



Office of the City Manager

CONSENT CALENDAR

July 10, 2007

To: Honorable Mayor and  
Members of the City Council

From: *PK* Phil Kamlarz, City Manager

Submitted by: Chris Mead, Director, Information Technology

Subject: Contract Amendment: Innovative Technologies

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to execute an amendment to the contract with Innovative Technologies Inc. increasing the amount by \$13,625 to cover additional work on the contract negotiations for the City of Berkeley's new public safety computer system, for a total amount not to exceed \$113,625.

FISCAL IMPACTS OF RECOMMENDATION

Council adopted a Resolution authorizing a contract with Innovative Technologies for \$100,000 on July 18, 2006. The original term of the contract ended on June 30, 2007, but was increased to December 31, 2007 by the City Manager. Staff is seeking authority to add \$13,625 to the contract in order to pay Innovative Technologies for the balance of Mr. Jayne's work, which has already been completed, for a total contract amount not to exceed \$113,625. Increased contract costs will be funded by FY 2007 appropriations, which will be encumbered for this contract.

General Fund, Budget Code: 010-6901-420-3038, Contract Number: IKWD5

CURRENT SITUATION AND ITS EFFECTS

For the last eight months, staff from the Police Department and Information Technology Department has been negotiating the contract for the new public safety system with New World Systems (NWS). To aid the negotiations, Council approved a contract extension with Innovative Technologies Inc., whose principal consultant, Ron Jayne, has over twenty years of experience in the acquisition and installation of public safety computer systems.

The contract negotiations proved to be both exhaustive and contentious. However, they have resulted in a significantly better contract than the 'boilerplate' originally proposed by NWS. Some of the negotiated benefits are:

- A reduction of \$384,000 in maintenance payments over the next seven years
- A holdback of \$350,000 until final system acceptance
- A phased implementation methodology to prevent going live with unstable software

- A series of guaranteed system performance criteria

The final agreement took considerably longer than staff had expected, and as a consequence, Mr. Jayne put in more hours than were anticipated in his company's original contract. Staff is therefore seeking to increase the contract amount to \$113,625 in order to pay Innovative Technologies for the balance of Mr. Jayne's work, which has already been completed. It should be noted that approximately 30% of the money paid on the Innovative Technologies contract was for earlier consultative work not related to the negotiations.

#### BACKGROUND

Innovative Technologies Inc. has worked on the acquisition of computer systems for the Police Departments of many California cities including Gilroy, Glendale, Lompoc, and Elk Grove. Typically, the company has been involved in RFP development, selection, contract negotiation, and system implementation.

#### CONTACT PERSON

Chris Mead, Director, Information Technology, (510) 981-6510

#### Attachment:

1. Resolution

RESOLUTION NO.                    -N.S.

CONTRACT AMENDMENT WITH INNOVATIVE TECHNOLOGIES INC. INCREASING  
THE AMOUNT BY \$13,625 FOR A TOTAL AMOUNT NOT TO EXCEED \$113,625

WHEREAS, it is vital for public safety that the current City of Berkeley Police computer system is replaced by a state of the art system; and

WHEREAS, Innovative Technologies Inc. has in-depth experience in the acquisition and implementation of police systems in many California jurisdictions; and

WHEREAS, contract negotiations with New World Systems Inc., in which Innovative Technologies played an important role, took significantly longer than expected; and

WHEREAS, funds are available in FY 2007 budget code 010-6901-420-3038.

NOW THEREFORE, BE IT RESOLVED that the Council of the City of Berkeley authorizes the City Manager to amend the agreement with Innovative Technologies Inc. increasing the amount by \$13,625 for a total not to exceed \$113,625 (CMS No. IKWD5). A record signature copy of said agreement and any amendments to be on file in the office of the City Clerk.

