your response as outlined so the evaluators may easily locate the required documents. The Section 4.10, Evaluation Criteria, offers details of the criteria below.

6.7 Affirmation and Declaration (signature required)

At this present time, we understand all requirements and warrant that as a Bidder we will comply with all the stipulations included in the Bid. The undersigned must be an officer of the company, or a designated agent empowered to bind the company in contract.

The below named Bidder affirms and declares:

- The Bidder is of lawful age and that no other person, firm, or corporation has any interest in this Bid Package;
- That this Bid Package is submitted without any understanding, agreement, or connection with any other person, firm, or corporation submitting a Bid Package for the same purpose, and is in all respects fair and without collusion or fraud;
- That the Bidder is not in arrears to Hillsborough County or the HCSO upon debt or contract and is not a defaulter, as surety or otherwise, upon any obligation to the HCSO;
- That no officer, employee, or person whose salary is payable in whole, or in part, from the HCSO, is, shall be, or become interested, directly or indirectly, surety or otherwise, in this Bid Package; in the performance of the Contract Document resulting from this Bid; in the supplies, materials, equipment, and Work or labor to which they relate; or in any portion of the profits thereof.

The undersigned agrees that this Bid Package shall remain open for 120 days following the Bid Opening.



6.7.1 Signature of Acknowledgement

The general terms and conditions outlined in the preceding pages are acknowledged. Our Bid Package is attached.

Respectfully submitted by:

Company Name

Company Officer Name (Printed)

Date

Company Officer (Signature)

Title

6.8 Bid Packaging Label

Below is the information required on the outermost packaging of your Bid Package for hard copy/paper submissions. Use this as a label.

URGENT - SEALED SUBMITTAL PACKAGE ENCLOSED	
URGENT	HILLSBOROUGH COUNTY SHERIFF'S OFFICE SHERIFF'S OPERATIONS CENTER ATTN: FINANCIAL SERVICES DIVISION – PURCHASING SECTION 2008 EAST EIGHTH AVENUE TAMPA, FL 33605 DESAT PACKAGE SUBMITTAL From: _____ # 2026-010 DIGITAL EVIDENCE AND SITUATIONAL AWARENESS TECHNOLOGIES OPENING DATE/TIME: October 1, 2026 3:00pm EST
	URGENT

END OF SECTION

THE REMAINDER OF THIS PAGE IS INTENTIONALLY LEFT BLANK



ACKNOWLEDGMENT OF AMENDMENT

We do hereby acknowledge the information and/or changes described in
Amendment #1 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)