



LASSEN COUNTY SHERIFF'S OFFICE

Dean F. Growdon, Sheriff - Coroner

1415 Sheriff Cady Lane Susanville, CA 96130

Administration	Dispatch	Civil	Adult Detention Facility
Phone (530) 251-8013	Phone (530) 257-6121	Phone (530) 251-8014	Phone (530) 251-5245
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To: Lassen County Board of Supervisors

From: Dean F. Growdon, Sheriff-Coroner

Date: April 2, 2021

Agenda Date: April 13, 2021

Discussion:

The Lassen County Sheriff's Office is responsible for providing a safe and secure housing for all staff working at, and inmates housed in, the Lassen County Jail. The Sheriff's Office is currently experiencing a significant staffing shortage. This staffing shortage has resulted in some areas of non-compliance with California regulations for local detention facility operations. The Sheriff's Office is exploring new avenues for recruitment, as well as working with County administration on other potential responses to the staff shortage. One solution to aid with compliance in some areas (safety checks, housing logs, etc), is an automated facility command and control system. Our Board of State and Community Corrections representative recommended transitioning to an automated system, and moving away from paper logs. The automated systems are more efficient, less staff intensive, and include reminders so that safety checks and other required activities are not missed.

We reached out to other counties about these automated systems, and identified Guardian RFID as a potential provider. Guardian RFID provided a demonstration of their system to Sheriff's Office personnel on March 30, 2021. The system would allow the Jail operation to eliminate all paper written logs, better track inmate and staff activity, and reduce non-compliance with local detention facility standards. The system would also increase the safety of staff and inmates.

Based on the critical need to take actions necessary to comply with detention facility standards, and the current staffing shortages, I am requesting that the Board of Supervisors recognize the urgency of the situation, and authorize this as an emergency purchase. The purchase from Guardian RFID would be made without putting the project out to bid.

Fiscal Impact:

The funding for the purchase, in the amount of \$34,856.00 plus sales tax of \$2,527.06, is available in the Jail budget Equipment line (130-0525-3006200) in the 2020/2021 fiscal year budget.

Recommendation:

The Sheriff's Office requests the Lassen County Board of Supervisors authorize the purchase of the Guardian RFID system in the amount of \$37,383.06, authorize the Sheriff to work with the vendor to draft a contract not to exceed \$37,383.06, and authorize the County Administrative Officer to sign the contract upon review and approval by County Counsel.



April 02, 2021

Lassen County Jail (CA)
Dean Growdon
1405 Sheriff Cady Ln
Susanville, California 96130

RE: GUARDIAN RFID® Proposal for Lassen County Jail (CA)

Dear Dean:

Thank you for your interest in GUARDIAN RFID® for Lassen County Jail (CA). It's our privilege to prepare the enclosed pricing proposal. If you have any questions or needs regarding this information, please contact me directly at Jason@GuardianRFID.com or . It's our pleasure to support you.

The Command & Control™ platform from GUARDIAN RFID® helps corrections professionals work safer, smarter, and more aware by maximizing compliance, mitigating risk, and increasing staff efficiency.

Tools for your team

- SPARTAN™, the ultra-rugged, Android exclusively from GUARDIAN RFID.®
- GUARDIAN RFID® Hard Tags™
- GUARDIAN RFID® OnDemand™, our Web-based reporting and integration platform
- GUARDIAN RFID® Mobile Command™, our Android-based mobile application



WHY GUARDIAN RFID?

Lassen County Jail (CA) is looking to deploy GUARDIAN RFID® because:

1. GUARDIAN RFID® effectively and comprehensively manages their security round automation, while supporting important capabilities such as real-time guidance via Compliance Monitor, which includes system notifications and email-based reminders. Security rounds (including security checks and cell checks) support offender-level data collection, simultaneous support for image capture during cell checks, and the ability to look at inmate profile data during security rounds.
2. GUARDIAN RFID® helps Lassen County Jail (CA) fully customize their data collection and reporting needs – whether its cell check observations, supply passes, inmate movements, activity logging, and more – via our patented WordBlock™ technology.
3. GUARDIAN RFID® provides real-time, cloud-based reporting. Generate reports from a number of pre-built categories in seconds, and filter reports by date, time, staff, shift, location, inmate name (or booking number), activity type, keyword, and more.
4. GUARDIAN RFID® interfaces with the agency's existing offender management system.

GUARDIAN RFID® PLATFORM PRICING OVERVIEW

GUARDIAN RFID® is a secure, private, cloud-based platform that delivers an unlimited user, concurrent use agency license. You do not need to purchase additional user licenses to access or use GUARDIAN RFID®, and you can fully customize what privileges you grant to end users.



GUARDIAN RFID® OnDemand is powered by Microsoft SQL Server Reporting Services and is securely accessible from any device with Internet access. Our Cloud platform also supports integration with your offender/offender management system, sharing inmate demographics, housing assignments, inmate restrictions, keep separates, and mugshots automatically.

The GUARDIAN RFID® Cloud provides fully automated data backups and software updates, 24x7 access to your data, and unlimited data storage.

SPARTAN™ OVERVIEW



SPARTAN™ BY GUARDIAN RFID® is our ultra-rugged, Android scanner. Purpose-built by GUARDIAN RFID®, each SPARTAN includes:

- 3-year, premium care warranty with accident protection coverage
- 2x extended capacity lithium-ion, hot-swappable, rechargeable batteries (10-12 hours of continuous battery life)
- Docking cradle

GUARDIAN RFID® | Mobile Command

Mobile Command by GUARDIAN RFID® is a powerful, configurable, Android app that enables staff to work faster, smarter, and more securely.

Automate security rounds, inmate tracking, activity logging, and more at the point of responsibility – all in real-time.



GUARDIAN RFID® | INMATE IDENTIFICATION



This proposal does not include pricing for RFID wristbands or ID Cards, however, you have the option of adding these items in at any time after go-live. Visit our blog to explore the differences between the most commonly used forms of identification in corrections today:

<https://guardianrfid.com/blog/inmate-identification-wristbands-vs-id-cards>.

TRAINING

Your quote includes on-site training and shadowing. Classroom-led instruction spans 4-hours where your entire team practices using SPARTAN, Hard Tags, and Mobile Command software in a variety of use cases. Repetitive practice during the 4-hour class helps to build proficiency, knowledge, and muscle memory. Your instructor also customizes training based on your facility's goals, objectives, policies, and procedures.



You'll immediately go-live after your last class. This allows all staff members to use the instruction they just gained. Your trainer will also shadow each shift during go-live.

PRICING

TERM

The software licensing term is governed by the Master System Agreement. The term of the agreement can be one-year with multiple (optional) one-year renewal extensions, as well as multi-year agreements.



Upfront Invoice Options

The upfront price for GUARDIAN RFID is **\$34,856**. You can pay the upfront pricing for GUARDIAN RFID.

If you choose the milestone payments, GUARDIAN RFID® will invoice you for amounts due after the occurrence of the following events, which are also detailed in Addendum B of the Master System Agreement:

- 1st Milestone Payment: 25% due upon contract execution
- 2nd Milestone Payment: 25% Access to GUARDIAN RFID® OnDemand
- 3rd Milestone Payment: 25% Hardware Delivery
- 4th Milestone Payment: 25% Go-Live

Upfront Invoice Options for Lassen County Jail (CA)

Milestones	Week*												
	1	2	3	4	5	6	7	8	9	10	11	12	13
Contract Execution	• \$8,714.00												
Software Access	• \$8,714.00												
Hardware Delivery	• \$8,714.00												
Go-Live	• \$8,714.00												

*This timeline is a best-estimate based on standard deployment histories

System Renewal Fee (SRF) Payment Plans

Customers are charged a System Renewal Fee (SRF), renewing every 12 months on the anniversary of your go-live date. The SRF covers service and technical support, software updates and upgrades, lifetime guarantee of your GUARDIAN RFID® Hard Tags, and complimentary participation in our SPARTAN loaner program.

The SRF is charged based on your licensing level, your number of mobile devices, and add-on modules such as Medication Manager™ or Operational Intelligence.™



Your SRF goes into effect one year following your go-live date. Service, support, and software updates/upgrades are included in your first year of use at no additional charge.

Please note that GUARDIAN RFID® does reserve the right to increase your SRF by a maximum of 3.5%, per year.

Lassen County Jail (CA) has the option of paying for SPARTAN™ by means of Conventional pricing (upfront) or FutureProof pricing, which enables GUARDIAN RFID® users to reduce their initial capital outlay on SPARTAN™ through predictable payment terms. FutureProof pricing also enables you to receive brand-new SPARTANS every three years through your subscription. This helps to avoid large budgetary demands that you may anticipate as your mobile technology reaches its end of life while helping your staff leverage technology refreshes.



Payment Options for Lassen County Jail (CA)

Year	Option 1: Own Hardware		Option 2: Lease Hardware	
1	Total	\$34,856	SPARTAN (5x @ \$700)	\$3,500
			Other Items	\$28,881
			Total	\$32,381
2	SPARTAN (5x @ \$0)	\$0	SPARTAN (5x @ \$700)	\$3,500
	Mobile Command (5x @ \$695)	\$3,475	Mobile Command (5x @ \$695)	\$3,475
	Cloud + Add-Ons	\$6,495	Cloud + Add-Ons	\$6,495
	Total	\$9,970	Total	\$13,470
3	SPARTAN (5x @ \$0)	\$0	SPARTAN (5x @ \$700)	\$3,500
	Mobile Command (5x @ \$695)	\$3,475	Mobile Command (5x @ \$695)	\$3,475
	Cloud + Add-Ons	\$6,495	Cloud + Add-Ons	\$6,495
	Total	\$9,970	Total	\$13,470

* Totals include shipping

NOTE: the total savings with FutureProofing at the initial outlay (\$34,856 - 32,381) = **\$2,475**



INTERFACING WITH YOUR JAIL, OFFENDER, OR CASE MANAGEMENT SYSTEM

GUARDIAN RFID® supports one-way and two-way interfaces with your offender, offender, and case management system. This includes commercial off-the-shelf (COTS) public safety software vendors and homegrown systems.

Common (standard) integration points already exist, such as Inmate demographics (name, DOB, booking number, historical booking number, etc.) and housing assignment. Common fields can also include keep-separates, inmate restrictions, and mugshots.

One-way interfaces with your enterprise system are complementary.

Two-way interfaces require additional Professional Services time to create, test and deploy two-way interfaces.

In all cases, GUARDIAN RFID® recommends that you contact your public safety software vendor to inquire about pricing to either license an existing one-way (or two-way) interface with GUARDIAN RFID® or to help build the interface.

In some cases, if your IT department has the ability to build data exports without your public safety software vendor's involvement, the GUARDIAN RFID® Implementation Team can work directly with your IT team to coordinate interface buildout.

INTERFACING WITH OTHER THIRD PARTY SOFTWARE

If you are interested in interfacing GUARDIAN RFID® with other third-party systems, such as electronic medical or health records systems (EMR or EHR), Microsoft Active Directory, or other systems, please contact your Account Executive or Customer Success

Manager to schedule a follow-up discussion. GUARDIAN RFID® has a number of pre-built methods of working with third-party systems.

GUARDIAN RFID
6900 Wedgwood Road North, Suite 325
Maple Grove, MN 55311



Command & Control Platform™
(855) 777-RFID (7343)
www.guardianrfid.com

QUESTIONS AND CONTACT INFORMATION

Thank you again for your interest and consideration in choosing GUARDIAN RFID® for Lassen County Jail (CA). If you have any questions, please contact me directly at or via email at Jason@GuardianRFID.com. It's my pleasure to help you.

All the best,

Jason Tighe

GUARDIAN RFID

P.S. I welcome LinkedIn connections, and can be found at .