

Public Notice of Proposed Award of Sole Source Procurement

Section A – Description of Proposed Sole Source Procurement

Description of Supplies/Services: EagleView Reveal™ is a portfolio of high-resolution aerial imagery derived from unique image capture and processing systems.

Demonstration of Contractor’s Unique Qualifications: EagleView’s high-resolution metric oblique imagery technology is proprietary to EagleView Technologies Inc.

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

Market Survey Results

Date Public Notice posted on website: October 27, 2020

Date Public Notice closed: November 02, 2020

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 request is to approve the purchase of a 6-year contract for annual capture of Pictometry's high resolution oblique image. EagleView Technologies Inc. formerly Pictometry International Corporation has been supplying the County with its oblique imagery on an annual basis since 2003, with over 500 users and an established interface with the County’s CAD-911 system.

EagleView’s oblique imagery is in proprietary format and cannot be used with any other provider’s software.

The County’s spend to date with the Company is \$1,948,170.34.

I recommend approval of this sole source provider, because changing vendors will limit the County’s ability to view current and archived oblique imagery. Pictometry’s software license would still be needed to access previous years of imagery.

 <u>Omolola Awonusi (Nov 4, 2020 22:09 EST)</u> Technician Signature	11/4/2020 _____ Date
 <u>Delois Robinson (Nov 5, 2020 06:54 EST)</u> Procurement Manager Signature	11/5/2020 _____ Date



Department of Purchasing and Contracting NON-COMPETITIVE PROCUREMENT REQUEST FORM

Requesting Department: Geographic Information Systems (GIS)

Department Contact Person: Stacy Gear, GIS Director Telephone: 404-371-3619

Email: scgear@dekalbcountyga.gov

Requisition Number: _____ Suggested Supplier: Pictometry International

Estimated Amount of Purchase: \$ 1,030,734.00

Detailed Description of the Goods or Services to be purchased: _____

6 year contract for Annual capture of Pictometry's high resolution oblique image; installments to be paid over 6 years.

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):

See Below for additional comments

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.

We currently have over 12 yrs of Pictometry imagery which amounts to terrabytes of data that is being hosted in the cloud by Pictometry. Pictometry has a proprietary software license that allows us to access every image dataset within the database.

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

If the purchase is not approved, the current image data becomes obsolete. We update annually due to the constantly changing infrastructure, development, revaluations of property by the Tax Assessors. Public safety is also a constant user of Pictometry.

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) Stacy Gear Signature: Stacy Gear Digitally signed by Stacy Gear Date: 2020.08.18 15:53:07 -0400 Date: _____

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

Procurement Agent (Typed/Printed Name) Lola O. Awonusi Signature: Omolola Awonusi (Nov 4, 2020 22:09 EST) Date: 11/4/2020

Procurement Manager (Typed/Printed Name) Delois Robinson Signature: Delois Robinson (Nov 5, 2020 06:54 EST) Date: 11/5/2020

Approved Not Approved

Signature: , Director, Department of Purchasing and Contracting Date: 11/5/2020

(Additional information, attach pages if required):

Answer to question #1:

Pictometry provides the County a proven product that suits our oblique imagery needs. Pictometry International Corporation has been supplying DeKalb County with its oblique imagery on an annual basis since 2003. All of the image data is being stored in the cloud hosted by Pictometry, allowing us access to any year via web browser through a desktop or mobile device. We also have the option to install the software on a desktop or server base if the cloud is no longer a viable option. We currently have about 500 users of Pictometry with the numbers increasing. The advantages the county would get by continuing with Pictometry are:

- Long-term initiative Option=Cost Savings
- Access to surrounding county imagery (Fulton, Cobb, Gwinnett)
- Disaster Response Program (no charge)
- Already established interfaces and plug-in with the DeKalb's CAMA (Tyler) system.
- Partner and integrates with our Tyler Public GIS website.
- Established interface with DeKalb's CAD-911 system (TriTech).
- Staff and users already trained and familiar with the use of the software as well as In-field Technical Manager and training.
- 74 US Patents and 25 pending
- Rapid deliver times, within 60 days or sooner
- Integrates fully with ESRI's suite of GIS software to allow overlay of GIS layers and allows access of oblique imagery within ArcGIS.
- Superior change detection process with proven ROI
- Pictometry software license would still be needed to access previous years of imagery if another vendor is chosen in the future.

Proposal for: Dekalb County, GA
Project Name: Essentials Prop/Comm
Quote Number: Q-66914
Contract Term: 6 Year(s)
Number of Projects: 6

EagleView Rep: Kevin Lamonds
Phone Number: (336) 500-1016
Email: kevin.lamonds@eagleview.com
Expiration Date: 9/27/2020
Targeted Capture: 2021-a-Winter

Multi-Project Summary

6 Projects over 6 year(s)

Project 1 Total:	Project 2 Total:	Project 3 Total:	Project 4 Total:	Project 5 Total:	Project 6 Total:
\$171,789.00	\$171,789.00	\$171,789.00	\$171,789.00	\$171,789.00	\$171,789.00





Budget Proposal

Proposal for: Dekalb County, GA
 Project Name: Essentials Prop/Comm
 Contract Term: 6 Year(s)
 Number of Projects: 6

EagleView Rep: Kevin Lamonds
 Expiration Date: 9/27/2020
 Targeted Capture: 2021-a-Winter

Project 1

Qty	Product	List Price	Discount (%)	Subtotal
342	Reveal Essentials+ Property	\$400.00	15	\$116,280.00
342	Reveal TrueTouch Property	\$50.00	15	\$14,535.00
342	Reveal Certified Ortho Property	\$50.00	15	\$14,535.00
342	Reveal Essentials+ Community	\$70.00		\$23,940.00
1	Pictometry Connect - CA - 100	\$3,300.00	100	\$0.00
1	Pictometry Connect View - CA	\$750.00	100	\$0.00
1	CONNECT ImageService CA	\$2,000.00	100	\$0.00
1	FutureView Adv Training	\$2,499.00		\$2,499.00
1	Pictometry Connect - EarlyAccess	\$10,000.00	100	\$0.00
1	RapidAccess - Disaster Response Program	\$0.00		\$0.00
1	Oblique Imagery Bundle w/One (1) Year of EFS Maint & Support	\$0.00		\$0.00
1	Reveal Orthomosaic - Combined	\$0.00		\$0.00
Project 1 TOTAL:				\$171,789.00

Project 2

Qty	Product	List Price	Discount (%)	Subtotal
342	Reveal Essentials+ Property	\$400.00	15	\$116,280.00
342	Reveal TrueTouch Property	\$50.00	15	\$14,535.00
342	Reveal Certified Ortho Property	\$50.00	15	\$14,535.00
342	Reveal Essentials+ Community	\$70.00		\$23,940.00
1	Pictometry Connect - CA - 100	\$3,300.00	100	\$0.00
1	Pictometry Connect View - CA	\$750.00	100	\$0.00
1	CONNECT ImageService CA	\$2,000.00	100	\$0.00
1	FutureView Adv Training	\$2,499.00		\$2,499.00
1	Pictometry Connect - EarlyAccess	\$10,000.00	100	\$0.00
1	RapidAccess - Disaster Response Program	\$0.00		\$0.00
1	Oblique Imagery Bundle w/One (1) Year of EFS Maint & Support	\$0.00		\$0.00
Project 2 TOTAL:				\$171,789.00

Project 3

Qty	Product	List Price	Discount (%)	Subtotal
342	Reveal Essentials+ Property	\$400.00	15	\$116,280.00
342	Reveal TrueTouch Property	\$50.00	15	\$14,535.00
342	Reveal Certified Ortho Property	\$50.00	15	\$14,535.00
342	Reveal Essentials+ Community	\$70.00		\$23,940.00
1	Pictometry Connect - CA - 100	\$3,300.00	100	\$0.00
1	Pictometry Connect View - CA	\$750.00	100	\$0.00
1	CONNECT ImageService CA	\$2,000.00	100	\$0.00
1	FutureView Adv Training	\$2,499.00		\$2,499.00
1	Pictometry Connect - EarlyAccess	\$10,000.00	100	\$0.00
1	RapidAccess - Disaster Response Program	\$0.00		\$0.00
1	Oblique Imagery Bundle w/One (1) Year of EFS Maint & Support	\$0.00		\$0.00

This quote is non-binding, creates no legal rights, duties or obligations, expressed or implied, on either party, and shall become binding only in the event that Pictometry and Customer enter into a definitive agreement incorporating it. The pricing quoted above does not reflect applicable taxes, which will be reflected in any resulting definitive agreement with Customer. This quote is valid until the date shown above, after which it expires. All Discounts are approximate.

Project 3 TOTAL: **\$171,789.00**

Project 4

Qty	Product	List Price	Discount (%)	Subtotal
342	Reveal Essentials+ Property	\$400.00	15	\$116,280.00
342	Reveal Certified Ortho Property	\$50.00	15	\$14,535.00
342	Reveal TrueTouch Property	\$50.00	15	\$14,535.00
342	Reveal Essentials+ Community	\$70.00		\$23,940.00
1	Pictometry Connect - CA - 100	\$3,300.00	100	\$0.00
1	Pictometry Connect View - CA	\$750.00	100	\$0.00
1	CONNECT ImageService CA	\$2,000.00	100	\$0.00
1	FutureView Adv Training	\$2,499.00		\$2,499.00
1	Pictometry Connect - EarlyAccess	\$10,000.00	100	\$0.00
1	RapidAccess - Disaster Response Program	\$0.00		\$0.00
1	Oblique Imagery Bundle w/One (1) Year of EFS Maint & Support	\$0.00		\$0.00
Project 4 TOTAL:				\$171,789.00

Project 5

Qty	Product	List Price	Discount (%)	Subtotal
342	Reveal Essentials+ Property	\$400.00	15	\$116,280.00
342	Reveal Certified Ortho Property	\$50.00	15	\$14,535.00
342	Reveal TrueTouch Property	\$50.00	15	\$14,535.00
342	Reveal Essentials+ Community	\$70.00		\$23,940.00
1	Pictometry Connect - CA - 100	\$3,300.00	100	\$0.00
1	Pictometry Connect View - CA	\$750.00	100	\$0.00
1	CONNECT ImageService CA	\$2,000.00	100	\$0.00
1	FutureView Adv Training	\$2,499.00		\$2,499.00
1	Pictometry Connect - EarlyAccess	\$10,000.00	100	\$0.00
1	RapidAccess - Disaster Response Program	\$0.00		\$0.00
1	Oblique Imagery Bundle w/One (1) Year of EFS Maint & Support	\$0.00		\$0.00
Project 5 TOTAL:				\$171,789.00

Project 6

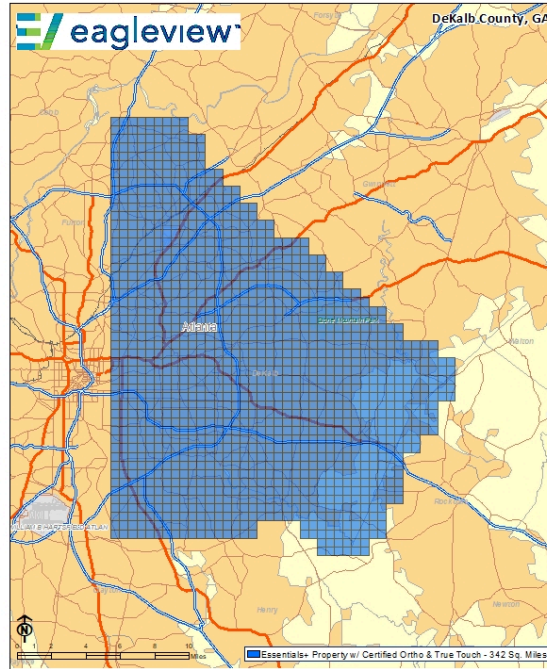
Qty	Product	List Price	Discount (%)	Subtotal
342	Reveal Essentials+ Property	\$400.00	15	\$116,280.00
342	Reveal Certified Ortho Property	\$50.00	15	\$14,535.00
342	Reveal TrueTouch Property	\$50.00	15	\$14,535.00
342	Reveal Essentials+ Community	\$70.00		\$23,940.00
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1	FutureView Adv Training	\$2,499.00		\$2,499.00
1	Pictometry Connect - EarlyAccess	\$10,000.00	100	\$0.00
1	RapidAccess - Disaster Response Program	\$0.00		\$0.00
1	Oblique Imagery Bundle w/One (1) Year of EFS Maint & Support	\$0.00		\$0.00
Project 6 TOTAL:				\$171,789.00

TOTAL: \$1,030,734.00

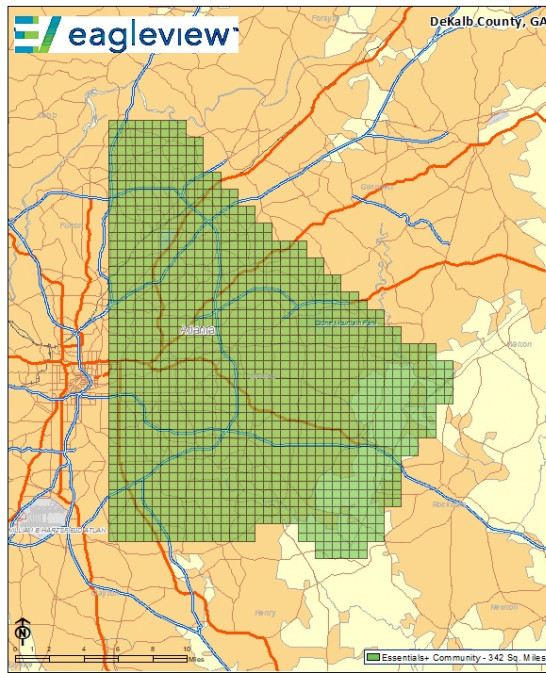
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Proposal for: DeKalb County, GA
Project Name: Essentials Prop/Comm
Contract Term: 6 Year(s)
Number of Projects: 6

EagleView Rep: Kevin Lamonds
Expiration Date: 9/27/2020
Targeted Capture: 2021-a-Winter



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November 4, 2020

Director of Purchasing and Contracting
DeKalb County, GA
1300 Commerce Dr., 2nd Floor
Decatur, Georgia 30030

Dear Director,

This letter contains information of unique technologies and capabilities that EagleView has and can offer DeKalb County, GA.

First, DeKalb county has been using our proprietary high-resolution metric oblique imagery since 2006 resulting in approximately 11 image captures. Only EagleView's applications and software can read and utilize these historic images, as well as future EagleView oblique imagery.

Second, EagleView holds over 70 U.S. patents on our imagery and technology. The enclosed document "*GA DeKalb County_EagleView Patent Advantage Letter*" outlines 14 of these patents that can be uniquely utilized specifically in DeKalb County.

Third, the enclosed "*EagleView Advantage-DeKalb, GA*" document outlines many unique capabilities that EagleView can offer including third party integrations and partnerships, and a no cost disaster response program.

Last, EagleView is a trusted partner of Tyler Technologies. The enclosed letter named "*Tyler Letterhead - PictosiasWorld Signed*" is an official signed letter from an executive at Tyler Technologies claiming that EagleView is the only oblique imagery provider that integrates into their software. The DeKalb County Tax Assessor's Department currently uses the Tyler iasWorld and EagleView integration multiple times per day.

Kevin L. Lamonds

A handwritten signature in black ink that reads 'Kevin L. Lamonds' followed by the date '11/4/2020'.

District Manager



August 31, 2020

Stacy Gear
GIS Director
DeKalb County, GA
330 West Ponce De Leon Avenue, Suite 400
Decatur, Georgia 30030

Below are a list of reasons that counties across the nation choose EagleView as their imagery provider.

- Long-term Initiative Option=Cost Savings
- 74 US Patents and 25 pending
- Proven experience with 1700 county customers (72 in Georgia)
- Access to surrounding county imagery
- In-field Technical Manager and training
- Disaster Response Program (no charge)
- Rapid delivery times, within 60 days or sooner
- Superior change detection process with proven ROI
- Partner and integrate with your TriTech 911 CAD systems
- Partner and integrate with your Tyler Public GIS website
- Partner and integrate with your Tyler CAMA software

The above reasons are just to name a few. Please let me know if you would like further elaboration.

Kevin L. Lamonds
District Manager










Sole Source Public Notice Form_Pictomerty

Final Audit Report

2020-11-05

Created:	2020-11-05
By:	Omolola Awonusi (oawonusi@dekalbcountyga.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAASAIOpptDtnCqR3cNMsZJcKbffsMC2oze

"Sole Source Public Notice Form_Pictomerty" History

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-  Document e-signed by Cathryn Horner (cghorner@dekalbcountyga.gov)
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2020-11-05 - 4:50:51 PM GMT