



MICHAEL S. MONTELEONE
EXECUTIVE UNDERSHERIFF

SHAWN P. NOONAN
CHIEF DEPUTY

ALBANY COUNTY SHERIFF'S OFFICE

County Court House Albany, New York 12207 (518) 487-5400
WWW.ALBANYCOUNTYSHERIFF.COM

CRAIG D. APPLE, SR.
SHERIFF



WILLIAM M. RICE
UNDERSHERIFF

LEON A. BORMANN
CHIEF DEPUTY

August 1, 2022

Honorable Andrew Joyce
Legislative Clerk's Office
112 State Street, Room 710
Albany, New York 12207

Dear Mr. Joyce:
Dear Mr. Joyce:

The attached correspondence is forwarded for presentation to the Albany County Legislature.

Legislative approval is required in order to allow the Albany County Sheriff's Office to enter into a contract with Visionary Integration Professionals to provide and configure a cloud native SAAS (Software as a Service) platform for computer aided dispatch, records management and mobile access and Visionary Professionals will be replacing our current vendor. The term of the contract will be from September 30, 2022 to September 30, 2027. The total cost of the 5 year contract is \$3,134,008.00.

Attached, please see a copy of the mini bid that was approved by Albany County Purchasing Dept. We are replacing the current vendor (Central Square) as they failed to deliver the solution per the scope of the contract with Albany County. We are working with our legal counsel to recoup money for the failed contract deliverables.

Should there be any questions, do not hesitate to call.

Sincerely,

Craig D. Apple, Sr.
Craig D. Apple, Sr.
Sheriff

Att.

REQUEST FOR LEGISLATIVE ACTION

FOR COUNSEL USE ONLY

DATE: _____
RECEIVED: _____
RECEIVED BY: _____
METHOD: HAND _____
COURIER _____
MAIL _____

DATE : JULY 22, 2022

DEPARTMENT: ALBANY COUNTY SHERIFF'S OFFICE

CONTACT PERSON: SHERIFF CRAIG D APPLE SR

TELEPHONE: 518-447-5440

DEPT. REPRESENTATIVE ATTENDING SHERIFF CRAIG D APPLE SR

COMMITTEE MEETING: PUBLIC SAFETY

PURPOSE OF REQUEST:

ADOPTION OF LOCAL LAW
AMENDMENT OF PRIOR LEGISLATION
APPROVAL/ADOPTION OF PLAN/PROCEDURE
BOND APPROVAL
BUDGET AMENDMENT (SEE BELOW)
CONTRACT AUTHORIZATION (SEE BELOW)
ENVIRONMENTAL IMPACT
HOME RULE REQUEST
PROPERTY CONVEYANCE
OTHER: (STATE BRIEFLY IF NOT LISTED ABOVE)

X

THE SHERIFF'S OFFICE IS LOOKING TO ENTER INTO AN AGREEMENT WITH VISIONARY INTERGRATION
PROFESSIONALS TO PROVIDE A NEW PLATFORM FOR COMPUTER AIDED DISPATCH, RECORDS
MANAGEMENT SYSTEM, AND MOBILE ACCESS TO RECORDS, & REPLACE OUR CURRENT VENDOR

CONCERNING BUDGET AMENDMENTS

STATE THE FOLLOWING

INCREASE ACCOUNT/LINE NO. _____

SOURCE OF FUNDS: _____

TITLE CHANGE: _____

CONCERNING CONTRACT AUTHORIZATION,

STATE THE FOLLOWING:

TYPE OF CONTRACT

CHANGE ORDER/CONTRACT AMENDMENT
PURCHASE (EQUIPMENT/ SUPPLIES)
LEASE (EQUIPMENT/SUPPLIES)
REQUIREMENTS
PROFESSIONAL SERVICES
EDUCATIONAL/TRAINING

X

X

GRANT: NEW
RENEWAL
SUBMISSION DEADLINE DATE

SETTLEMENT OF A CLAIM

RELEASE OF LIABILITY

OTHER: (STATE BRIEFLY)

CONCERNING CONTRACT AUTHORIZATION (CONT'D)

STATE THE FOLLOWING:

CONTRACT TERMS/CONDITIONS:

PARTY (NAME/ADDRESS):

VISIONARY INTEGRATION PROFESSIONALS

80 IRON POINT CIRCLE, SUITE 100

FOLSOM, CA 95630

AMOUNT/RATE SCHEDULE/FEE:

\$3,134,008 PAID OVER 5 YEARS

TERM:

9/30/2022 THRU 9/30/2027

SCOPE OF SERVICES: WE ARE REPLACING OUR CURRENT CAD/RMS/MOBILE
PLATFORM

CONTRACT FUNDING:

ANTICIPATED IN CURRENT BUDGET: YES

X

NO

FUNDING SOURCE: _____

COUNTY BUDGET ACCOUNTS:

REVENUE: _____

APPROPRIATION: _____

A93020.44050 (CAD SYSTEM)

BOND(RES. NO. & DATE OF ADOPTION) _____

CONCERNING ALL REQUESTS:

MANDATED PROGRAM/SERVICE: _____

YES

NO

X

IF MANDATED CITE: AUTHORITY _____

ANTICIPATED IN CURRENT ADOPTED BUDGET: _____

YES

X

NO

IF YES, INDICATE REVENUE APPROPRIATION ACCOUNTS: _____

FISCAL IMPACT - FUNDING: _____

(DOLLARS OR PERCENTAGES)

FEDERAL _____

STATE _____

COUNTY _____

100%

TERM/LENGTH OF FUNDING _____

PREVIOUS REQUESTS FOR IDENTICAL OR SIMILAR ACTION: _____

RESOLUTION/LAW NUMBER: _____

DATE OF ADOPTION: _____

JUSTIFICATION: (STATE BRIEFLY WHY LEGISLATIVE ACTION IS REQUESTED)

LEGISLATIVE APPROVAL IS NEEDED FOR PURCHASES OF \$100,000 OR MORE.

BACK-UP MATERIAL SUBMITTED (I.E. APPLICATION/APPROVAL NOTICES FROM FUNDING SOURCE,
BID TABULATION SHEET, CIVIL SERVICE APPROVAL NOTICE, PROGRAM ANNOUNCEMENT, CONTRACTS
AND/OR ANY MATERIALS WHICH EXPLAIN OR SUPPORT THE REQUEST FOR LEGISLATIVE ACTION.)

SUBMITTED BY: _____

CRAIG D APPLE SR

TITLE: _____

SHERIFF

RFQ ID: RFQ1570131S ✓ Active

RFQ Title

Mark43 Software

Description:

The Albany County Sheriff's Office would like to implement Mark43 Software for a 5 year period, to be paid one year at a time.

Reference # / uPIID

Sheriff's Office

RFQ Status

Selected Categories & Vendors

MAS: 511210 - 4 Vendors

Mod 1

07/12/2022

RFQ Issue Date

07/11/2022 02:01 PM EDT

RFQ Close Date

07/18/2022 02:00 PM EDT

Delivery

Date of Award to Completion

Attachments

Mark43 Software - Corrected.pdf

Shipping Addresses

Address

Individual Receiving Shipment

1 ALBANY COUNTY SHERIFF'S DEPARTMENT
449 NEW SALEM ROAD
VOORHEESVILLE, NY 12186

RALPH MARIANI 518-655-7897
RALPH.MARIANI@ALBANYCOUNTY.COM

Quotes Received

5 quotes received

Quote ID	Vendor	Date Recvd	Total Quote	Quote Status	Vendor Notified	Quote Expiration	PO	Vendor Attachments	Buyer Notes
	VISIONARY INTEGRATION PROFESSIONALS LLC (O)	07/15/2022 8:37 PM EDT	\$3,134,008.00	Pending Response		09/16/2022 2:00 PM EDT	n/a	VIPAlbany070722Mark43 - Quote_07152022.pdf	
RFQ1570131S-SPX	FCN, INC. (S)(W)(WO)	07/15/2022 11:50 AM EDT		No Quote View reason	n/a		n/a		
RFQ1570131S-RDM	NCS TECHNOLOGIES, INC. (S)	07/12/2022 11:19 AM EDT		No Quote View reason	n/a		n/a		
RFQ1570131S-BTQ	UNISTAR- SPARCO COMPUTERS, INC. (d)(S)	07/11/2022 4:23 PM EDT		No Quote View reason	n/a		n/a		
RFQ1570131S-PVS	COUNTERTRADE PRODUCTS, INC. (S)(W)(WO)	07/11/2022 3:30 PM EDT		No Quote View reason	n/a		n/a		

GSA #47QTCA20D00F1	TBD	Per GSA Schedule
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#	Qty	SKU	Description
Software Subscription (Recurring, starts Year 1)			
1	8	MK43-AS-001	"Mark43 Analysis Module annual subscription - One (1) year / Includes a configurable dashboard to create canned stat reports / Annual cost per named user / Add-on module only; Purchase of core RMS product required (Term License)
2	235	MK43-LCAD-001	Mark43 Law Enforcement CAD annual subscription- One (1) year / Annual cost per named user (Term License)
3	60	MK43-LCAD-001	Mark43 Law Enforcement CAD annual subscription- One (1) year / Annual cost per named user (Term License)
4	235	MK43-LCAD-001	Mark43 Law Enforcement CAD annual subscription- One (1) year / Annual cost per named user (Term License)
5	115	MK43-FCAD-001	Mark43 Fire CAD annual subscription - One (1) year / Annual cost per named user (Term License)
6	9	MK43-RMS-001	Mark43RMS annual subscription - One (1) year / Annual cost per named user (Term License)
7	235	MK43-RMS-001	Mark43RMS annual subscription - One (1) year / Annual cost per named user (Term License)
8	235	MK43-CM-001	Mark43 Case Management Module annual subscription - One (1) year / Includes capabilities to import report

#	Qty	SKU	Description
			and master entity information into investigative cases, and track the progress of detective work / Annual cost per named user / Add-on module only; Purchase of core RMS product required (Term License)
9	235	MK43-EM-001	Mark43 Evidence Management System annual subscription - One (1) year / Includes capabilities for the intake, audit, and release of physical property and evidence / Annual cost per named user / Add-on module only; Purchase of core RMS product required (Term License)
10	235	MK43-WS-001	Mark43 Warrants Management Module annual subscription - One (1) year / Includes capabilities for transcribing, processing, and updating arrest warrant records / Annual cost per named user / Add-on module only; Purchase of core RMS product required (Term License)
Software Support (Recurring, starts Year 2)			
11	1	MK43-SUPP-001 ¹	Server software that connects Mark43 product(s) to local, state, and Federal criminal databases in order to submit and query information. One (1) year subscription (Term License)
Implementation (One-time)			
12	1	MK43-IDM-001	"Standard ETL migration from legacy product (RMS or CAD) to respective Mark43 product. Mark43 determines the scope of a data migration based on the number of tables to be migrated and the amount of
13	1	MK43-ICAD-001	Mark43's Implementation Management Service is designed to work hand-and-hand with the agency's steering committee from Project Kick-Off until Go-Live. The goal of the Implementation Management is to support a fully integrated Mark43 solution optimized to the agency's standard operating procedure (SOP). Implementation Management includes analysis of department workflows and product gaps in an effort to consult and configure the Standard RMS system through Test, Training, and Go-Live.

#	Qty	SKU	Description
14	1	MK43-IRMS-001	Mark43's Implementation Management Service is designed to work hand-and-hand with the agency's steering committee from Project Kick-Off until Go-Live. The goal of the Implementation Management is a fully integrated Mark43 solution optimized to the agency's standard operating procedure (SOP). Implementation Management includes analysis of department workflows and product gaps in an effort to consult and configure the Standard RMS system through Test, Training, and Go-Live.
15	1	MK43-IDL2-001	Level 2 Interface Development is categorized by more complex business logic or scope of data are than Level 1. Typically, moderate complexity interfaces are bidirectional interfaces or one-way interfaces requiring multiple business rules and/or system attribute configuration. Complexity is assisted by interfacing to industry standard systems or having ample specifications. (9 interfaces)



Quote

Visionary Integration Professionals
80 Iron Point Circle, Suite 100
Folsom, CA 95630

Quote #: VIPAlbany071522Mark43
Offer Date: 7/15/2022
Expires: 11/12/2022

To Albany County Sheriff's Office
Eric.Conde@albanycountyny.gov
John.Rizzo@albanycountyny.gov
amy.moulton@mark43.com
Kevin.demarest@albanycountyny.gov
Cathy.Donaldson@albanycountyny.gov

From Steve Carpenter
Phone: (916) 985-9625
Fax: (916) 985-9632
Email: SCarpenter@trustvip.com

Procurement Agreement	Delivery Dates	Payment Terms	Shipping
GSA #47QTCA20D00F1	TBD	Per GSA Schedule	Software download 449 New Salem Road, Voorheesville, NY 12186

SaaS Subscription and Professional Services - Year 1

#	Qty	SKU	Description	GSA Price	Discount Price	Extension
SaaS Subscription - Implementation Tenant (Year 1)						
1	8	MK43-AS-001	MK43-AS-001: Analysis Module (not to exceed 25 ANA1: Analytics Viewer and 5 ANA 2: Analytics Explorer licenses)	\$ 469.12	\$ 457.00	\$ 3,656.00
2	235	MK43-LCAD-001	MK43-LCAD-001: Law Enforcement CAD (to be used for the provision of MOB 1: On Scene Mobile not to exceed 235 sworn)	\$ 1,172.80	\$ 163.00	\$ 38,305.00
3	60	MK43-LCAD-001	MK43-LCAD-001: Law Enforcement CAD (to be used for the provision of 30 CAD 1: Dispatcher/Call-Taker licenses)	\$ 1,172.80	\$ 1,165.00	\$ 69,900.00
4	235	MK43-LCAD-001	MK43-LCAD-001: Law Enforcement CAD (to be used for the provision of CAD 2: LE First Responder licenses not to exceed 235 sworn)	\$ 1,172.80	\$ 260.00	\$ 61,100.00
5	115	MK43-FCAD-001	MK43-FCAD-001: Fire Responder CAD	\$ 1,067.24	\$ 260.00	\$ 29,900.00
6	9	MK43-RMS-001	MK43-RMS-001: Records Management System (to be used for provision of 1 instance DLK 1)	\$ 1,172.80	\$ 1,058.00	\$ 9,522.00
7	235	MK43-RMS-001	MK43-RMS-001: Records Management System (not to exceed 235 sworn)	\$ 1,172.80	\$ 800.00	\$ 188,000.00
8	235	MK43-CM-001	MK43-CM-001: Case Management Module (not to exceed 235 sworn)	\$ 469.12	\$ 160.00	\$ 37,600.00
9	235	MK43-EM-001	MK43-EM-001: Evidence Management Module (not to exceed 235 sworn)	\$ 469.12	\$ 160.00	\$ 37,600.00
10	235	MK43-WS-001	MK43-WS-001: Warrants Module (not to exceed 235 sworn)	\$ 469.12	\$ 160.00	\$ 37,600.00
SaaS Subscription - Implementation Tenant Subtotal						\$ 513,183.00



Quote #: VIPAlbany071522Mark43

#	Qty	SKU	Description	GSA Price	Discount Price	Extension
One-Time Professional Services (Year 1)						
12	1	MK43-IDM-001	MK43-IDM-001 (to be used for DCM 4: Evidence Standalone - Standard, DCM 5: CAD Lite, DCM 8: RMS with Evidence-Standard, Tritech Implementation Support)	\$141,000.00	\$ 139,589.00	\$ 139,589.00
13	1	MK43-ICAD-001	MK43-ICAD-001: CAD Implementation (IMP 3)	\$ 97,733.00	\$ 91,606.00	\$ 91,606.00
14	1	MK43-IRMS-001	MK43-IRMS-001: RMS Implementation (IMP 3, CommSys Imp)	\$ 97,733.00	\$ 96,555.00	\$ 96,555.00
15	9	MK43-IDL2-001	MK43-IDL2-001: Interface Development (9 Pre-Launch Interfaces)	\$ 48,886.50	\$ 20,107.00	\$ 180,963.00
One-time Professional Services Subtotal						\$ 508,713.00
SaaS and Services - Year 1 Total						\$ 1,021,896.00

SaaS Subscription – Years 2 through 5

#	Qty	SKU	Description	GSA Price	Discount Price	Extension
Annual Recurring SaaS Subscription – Years 2 through 5						
16	8	MK43-AS-001	MK43-AS-001: Analysis Module (not to exceed 25 ANA1: Analytics Viewer and 5 ANA 2: Analytics Explorer licenses)	\$ 469.12	\$ 457.00	\$ 3,656.00
17	235	MK43-LCAD-001	MK43-LCAD-001: Law Enforcement CAD (to be used for the provision of MOB 1: On Scene Mobile not to exceed 235 sworn)	\$ 1,172.80	\$ 163.00	\$ 38,305.00
18	60	MK43-LCAD-001	MK43-LCAD-001: Law Enforcement CAD (to be used for the provision of 30 CAD 1: Dispatcher/Call-Taker licenses)	\$ 1,172.80	\$ 1,165.00	\$ 69,900.00
19	235	MK43-LCAD-001	MK43-LCAD-001: Law Enforcement CAD (to be used for the provision of CAD 2: LE First Responder licenses not to exceed 235 sworn)	\$ 1,172.80	\$ 260.00	\$ 61,100.00
20	115	MK43-FCAD-001	MK43-FCAD-001: Fire Responder CAD	\$ 1,067.24	\$ 260.00	\$ 29,900.00
21	9	MK43-RMS-001	MK43-RMS-001: Records Management System (to be used for provision of 1 instance DLK 1)	\$ 1,172.80	\$ 1,058.00	\$ 9,522.00
22	235	MK43-RMS-001	MK43-RMS-001: Records Management System (not to exceed 235 sworn)	\$ 1,172.80	\$ 800.00	\$ 188,000.00
23	235	MK43-CM-001	MK43-CM-001: Case Management Module (not to exceed 235 sworn)	\$ 469.12	\$ 160.00	\$ 37,600.00
24	235	MK43-EM-001	MK43-EM-001: Evidence Management Module (not to exceed 235 sworn)	\$ 469.12	\$ 160.00	\$ 37,600.00
25	235	MK43-WS-001	MK43-WS-001: Warrants Module (not to exceed 235 sworn)	\$ 469.12	\$ 160.00	\$ 37,600.00
26	1	MK43-SUPP-001	MK43-SUPP-001: NCIC Message Switch (site license for PAR 6: ConnectCIC State Only not to exceed 235 sworn - subscription beginning year 2)	\$ 58,639.80	\$ 14,845.00	\$ 14,845.00
Annual Recurring SaaS Subscription Total – Years 2 through 5						\$528,028.00



Quote #: VIPAlbany071522Mark43

Fee Summary

Fee Summary		
One Time Fees (Year 1)		
SaaS - Implementation Tenant	\$	1,021,896.00
Professional Services	\$	513,183.00
Total Recurring Subscription (Years 2 - 5)	\$	508,713.00
Recurring Subscription	\$	2,112,112.00
Total Fees (5-Year Total)	\$	3,134,008.00

Payment Schedule

Invoicing Schedule - Initial Term		
Year	Invoicing Schedule	Fees
1	Total Year 1 Payment, due according to the following schedule:	\$ 1,021,896.00
	Effective Date (Contract Signing) - 30%	\$ 306,568.80
	Project Kickoff Complete - 20%	\$ 204,379.20
	Workflow Validation Complete - 20%	\$ 204,379.20
	Training Complete - 20%	\$ 204,379.20
	Cutover/Go Live - 10%	\$ 102,189.60
2	Year 2 Payment, due on Effective Date anniversary	\$ 528,028.00
3	Year 3 Payment, due on Effective Date anniversary	\$ 528,028.00
4	Year 4 Payment, due on Effective Date anniversary	\$ 528,028.00
5	Year 5 Payment, due on Effective Date anniversary	\$ 528,028.00
Total - 5 Year Contract		\$ 3,134,008.00

Assumptions

1. This quote assumes the specific product and services scope listed.
2. This quote assumes the specific services described in Mark43's Statement of Work.
3. This quote assumes the Albany County Sheriff's Office will accept Mark43 standard terms and conditions.
4. This quote assumes Albany County Sheriff's Office will be responsible for purchasing and maintaining hardware required to operate Mark43 or partner products.
5. Dragon Reporting capabilities are included in the RMS offering.
6. This quote assumes the following integrations at the following levels:

Interface Name	Direction
Rapid SOS	One Way to M43
ProQA (EMD from Priority Dispatch)	Bidirectional
EMS Charts (EMS CPRs)	One Way from M43
Fire RMS - FireHouse	One Way from M43
E911	One Way to M43
Livescan	Bidirectional
Trax	One Way from M43
BlackCreek JMS	Bidirectional
NY State Crime Analysis Center	One Way from M43