



Office of the City Manager

CONSENT CALENDAR  
October 23, 2007

To: PK Honorable Mayor and Members of the City Council

From: PK Phil Kamlarz, City Manager

Submitted by: Donna LaSala, Acting Director, Information Technology

Subject: Contract No. 6840C Amendment: Innovative Technologies – Consulting Services for the Public Safety Computer System

### RECOMMENDATION

Adopt a Resolution authorizing the City Manager to amend Contract No. 6840C with Innovative Technologies, for consulting services related to the new Public Safety Computer System, in the amount of \$4,000 for a total contract amount not to exceed \$117,625, and to extend the term until November 30, 2007.

### FISCAL IMPACTS OF RECOMMENDATION

On July 10, 2007, Council adopted a Resolution authorizing a contract with Innovative Technologies for \$113,625. Staff is seeking authority to add \$4,000 in order to pay Innovative technologies in full for services rendered, for a total contract amount not to exceed \$117,625. Funds are available within the department's FY 2008 budget.

General Fund, Budget Code: 010-6901-420-3038, CMS No. HAA5A

### CURRENT SITUATION AND ITS EFFECTS

The City recently entered into contract with New World Systems (NWS) for a vastly improved public safety software system. To aid in both system selection and contract negotiations, Council approved Contract No. 6840C with Innovative Technologies Inc., whose principal consultant, Ron Jayne, has over twenty years of experience with the acquisition of public safety computer systems.

The contract negotiations were both exhaustive and contentious. However, they resulted in a significantly better contract than the "boilerplate" originally proposed by NWS. The negotiated benefits include:

- A reduction of \$384,000 in maintenance payments over the next seven years
- A holdback of \$350,000 until final systems 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 to achieve than expected. As a consequence, Mr. Jayne worked more hours than anticipated. Staff is therefore seeking to increase the contract amount to \$117,625 in order to pay Innovative Technologies for the balance of Mr. Jayne's services, which have already been completed. It should be noted that approximately 30% of total fees paid to Innovative Technologies was for system selection services before negotiations began; 70% was for consulting services directly to 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

Donna LaSala, Acting Director, Information Technology, 981-6525

#### Attachments:

1: Resolution

RESOLUTION NO. ##,###-N.S.

CONTRACT AMENDMENT: CONTRACT 6840C WITH INNOVATIVE  
TECHNOLOGIES FOR ADDITIONALCONSULTING SERVICES

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 FY2008 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 \$4,000 for a total not to exceed \$117,625 and extend the term to November 30, 2007 (CMS No. HAA5A). A record signature copy of said agreement and any amendments to be on file in the office of the City Clerk.

