Date Received

CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division

NON-COMPETITIVE PURCHASE REQUEST JUSTIFICATION

Required for all (non-emergency) sole source acquisitions in excess of $5,000.00 and sole source service requests in excess of $100,000.00.

This justification document consists of three (3) pages. All information must be provided and all questions must be answered. **Department Head approval is required.**

Requesting Department Information

Department: 24-Sheriff

Org Code: 2420200

Contact Name: Monica Ferguson/Katie Cruickshank KC

Subobject: 4144/4145

User Code:

Telephone: (530) 621-5609

Fax: (530) 642-9473

Required Supplier / Vendor Information

Vendor / Supplier Name: Odin Systems

Vendor / Supplier Address: 16612 Merchandise Way, Suite 200

Contact Name: Dustin Saylor

Diamond Springs, CA 95619

Estimated Purchase Price/Contract Amount: $500,000.00

Vendor / Supplier Email Address: dustin@odinsystems.com

Telephone: (866) 404-4415

Fax:

Provide a brief description of the request, including all goods and/or services the vendor/supplier will provide and supporting exemption reference from Board Policy C-17 - Procurement Policy:

The Sheriff's Office requests the purchase of support, repair, and maintenance of Vigilant (Motorola Solutions) Fixed License Plate Recognition (LPR) system, including all associated hardware, software, installation, and component parts. The systems have been procured through Odin Systems, the only local authorized reseller and installer registered with Motorola Solutions for this opportunity. This procurement qualifies for exemption under Board Policy C-17 as follows: (a) The goods are of a technological, specialized, and unique character, as Vigilant is the sole manufacturer of the LPR system and associated software. (e) Standardization is essential for maintenance, repair, training, and interoperability with existing systems and neighboring agencies. (f) Continuity of provider ensures efficiency and critical knowledge, as Odin Systems is the only vendor authorized to provide end-to-end service for this system in the region.

Department Head: Monica Ferguson
Monica Ferguson (Nov 4, 2025 15:[illegible] PST)
Signature

Purchasing Agent:
Signature
Michele Weimer (Nov 17, 2025 09:47:35 PST)

Board of Supervisors:

Date:

Item:

P&C Assignment:

Assigned To:

Date:

A. The good/service requested is restricted to one supplier for the reason stated below:

1. Why is the acquisition restricted to this goods/services supplier? (Explain why the acquisition cannot be competitively sourced. Explain how the supplier is the only source for the acquisition.)

This acquisition is restricted to Odin Systems because they are the only local vendor authorized by Motorola Solutions to sell, install, and maintain Vigilant LPR systems. Vigilant is the sole manufacturer of the required hardware and software, and has directed the County to contract with Odin for an end-to-end solution. No other vendor can provide the same level of integration, support, or compatibility with existing systems. Competitive sourcing is not feasible due to the proprietary nature of the technology and the need for system uniformity.

2. Provide the background of events leading to this acquisition.

The Sheriff's Office initially procured Vigilant LPR systems and contracted installation through Odin, who was subcontracted by Vigilant. Following the successful deployment, it was determined that future purchases should be made directly through Odin to streamline communication, reduce administrative overhead, and ensure continuity of service. Odin has since registered this opportunity with Motorola Solutions, making them the exclusive provider for this procurement.

3. Describe the uniqueness of the acquisition. (Why was the goods/services supplier chosen?)

Vigilant's LPR system is unique in its capabilities, including real-time license plate recognition, data sharing across agencies, and advanced investigative tools. It is the only system that allows interoperability with over 150 California law enforcement agencies, including Sacramento County, Placer County, and multiple city police departments. The software's ability to analyze travel patterns and support criminal investigations makes it indispensable. Odin Systems is the only vendor authorized to provide this system locally, ensuring seamless integration and support.

4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?

Failure to purchase from Odin Systems would jeopardize the continuity of the Sheriff's LPR program. It would result in incompatiblity with existing equipment, loss of interoperability with neighboring agencies, and increased costs due to the need for parailei systems. it would also hinder the Sheriff's ability to conduct effective investigations and compromise the Office's goal of adopting a modern approach to law enforcement.

5. What market research was conducted to substantiate no competition, including the evaluation of other items or service providers? (Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The name and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.)

Initial market research identified Vigilant as the only provider of the required LPR technology. No other vendors offer a comparable system with the same capabilities, interoperabiiity, and data-sharing features. The Sheriff's Office reviewed feedback from over 150 California agencies using Vigilant and found no viable alternatives. Because Vigilant is the sole manufacturer and Odin is the oniy authorized local reseller, no other suppliers were contacted, as no other options exist that meet the operational and technical requirements.

B. Price Analysis:

1. How was the price offered determined to be fair and reasonable? (Explain what basis was used for comparison and include cost analysis as applicable.)

The pricing offered by Odin Systems is consistent with what has been provided to over 150 California agencies. Vigiiant has confirmed that the pricing is standardized and competitive within the public safety sector. The Sheriff's Office has reviewed the pricing and determined it to be fair and reasonable, especially considering the cost avoidance associated with maintaining system compatibility and avoiding redundant infrastructure.

2. Describe any cost savings or avoidance realized (one-time or ongoing) by acquiring the goods/services from this supplier.

By continuing with the same vendor and system, the Sheriff's Office avoids significant costs associated with training, maintenance, software licensing, and system integration. Switching to a different system would require replacing existing infrastructure, retraining personnel, and potentially losing access to shared data networks. The current approach ensures long-term cost efficiency, operational continuity, and maximized return on prior investments.