

CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division

Date Received

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:	Org Code:	
24-Sheriff	2430350	
Contact Name:	Subobject:	User Code:
Eric Russi/Lt. Stephen Kowalczyk	4200/4144	
Telephone:	Fax:	
(530) 621-5608	(530) 621-9473	

Required Supplier / Vendor Information

Vendor / Supplier Name:	Vendor / Supplier Address:
4SIGHT LABS INC	633 ALVARADO ST
Contact Name:	
LENA HEANEY	SAN FRANCISCO, CA 94114
Estimated Purchase Price/Contract Amount:	Vendor / Supplier Email Address:
\$321,292.88	lena@4sightlabs.com
Telephone:	Fax:
(720) 883-3686	

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 requests purchase of the Overwatch, component parts and accessories, software, maintenance & support, on-site training, that is exempt from competitive bidding per Procurement Policy C-17 (b), (c), (d), and (f).

Department Head:

Monica Ferguson
Monica Ferguson / Jul 1, 2025 15:34 PDT

Signature

Purchasing Agent:

Signature

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.)

4Sight Labs Inc. is the sole designer, manufacturer, training provider, and authorized seller of the Overwatch system. The lack of resellers precludes competitive bidding.

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

Sheriff Custody have considered improvements in the area of health monitoring of its residents for some time. Problems that have been grappled are: lack of health monitoring for residents in real time, limited availability of modular, wireless monitoring that can withstand conditions in a custody facility (jail), and that can provide health data that can be acted upon.

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

To the best of the Sheriff's knowledge, no other modular, wireless, mobile platform offers real-time health monitoring at this scale with minimal hardware installation, relying solely on plug-and-play devices. Its capabilities are further secured by provisional patents and proprietary software and hardware, underscoring its exclusivity. It is expected to provide exceptional durability, impact resistance, and waterproof capabilities, with sensors worn on wrists and ankles using hypoallergenic bands, which are both reusable and disposable. Custody personnel will be allowed to continuously monitor critical vital signs such as heart rate, oxygen saturation, and skin temperature. This can move health monitoring from reactive to more proactive with the residents.

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

The consequences of not purchasing Overwatch could lead residents to suffer from delayed responses to medical emergencies. Current health monitoring solutions do not adequately enable proactive interventions based on biometric data, resulting in missed opportunities to prevent medical emergencies and improve health outcomes. Further limits with other health monitoring systems fail to integrate biometric sensors, wireless connectivity, and cloud analytics effectively, limiting their ability to provide comprehensive and actionable health data. So too is the lack of durability to withstand jail conditions and the comfort required for continuous wear, reducing their effectiveness and resident compliance.

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.)

Market research and suitable alternatives for this purchase are scarce. The BioSticker system from BioIntelliSense was the only one applicable to a custody facility. Cloud-based maintenance and support were not available in a one time purchase. VitalConnect, Masimo, and Philips health monitoring systems are more tailored to healthcare facilities, and were not pursued.

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.)

Comparison and cost analysis are not applicable for this purchase, even from BioSticker. Cloud-based maintenance and support were not available in a one time purchase.

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

This purchase will allow the Sheriff to avoid purchasing additional cloud and remote based maintenance and support.