



Department of Purchasing and Contracting NON-COMPETITIVE PROCUREMENT REQUEST FORM

Requesting Department: Fire Rescue
Department Contact Person: Jason Smith Telephone: 4046558496
Email: Jgsmith@dekalbcountyga.gov

Requisition Number: _____ Suggested Supplier: ImageTrend Inc
Estimated Amount of Purchase: \$ 522,781.31
Detailed Description of the Goods or Services to be purchased: _____
To establish multi year contract 2023-2027 for software maintenance agreement RMS

☐ **Emergency** (For Emergency Requests, Please check this box and answer all questions below.)

1. Date and Time of Emergency Occurrence: _____

2. Please state the nature of the emergency posing a risk to public health, welfare, safety or resources:

3. State how the Estimated Amount was determined to be Fair and Reasonable (attach supporting documentation):

☒ **Sole Source** (Please check box and answer all of the following completely.)

1. Provide an explanation why the product, service or supplier requested is the only method that can satisfy the requirements. Please explain why alternatives are unacceptable. Be specific with regard to specification, features, characteristics, requirements, capabilities and compatibility. (Attach additional documents, if necessary):

RMS software system was purchased in 2015 under contract 973017. This is to create a 5 year maintenance agreement and add Investigations and Vault modules

2. Will this purchase obligate us to a particular vendor for future purchases? (Either in terms of maintenance that only this vendor will be able to perform and/or if we purchase this item, will we need more "like" items in the future to match this one?) Explain in detail.

As long as we maintain/utilize current RMS system. We allow locking in of pricing for 5 year maintenance period.

3. Explain the impact to the County or Public if this request is not approved.

Will not be able to service/maintain RMS.

I hereby request that this non-competitive procurement request be approved for the purchase of the above stated work, material, equipment, commodity, or service.

Department Director (Typed/Printed Name) Darnell Fullum

Signature: _____

Date: 11/14/22

Do Not Write Below – for the Department of Purchasing and Contracting Use Only

Procurement Agent (Typed/Printed Name) Brenda Redus

Signature: Brenda H. Redus

Date: 01/09/2023

Procurement Manager (Typed/Printed Name) Delois Robinson

Signature: Delois Robinson

Digitally signed by
Delois Robinson
Date: 2023.01.17
09:58:09 -05'00'

Date: 1/17/23

☐ Approved ☐ Not Approved

COO Name: Zach Williams

COO Signature: _____

Signature: _____, Department of Purchasing and Contracting Date: _____
P&C Rev. 12/13/2018

Print Form

Public Notice of Proposed Award of Sole Source Procurement

Section A – Description of Proposed Sole Source Procurement

Description of Supplies/Services: Maintenance and Software Support Services for hosting, software and technical support of an all-inclusive Records Management Solution for Emergency Medical Services and National Fire Incident Reporting System.

Demonstration of Contractor's Unique Qualifications: Image Trend is the sole provider of Elite Rescue Modules for public safety organizations. Image Trend records management solution services is purchased directly from the firm. Image Trend is a proprietary hosted application service.

Section B – To Be Completed by the Department of Purchasing and Contracting

Market Survey Results

Date Public Notice posted on website: November 21, 2022

Date Public Notice closed: November 28, 2022

Review of Offers

Were any offers received (Yes/No): No

Number of offers received: N/A

Responders: N/A

Purchasing Agent review and recommendation:

- This sole source request consists of the ongoing maintenance and professional services, hosting, software and technical support for an all-inclusive Records Management Solution for Emergency Medical Services and National Fire Incident Reporting System. This system is critical in servicing first responders and the citizens of DeKalb County. **Image Trend** is the sole provider of Elite Rescue Modules for public safety organizations. Image Trend records management solution services is purchased directly from the firm. Image Trend is a proprietary hosted application service.
- This sole source will result in a new multiyear contract with Image Trend to continue to provide the support that only they can provide for the County's proprietary Records Management System.

Brenda H. Redus

Procurement Agent Signature

January 9, 2023

Date

Delois Robinson

Digitally signed by Delois Robinson
Date: 2023.01.17 09:57:57 -05'00'

Procurement Manager Signature

January 17, 2023

Date

December 9, 2022

DeKalb County Government
Department of Purchasing and Contracting – 2nd Floor
1300 Commerce Drive
Decatur, GA 30030
Attn: Jenifer Chapital, Procurement Agent

RE: ImageTrend Sole Source

Dear Jenifer Chapital,

Thank you for your recent sole source inquiry. ImageTrend Elite™ is solely developed, produced, distributed and supported by ImageTrend, Inc. This product is copyrighted and trademarked. ImageTrend's suite of solutions allow for native interoperability of the system's platform and provides seamless integration with the other ImageTrend modules such as ImageTrend Visual Informatics™, the graphical reporting tool connected to your live database and ImageTrend Vault™, our NEMSIS 2 repository that safely stores your older records, but still allows for lightning quick reporting off them. Another example of seamless interoperability would be with Elite and its Investigations module, a module where images and information can be saved directly to the incident run form record. Integrations from Elite to Computer Aided Dispatch systems and our data mapping feature MARS are also possible and setup by ImageTrend Client Services. These integrations remove human error for critical patient care data and improve service area status and visibility. Any integration to ImageTrend products can only be configured and completed by ImageTrend employees using ImageTrend solutions.

This solution from ImageTrend, Inc. is based upon the unique modules and basic architectural features of the data management systems that have been designed by ImageTrend for many applications. The experience and input from our current users have collaboratively helped us to develop a commercial-off-the-shelf (COTS) solution and best practices exclusively for the EMS market. ImageTrend was among the first companies to gain NEMSIS v3 compliance for state systems certification in the market; ImageTrend has proven success working with 40 State EMS systems.

ImageTrend is the only company to offer a fully integrated EMS/Fire solution compatible with NEMSIS v3/NFIRS that incorporates both mobile-device compatibility from the ground up, as well as the option to self-host the Elite EMS system database in their own hosted environment. The Elite solution is scalable within one system to handle millions of incidents with thousands of users annually. Elite's unique security concept and enterprise design allow for multiple tiered, secure usage and views by individual services, regional groups and state entities all within one system.

The Elite solution offers drag and drop form template configuration available to manage system-wide, regionally or specific to agency's workflow, in addition, easy to create validation rules to meet state or agency documentation standards. The solution includes a proprietary Report Writer for usage and

20855 Kensington Blvd., Lakeville, MN 55044
Phone: (952) 469-1589 | Toll Free: (888) 469-7789 | Fax: (952) 985-5671
www.ImageTrend.com

generation of standard and ad hoc reports by any level of system user within their reporting permission rights.

As the sole source vendor of this software, we distribute on a use license basis and maintain beneficiary escrow accounts. All data obtained and maintained within the application is proprietary to and owned by the licensed user. ImageTrend does not distribute the source code to any other vendors or resellers and therefore development, modification or implementation of Elite and its modules and extensions can only be performed by ImageTrend, Inc.

Please feel free to contact us at 1-888-469-7789 if you need any further information.

Sincerely,



Joe Graw
President & Chief Executive Officer
20855 Kensington Blvd.
Lakeville, MN 55044
Phone: (952) 469 - 1589
Fax: (952) 469 - 5671



Quote

Remit To: ImageTrend, Inc.
20855 Kensington Blvd.
Lakeville, MN 55044
Phone: 952-469-1589
Email: invoices@imagetrend.com

Bill To:
DeKalb County Fire and Rescue
1950 W. Exchange Pl.
Tucker, GA 30084

Budgetary Quote 2022-2023
Customer Number: 0429
Today's Date: 11/5/2022
Terms: Net 30
Order Number: 14777
18489

Item Name	Description	Quantity	2023	2024	2025	2026	2027
Elite Rescue Support	Annual Fee	1	\$ 21,330.65	\$ 21,970.57	\$ 22,629.69	\$ 22,628.66	\$ 23,307.52
Elite Rescue Hosting	Annual Fee	1	\$ 24,344.76	\$ 25,075.10	\$ 25,827.35	\$ 26,602.17	\$ 27,400.24
Elite Rescue MARS (Mapping) Transactional Fee	Annual Fee	1	\$ 11,592.74	\$ 11,940.52	\$ 12,298.74	\$ 12,667.70	\$ 13,047.73
Elite Visual Informatics Support - EMS Cube	Annual Fee	1	\$ 4,451.62	\$ 4,585.17	\$ 4,722.73	\$ 4,864.41	\$ 5,010.34
Elite Visual Informatics Support - Fire Cube	Annual Fee	1	\$ 1,483.87	\$ 1,528.39	\$ 1,574.24	\$ 1,621.47	\$ 1,670.11
Elite Rescue CAD Integration	Annual Fee	1	\$ 6,086.19	\$ 6,268.78	\$ 6,456.84	\$ 6,650.55	\$ 6,850.06
Elite Account Advisement Services 1	Annual Fee	1	\$ 12,978.00	\$ 13,367.34	\$ 13,768.36	\$ 14,181.41	\$ 14,606.85
Investigations	Annual Fee	1	\$ 15,000.00	\$ 15,750.00	\$ 16,537.50	\$ 17,364.38	\$ 18,232.59
Vault™ Records with Attachments	Annual Fee	1	\$ 848.72	\$ 874.18	\$ 900.41	\$ 927.42	\$ 955.24

Invoice Sub-Total \$ 98,116.55 \$ 101,360.05 \$ 104,715.86 \$ 107,508.16 \$ 111,080.69
Taxes
Invoice Total \$ 98,116.55 \$ 101,360.05 \$ 104,715.86 \$ 107,508.16 \$ 111,080.69

98,116.55+
101,360.05+
104,715.86+
107,508.16+
111,080.69+

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522,781.31*+