

# LOS ANGELES FIRE DEPARTMENT



BRIAN L. CUMMINGS  
FIRE CHIEF

May 30, 2012

BOARD OF FIRE COMMISSIONERS  
FILE NO. 12-096

TO: Board of Fire Commissioners

FROM: Brian L. Cummings, Fire Chief

SUBJECT: FIRST AMENDMENT TO CONTRACT NO. C-118836, EXTENDING THE TERM OF THE AGREEMENT WITH OPTIMETRICS INCORPORATED

FINAL ACTION:	<input type="checkbox"/> Approved	<input type="checkbox"/> Approved w/Corrections	<input type="checkbox"/> Withdrawn
	<input type="checkbox"/> Denied	<input type="checkbox"/> Received & Filed	<input type="checkbox"/> Other

**Recommendations:** That the Board:

1. Approve the attached First Amendment with Optimetrics Incorporated to extend the term of Agreement No. C-118836 for an additional six (6) months, through November 15, 2012.
2. Direct the Commission Executive Assistant to forward this first amendment to the City Council, for approval in accordance with Section 10.5 of the Los Angeles Administrative Code.
3. Direct the Commission Executive Assistant to forward this first amendment to the Mayor, in accordance with Executive Directive No. 3.
4. Subject to the approval of the Mayor and the City Council, authorize the Fire Chief to execute the first amendment with Optimetrics Incorporated.

**Summary:** Attached for the Board's consideration is an agreement between the City of Los Angeles and Optimetrics Incorporated to extend Agreement No. C-118836 for customized installation and integration of Automatic Vehicle Location (AVL) software with the LAFD computer aided dispatch system to aid command and control staff. The amendment is to extend terms for six (6) months, without any additional costs.

The work involved in completing the work detailed in the Optimetrics agreement had to be delayed due to the unavailability of LAFD resources to work on the project because of scheduling and issues relating to the relocation and transition of the Operational Control Division from its former location at City Hall East (CHE-P4) to the newly opened Metro Fire Communications facility located at 500 East Temple Street.

The amendment will allow the Department to finish the integration of the AVL system, allowing the Department to better track and deploy field resources during first response calls, ultimately resulting in reduced response time and increased public safety.

The Department requests approval by the Mayor and City Council for the first amendment to extend the contract agreement through November 15, 2012. The first amendment has been reviewed and approved as to legality and form by the Office of the City Attorney.

**Background:** In December 2006, \$642,000 was provided to the Department from both the 2003 Urban Area Security Initiative and the 2005 State Homeland Security Grant for a project that incorporated AVL and tactical planning and improved incident command capabilities based on Department of Homeland Security software standards. Those funds were used to produce a working pilot for AVL and helped to establish a foundation for AVL within the Department.

In FY 2009-10, the Mayor and City Council provided \$400,000 for the procurement and installation of AVL hardware and software to achieve three (3) primary goals: 1) enable the Department to further develop its existing AVL platform to better track field resources using a global positioning system, 2) enable the Department to better deploy resources, and 3) reduce the response time of Department resources.

The Department received a quote from Optimetrics Incorporated in FY 2009-10 indicating that the complete package desired by the city would cost \$400,000. Of the original budget allocation, \$194,681.12 has been expended to procure the hardware and software for 500 emergency vehicles through the City's Supply Management System managed by the Department of General Services (GSD).

At the time of acquisition of the AVL hardware and software, the Department was informed that the integration services could not be obtained through the GSD procurement process, and that a personal services agreement would be required to complete the installation and integration of the AVL components.

In discussions with the vendor, the Department expects to apply the balance of \$204,812.77 towards a personal services contract with this same vendor to complete the integration of the AVL hardware with the Department's dispatch and AVL system.

The recent acquisition of the hardware and software for AVL dovetails into the previous AVL effort and affords the Department with a consistent direction that will aid in providing improved response to incidents and firefighter safety. The hardware and software are products of Optimetrics Incorporated. The Department executed a sole source personal services contract with Optimetrics Incorporated on May 16, 2011, because they are the only vendor that can ensure seamless systems integration of their product with the Department's dispatch and AVL system.

Optimetrics Incorporated is uniquely qualified to perform this effort in that the product source code is proprietary and not available to third parties. Optimetrics is also the sole source provider of all First Response software products.

The attached first amendment has been reviewed and approved as to form and legality by the Office of the City Attorney.

Funding in the amount of \$204,812.77 is encumbered for this project. Of this amount, \$153,610 is pending payment. Execution of this first amendment will be funded by the balance of \$51,202.77 that is left encumbered for this project.

**Fiscal Impact:** There is no additional impact to the General Fund as all contractor costs are fully funded.

**Conclusion:**

By approving the first amendment with Optimetrics for implementation of software integration, the Department will be provided:

- AVL in emergency vehicles
- Mapping and incident routing for emergency resources
- Incident resources status for dispatch and incident commanders
- Standardized mapping system for Geographic Information Systems

Board report prepared by Stewart Young, Management Analyst II, Contracts and Grants Section, Administrative Services Bureau.

Attachment

# DRAFT

AGREEMENT NO. \_\_\_\_\_

**AGREEMENT  
BETWEEN  
THE CITY OF LOS ANGELES  
AND  
OPTIMETRICS, INCORPORATED**

This Agreement (hereinafter referred to as "Agreement") is made and entered into by and between the City of Los Angeles, a municipal corporation (hereinafter referred to as "City"), acting by and through the Los Angeles Fire Department (hereinafter referred to as "LAFD"), and OptiMetrics, Inc., a Michigan corporation (hereinafter referred to as "CONTRACTOR") with reference to the following:

**WHEREAS**, the City previously purchased hardware and ADASHI First Response software (hereinafter referred to as Software) from CONTRACTOR for first responders; and

**WHEREAS**, the Software is proprietary to the CONTRACTOR and LAFD currently licenses CONTRACTOR's software for use by its command personnel; and

**WHEREAS**, the CONTRACTOR is the author and sole source provider of all ADASHI First Response software products; and

**WHEREAS**, the CONTRACTOR software product source code is proprietary and is not available to any third parties. CONTRACTOR is therefore uniquely qualified to perform this effort; CONTRACTOR is the only source capable of providing ADASHI software integration and customization services; and

**WHEREAS**, the LAFD requires the assistance from CONTRACTOR to provide such services as software integration and to optimize the operational utility and effectiveness of the software; and

**WHEREAS**, the CONTRACTOR possesses the unique skills and proficiencies in these areas, and has agreed to provide such services to the LAFD; and

**WHEREAS**, funding for this activity was approved in the LAFD FY2009-10 budget; and

**WHEREAS**, the consulting services to be provided are temporary and occasional in nature; and

**WHEREAS**, the City does not employ personnel with the required expertise and it is more economical to have the work performed by a contractor on an as needed basis; and

**WHEREAS**, the parties agree to amend this Agreement to extend the term for six (6) months; and

# DRAFT

**NOW THEREFORE**, in consideration of the above premises and of the mutual covenants and agreements herein contained, the parties hereto agree as follows:

**1.1 PARTIES TO THE AGREEMENT AND REPRESENTATIVES** is amended to include the following:

- a. The CITY's representative is, unless otherwise stated in the Agreement:

Brian L. Cummings, Fire Chief  
Los Angeles Fire Department  
200 N. Main Street, Room 1800  
Los Angeles, California 90012  
(213) 978-3838  
(213) 978-3814 (Fax)

And:

Bill Jones, Senior Management Analyst II  
Los Angeles Fire Department  
200 N. Main Street, Room 1630  
Los Angeles, California 90012  
(213) 978-3461  
(213) 978-3414 (Fax)

**2.1 TERM OF AGREEMENT** is amended as follows:

The term of this Agreement shall be for a period not to exceed eighteen (18) months from the date of execution, unless terminated or extended earlier by the parties.

**10. TABLE OF EXHIBITS** is amended as follows:

Exhibit C, Pricing Proposal, is replaced in its entirety as contained herein. The Exhibits listed below are incorporated into this Agreement by this reference.

**All other terms and conditions of the Agreement remain unchanged.**

(Signature Page to Follow)

# DRAFT

**IN WITNESS WHEREOF**, the parties have caused this Agreement to be executed by their respective duly authorized representatives.

Dated: \_\_\_\_\_

For: THE CITY OF LOS ANGELES

By: \_\_\_\_\_  
Brian L. Cummings  
Fire Chief  
Los Angeles Fire Department

Dated: \_\_\_\_\_

For: OPTIMETRICS, INC

By: \_\_\_\_\_  
Its: \_\_\_\_\_

By: \_\_\_\_\_  
Its: \_\_\_\_\_

**APPROVED AS TO FORM:**

CARMEN A. TRUTANICH, City Attorney

By: \_\_\_\_\_  
Anthony-Paul Diaz  
Deputy City Attorney

Date: \_\_\_\_\_

Agreement Number: \_\_\_\_\_

**ATTEST:**

JUNE LAGMAY, City Clerk

By: \_\_\_\_\_  
Deputy City Clerk

Date: \_\_\_\_\_