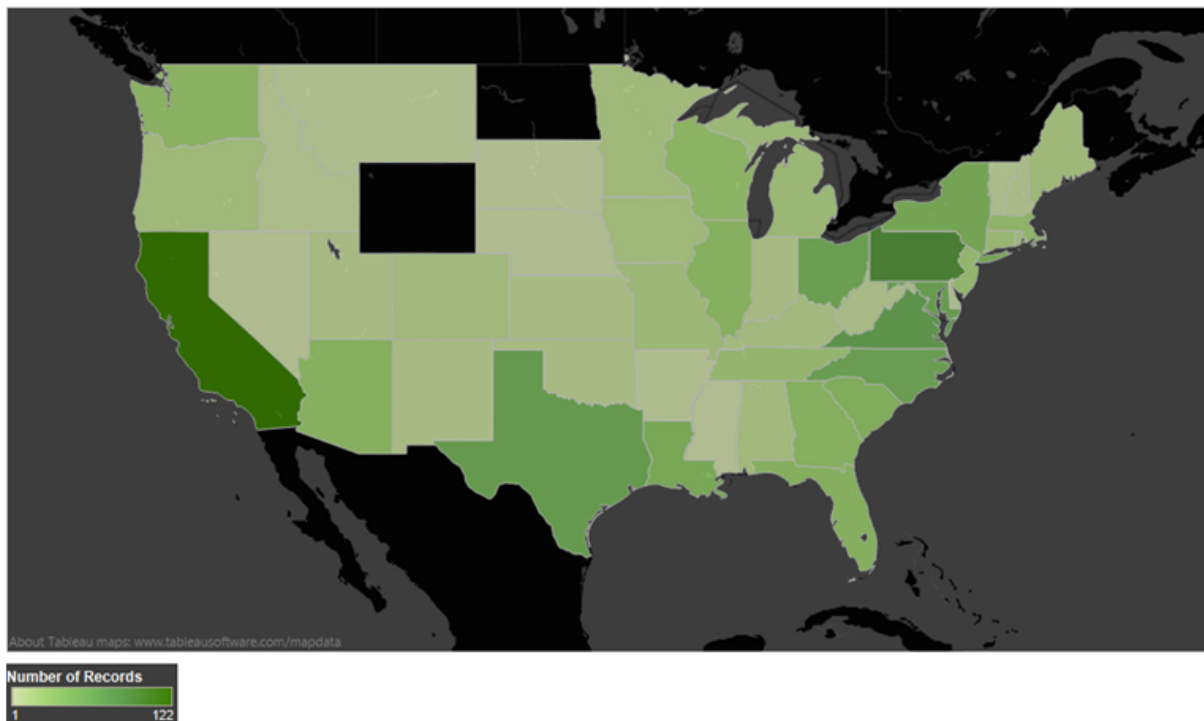


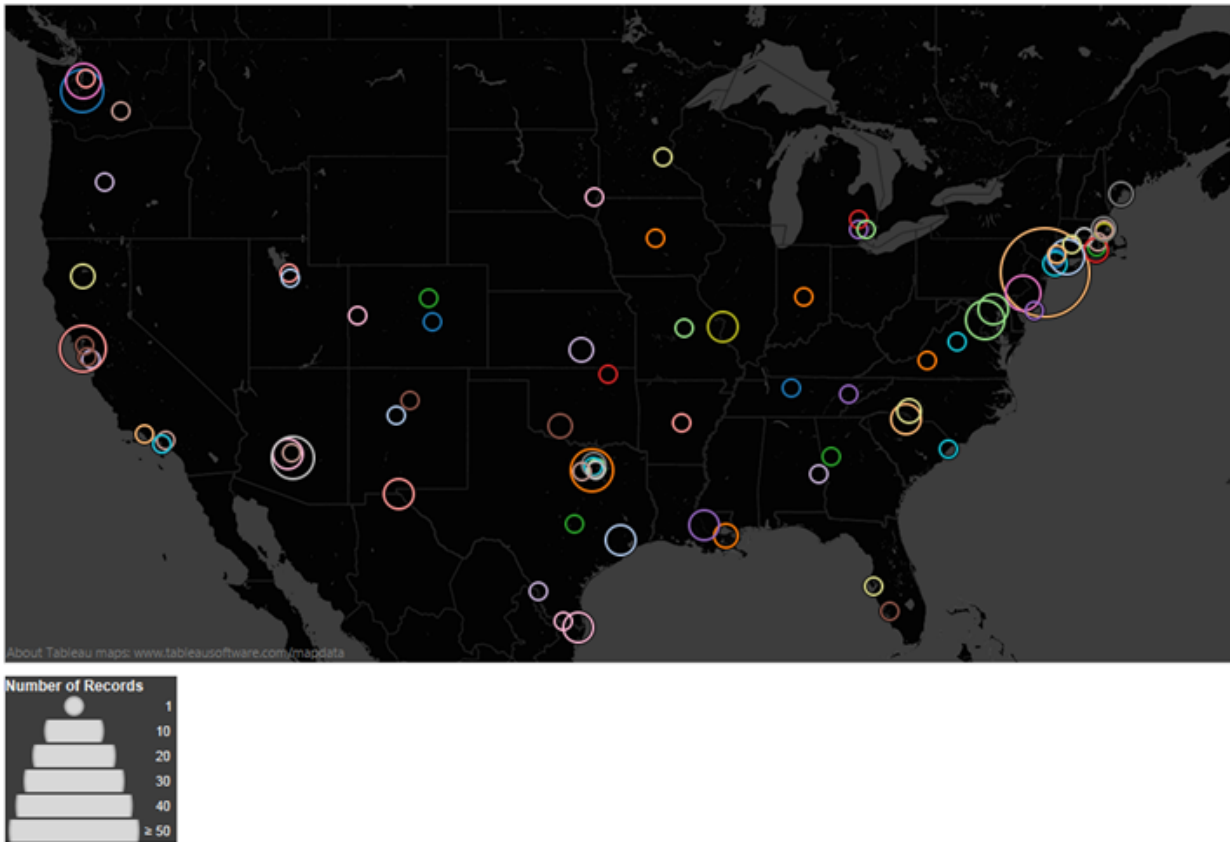
Deltek Pulse: Justice/public safety and homeland security month in review, February 2014

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The most common terms appearing in justice/public safety and homeland security solicitations during February were camera/surveillance, radio and fire alarm. The below maps provide information on where solicitations were released during the month.



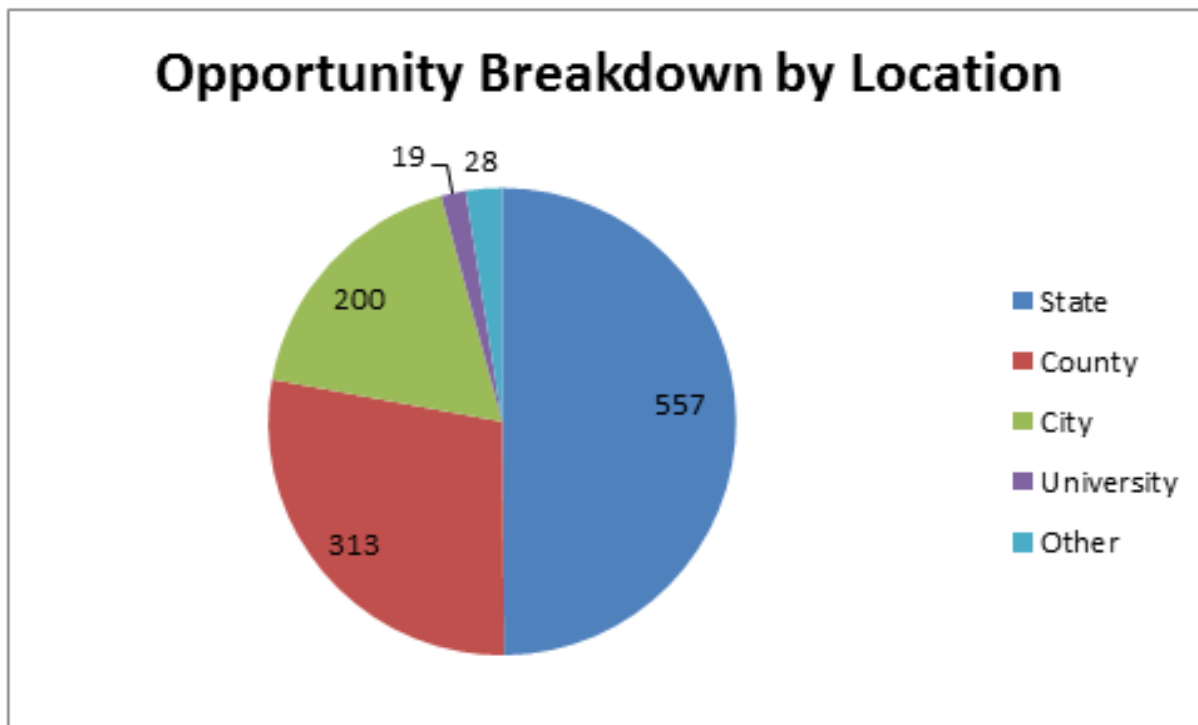


- Number of public safety bids: 1,117
- Top three states (by number of solicitations released): California (122), Pennsylvania (93) and Virginia (68)
- Keywords: camera/surveillance, radio and fire alarm

Frequency of terms

- Surveillance: 40 (13 state; 27 local)
- Radio: 20 (eight state; 12 local)
- 911: 4 (zero state; four local)

The below graph provides information on the break-down of the types of entities purchasing justice and public safety technologies.



Trends

- Very few projects were awarded in February; however, numerous solicitations were released.
- Several localities decided not to release solicitations for projects, particularly radio system projects, in favor of utilizing existing contracts. [Franklin County](#), Ohio, decided to upgrade using its current Motorola radio system, and the [Metropolitan Washington Airport Authority](#) executed a rider on Prince George's County's contract with Motorola. The San Francisco Department of Emergency Management also decided not to release a solicitation for its [computer-aided dispatch upgrade](#) project as the upgrade will be sole-sourced to Tiburon.
- A significant number of solicitations were released for consulting or planning opportunities, particularly for larger, statewide opportunities.

Notable projects

- The state of Vermont released an RFI for [pre-trial risk assessments and monitoring](#). The solicitation was originally released under the title "Automated Notification Service System;" however, that solicitation was canceled shortly after its release and replaced with the risk assessment version.
- The California Highway Patrol released a request for information for a [digital mobile video/audio recording system](#) that will be used in police cars and on CHP motorcycles.
- Massachusetts released an RFI for a [bar admission case and document management system](#).

Analyst's Take

February was a busy month at the state level, with many solicitations released – 60 more than the 1,057 released in January. Many of the solicitations were for large-scale, multi-step projects finally coming to fruition. Included in this is Massachusetts' re-release of [inext generation 911 products and services](#) solicitation. This project was originally released in October 2013, but was canceled in December due to concerns by vendors over their ability to meet the expectations established in the RFR. The scope of work has been revised to address these concerns.

Another large procurement is the state of New Hampshire's [statewide radio system functionality and interoperability study and report](#). The state currently uses a VHF P25 compliant system and is looking to upgrade it. The winning consultant will be charged with completing a report on the state of the current radio system as well as providing recommendations on how to update the [system](#). It is expected that the timeframe for both of these projects will be longer than average due to their complex nature. These and the other large projects released and updated in February have been in the works for months or, in many cases, years. It is expected that numerous updates and addenda will be released as these projects move through the solicitation process in an effort to avoid having to put the project completely on hold, like the Massachusetts 911 project. Vendors are encouraged to ask questions and attend all of the associated solicitation events, particularly site visits, to gain as much information about these projects as possible prior to submitting proposals. All vendors, even those who are not able to bid on consulting and planning portions, should pay attention to solicitation activity. By tracking consulting portions, vendors can gain an understanding of state processes as well as the scope of the project they may one day bid on.

GovWin IQ subscribers can read further about these projects in the provided links. Non-subscribers can gain access with a [GovWin IQ free trial](#).

