

1.0 Cover Letter

March 26, 2012

Sergeant Sharon Wesolowski
Broward County Sheriff's Office
Operational Analysis

Proposal #12-0326-03

Ref: Expansion of RapidID System

Dear Sergeant Wesolowski:

Dataworks Plus is pleased to provide the following proposal to expand your existing RapidID system.

The proposed device is compatible with the FDLE Falcon RapidID system (over 5 million fingerprint records) and the Broward Sheriff's Office RapidID system (over 450,000 fingerprint records) that is currently installed at the jail. The system will support a dual workflow. It will support a local fingerprint database search as well as a state fingerprint search.

The pricing detailed in this proposal is based on the Dataworks state contract:

Contract Number: 680-370-07-1

ITN: 22-680-370-D

DataWorks Plus FEID: F571104887

FL State Contract Website: <http://www.dataworksplus.com/Florida/flist.htm>

Order Information: Please fax your purchase order to 864.672.2787 attn: Lisa Cole. Also please mail to 728 N. Pleasantburg Drive, Greenville, SC 29607: Attn: Lisa Cole.

Please call if I can help in any way!

Sincerely,



Rick Johnson
Vice President

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2.0 Executive Summary

2.1 *DataWorks Plus Company Background*

DataWorks Plus is a privately held company headquartered in Greenville, SC. Our customer base includes over 550 state and local agencies, both large and small, in approximately 45 states.

In addition to our headquarters located in Greenville, SC, DataWorks Plus has sales and support offices located in Northern California, Buffalo NY, Fairfax VA, Philadelphia, PA and Houston, TX and service offices in Philadelphia PA, Harrisburg PA, New York City NY, Northern CA, Southern CA, and Tampa, FL. The DataWorks Plus 24 hour customer support center is located in Greenville, South Carolina.

DataWorks Plus has a very large customer base, ranging from small agencies to state wide systems. A few of our large DataWorks Plus customers include:

- State of Alabama
- State of Georgia
- State of New York
- State of Michigan
- State of Pennsylvania
- State of South Carolina
- State of Maryland
- State of Nevada
- State of Virginia
- Country of New Zealand
- Los Angeles County Sheriff's Office
- San Diego County SO (CA)
- New York City PD (NY, NY)
- Philadelphia Police Department (PA)
- Sacramento County SO (CA)
- Wayne County SO (Detroit MI)
- San Francisco County SO (CA)
- Denver Police Department (CO)

Our Florida customers include:

NOTE: CUSTOMERS IN BOLD HAVE PURCHASED RAPID ID DEVICES (Over 3,500 Dataworks Rapid ID devices have been sold in Florida)

- | | |
|--|-------------------------------------|
| • Florida Department of Law Enforcement (FDLE) | • Bay County Sheriff's Office |
| • Florida Highway Patrol (FHP) | • Belleview Police Department |
| • Florida Department of Transportation | • Boca Raton Police Department |
| • Florida Department of Agriculture | • Bradford County Sheriff's Office |
| • Florida Department of Environmental Protection | • Brevard County Sheriff's Office |
| • Florida Fish and Wildlife Commission | • Broward County Sheriff's Office |
| • Florida Department of Corrections | • Calhoun County Sheriff's Office |
| • Florida State Attorney's Office | • Casselberry Police Department |
| • Florida Virtual School | • Charlotte County Sheriff's Office |
| • Alachua County Sheriff's Office | • Citrus County Sheriff's Office |
| • Altamonte Police Department | • Clay County Sheriff's Office |
| • Apopka Police Department | • Collier County Sheriff's Office |
| • Baker County Sheriff's Office | • Columbia County Sheriff's Office |

- Daytona Beach Police Department
- Deland Police Department
- Desoto County Sheriff's Office
- Dixie County Sheriff's Office
- Eatonville Police Department
- Edgewood Police Department
- Escambia County Sheriff's Office
- Flagler County Sheriff's Office
- Florida State University
- Franklin County Sheriff's Office
- Ft. Myers Police Department
- Gadsden County Sheriff's Office
- Gilchrist County Sheriff's Office
- Glades County Sheriff's Office
- Gulf County Sheriff's Office
- Hamilton County Sheriff's Office
- Hardee County Sheriff's Office
- Hendry County Sheriff's Office
- Hernando County Sheriff's Office
- Highlands County Sheriff's Office
- Hillsborough County Sheriff's Office
- Hollywood Police Department
- Homes County Sheriff's Office
- Indian River County Sheriff's Office
- Jackson County Sheriff's Office
- Jacksonville County Medical Examiner's Office
- Jacksonville Sheriff's Office
- Jefferson County Sheriff's Office
- Lafayette County Sheriff's Office
- Lake County Sheriff's Office
- Lake Mary Police Department
- Lee County Sheriff's Office
- Leesburg Police Department
- Leon County Sheriff's Office
- Levy County Sheriff's Office
- Longwood Police Department
- Madison County Sheriff's Office
- Maitland Police Department
- Manatee County Sheriff's Office
- Marion County Sheriff's Office
- Martin County Sheriff's Office
- Miami-Dade Police Department
- Miami-Dade Department of Corrections
- Miami Police Department
- Miami Shores Police Department
- Miami Springs Police Department
- Miami Beach Police Department
- Monroe County Sheriff's Office
- Naples Police Department
- Nassau County Sheriff's Office
- New Port Richie Police Department
- North Miami Beach Police Department
- Oakland Police Department
- Ocoee Police Department
- Okaloosa County Sheriff's Office
- Okeechobee County Sheriff's Office
- Orange County Sheriff's Office
- Orange County Corrections Department
- Orange County Medical Examiner's Office
- Orlando Police Department
- Orlando International Airport
- Osceola County Sheriff's Office
- Oviedo Police Department
- Palm Beach County Sheriff's Office
- Palmetto Police Department
- Pasco County Sheriff's Office
- Pensacola Police Department
- Pinellas County Sheriff's Office
- Polk County Sheriff's Office
- Port Orange Police Department
- Port St. Lucie Police Department
- Putnam County Sheriff's Office
- Sanford Police Department
- Sanford Airport
- Santa Rosa County Sheriff's Office
- Sarasota County Sheriff's Office
- Seminole County Sheriff's Office
- South Daytona Police Department
- Sumter County Sheriff's Office
- Sunrise Police Department
- Surfside Police Department
- Suwannee County Sheriff's Office
- St. Johns County Sheriff's Office
- St. Lucie County Sheriff's Office
- St. Petersburg Police Department
- Taylor County Sheriff's Office
- Tallahassee Police Department
- Tampa Police Department
- Union County Sheriff's Office
- University of Central Florida
- Volusia County Sheriff's Office
- Wakulla County Sheriff's Office
- Walton County Sheriff's Office
- Washington County Sheriff's Office
- Winter Garden Police Department
- Winter Springs Police Department
- Windermere Police Department

DataWorks Plus is dedicated to providing and supporting products designed specifically for the Law Enforcement and Criminal Justice markets. Please visit our web site for a complete list of products and services (www.dataworksplus.com).

2.2 The DataWorks Plus Difference

2.2.1 Support of Multiple Vendor's Hardware

DataWorks Plus has taken a different approach from other RapidID vendors. Our RapidID software was designed to support fingerprint scanner hardware from various hardware manufacturers. ***This allows DataWorks Plus to take an independent, open, and objective approach when recommending the fingerprint scanners to meet the specific needs of each customer.***

This approach provides your agency with total flexibility to select the best fingerprint scanner for a wide variety of applications. RapidID systems often requires different fingerprint scanners for different applications (i.e. one size does not fit all). This multi-vendor approach provides your agency with the opportunity to select the best hardware that is available today, and in the future without being tied to a specific hardware vendor.



2.2.2 EXCEPTIONAL CUSTOMER SUPPORT

DataWorks Plus highly encourages you to call as many DataWorks Plus customers as possible to validate that our customers are extremely pleased with our people, our products, and our support. You will hear over and over again that our driving force is centered on total customer satisfaction.

The DataWorks Plus Support Center is located at our company's headquarters in Greenville, South Carolina. DataWorks Plus trains every in-house and regional support engineer providing these individuals with the tools and information needed to ensure superior system operation. The Support Center can be contacted via email, DataWorks Plus' Support Website, and a toll-free phone number. A two year standard warranty (Monday through Friday, 8:00am to 5:00pm excluding holidays) is included in the proposed price. DataWorks Plus' Customer Support Center is available to receive calls for assistance via our toll free line. If a technician is not available to

answer the call, the call will normally be returned with within twenty minutes, and guaranteed to be returned within one hour.

Support Center technicians log each call and assist in the resolution of problems such as verification, diagnosis, correction of material errors, and defects in the hardware, software, and network connections. If the technical support engineer is unable to solve the problem remotely, then an engineer will be sent to your agency to resolve the issue.

Additionally, DataWorks Plus has local support engineers located in Florida to provide on-site visits, repairs, and maintenance. Local support will further ensure that any issues that arise are quickly and efficiently resolved.

The Support Center assures constant availability of a highly skilled core team of engineers, maximizing the effectiveness and timeliness of service when a support call is placed. DataWorks Plus' goal is to ensure the fastest response possible and to provide effective solutions to any issues that may arise.

2.2.3 Right Size Company with the Right Corporate Philosophy

DataWorks Plus is a United States based company that is privately owned. DataWorks Plus is a nimble company that reacts very quickly to customer needs. From quick implementation, to support issues, to changing our products to meet specific customer needs, to custom designed applications, DataWorks Plus will do what it takes to make our customers happy. And, as a privately held company, DataWorks Plus makes day to day decisions based on what is right for the customer.

2.2.4 Why DataWorks Plus

We believe DataWorks Plus provides more options and more flexibility than any other vendor. In addition, our products and services provide the following:

- Financially sound company.
- Experience implementing large regional and statewide systems
- Extensive customer base, including Florida agencies, with proven products
- FDLE Falcon RapidID Compatibility
- Exclusive Dealer in Florida for Cogent Blue Check wireless fingerprint scanner
- Proven and low risk implementation
- Ability to easily customize software to meet the needs of the agency
- Company that is easy to work with and has a proven track record of excellent customer service

In closing, DataWorks Plus is confident that we have the experience, commitment, knowledge, resources, and products that are needed to be selected as a vendor for the Rapid-ID system.

3.0 Configuration and Price Schedule

FDLE FALCON RID Device(s)	Qty	Unit Cost	Total Price
FALCON Rapid ID Edge Device Software with Cogent BlueCheck Finger Scanner State Contract Model Number: RAPID-CT-BC <ul style="list-style-type: none"> • DataWorks Plus Edge Device Software • Cogent Bluetooth Wireless Single Fingerprint Scanner (500dpi) Version II • USB Cable • Wall Charger • Belt Case • System Administrator Documentation • User Documentation 	1	\$2,039.00	\$2,039.00
			
RapidID Local Search Software License	1	\$250.00	\$250.00
USB Bluetooth Adapter	1	\$50.00	\$50.00
Professional Services: <ul style="list-style-type: none"> • Project Management • Delivery • Two Year Warranty <p>NOTE: Customer is responsible for installing the Wireless Fingerprint Scanners and providing user training.</p>	1	Included	Included
TOTAL			\$2,339.00
11% Quantity Discount Off State Contract Price			(\$257.00)
GRAND TOTAL			\$2,082.00

Payment Terms:

- 100% due at delivery
- Net 45

System Prices DO NOT INCLUDE:

- Customer provided workstations for RapidID device. Must have an available USB 2.0 slot.
- Optional Black Berry Smart Phone Software License. Price \$175.00 per unit. This option pairs the BlueCheck fingerprint scanner with a Black Berry cell phone. RapidID responses are viewed on the Black Berry phone.
- DataWorks Plus technology uses the existing Agency Network. Networking will be the responsibility of your agency.

- Installation and end user training for the RapidID Single Fingerprint Scanners.
- Customer provided hardware and software for network connectivity to each workstation and to FDLE.
- Data Encryption Certificates to meet FBI CJIS Requirements

Lou's Police Distributors, Inc.

7815 West 4th Ave
Hialeah, FL 33014
Phone (305) 416-0000 Fax (305) 824-9205
Ana@louspolice.com



Quotation

DATE November 9, 2012

Quotation # 11912-2AG

Customer ID

Bill To:

Broward County Sheriff
Attn: Chief Donn Peterson

Quotation valid until: December 9, 2012

Prepared by: Ana Garcia

Comments or special instructions:

Item Number	Description	QTY	Price per Unit	Extension
LE901-16S	Colt LE901-16S (SP901) .308 16" Rifle	2	\$ 1,750.00	\$ 3,500.00
EVO15632	Elcan SpecterDR 1.5-6x (7.62 Reticle) Charcoal Grey	2	\$ 2,425.00	\$ 4,850.00
MAG248BLK	Magpul MBUS Gen 2 Rear Sight, Black	1	\$ 55.98	\$ 55.98
MAG248FDE	Magpul MBUS Gen 2 Rear Sight, FDE	1	\$ 55.98	\$ 55.98
MAG050BLK	Magpul MIAD Grip Kit, Black	1	\$ 34.98	\$ 34.98
MAG050FDE	Magpul MIAD Grip Kit, FDE	1	\$ 34.98	\$ 34.98
MAG065	Magpul MIAD Grip Wedge, Black	2	\$ 3.98	\$ 7.96
MAG055BLK	Magpul MIAD CR123A Battery Storage Core, Black	1	\$ 13.98	\$ 13.98
MAG055FDE	Magpul MIAD CR123A Battery Storage Core, FDE	1	\$ 13.98	\$ 13.98
MAG412BLK	Magpul RVG Rail Vertical Grip, Black	1	\$ 23.98	\$ 23.98
MAG412FDE	Magpul RVG Rail Vertical Grip, FDE	1	\$ 23.98	\$ 23.98
MAG506BLK	Magpul MS3 with QD, Black	1	\$ 56.98	\$ 56.98
MAG506FDE	Magpul MS3 with QD, FDE	1	\$ 56.98	\$ 56.98
MAG502	Magpul RSA	2	\$ 28.98	\$ 57.96
MAG510BLK	Magpul XTM Enhanced Rail Panel Kit, Black	4	\$ 7.98	\$ 31.92
MAG510FDE	Magpul XTM Enhanced Rail Panel Kit, FDE	4	\$ 7.98	\$ 31.92
MAG511BLK	Magpul XTM Handstop Kit, Black	1	\$ 18.98	\$ 18.98
MAG511FDE	Magpul XTM Handstop Kit, FDE	1	\$ 18.98	\$ 18.98
MAG317	Magpul Enhanced Rubber Butt Pad 0.70"	2	\$ 19.98	\$ 39.96
MAG243BLK	Magpul PMAG 20LR 7.62x51 Magazine	20	\$ 18.98	\$ 379.60
MAG417BLK	Magpul MOE Trigger Guard Polymer, Black	1	\$ 8.98	\$ 8.98
MAG417FDE	Magpul MOE Trigger Guard Polymer, FDE	1	\$ 8.98	\$ 8.98
M300A-BK	Surefire Mini Scout Light, Black	1	\$ 255.00	\$ 255.00
M300A-TN	Surefire Mini Scout Light, Black	1	\$ 255.00	\$ 255.00
SR07	Surefire Remote Dual Switch	2	\$ 59.98	\$ 119.96
	Shipping			\$ 175.00
TOTAL				\$ 10,132.00



LETf - State

Through 09/30/12

Detail Listing

Exclude Rollup Account

Account	Account Description	Current YTD Balance	Net Change	Change %
Fund Category Special Revenue				
Fund Type				
Fund 104 - Law Enforcement Trust Fund				
ASSETS				
104-00-	Pooled Cash Operating Cash	36,132.46	(31,655.16)	(46.70)
115-07-	Accts. Receivable Misc. AR	.00	.00	+++
131-00-	Due from Other Funds System Generated	.00	.00	+++
151-02-	Investments - Current SBA Accounts	894.07	2.71	.30
ASSETS TOTALS		\$37,026.53	(\$31,652.45)	(46.09%)
LIABILITIES AND FUND EQUITY				
LIABILITIES				
201-00-	Vouchers Payable AP System Gen	.00	.00	+++
202-00-	Accounts Payable AP Manual	.00	.00	+++
202-01-	Accounts Payable AP Manual	.00	.00	+++
207-00-	Due to Other Funds Due to System Gen	.00	.00	+++
LIABILITIES TOTALS		\$0.00	\$0.00	+++
FUND EQUITY				
243-01-	Encumbrances Fund Equity Encumbrances	.00	.00	+++
245-01-	Encumbrances Reserved for Encumbrances	.00	.00	+++
245-01-	Encumbrances Reserved for Prior-Year Encumbrances	.00	.00	+++
271-00-	Fund Balance Unreserved Fund Balance	68,678.98	.00	.00
FUND EQUITY TOTALS Prior to Current Year Changes		\$68,678.98	\$0.00	0.00%
Prior Year Fund Equity Adjustment		.00		
Fund Revenues 2011		(21,221.20)		
Fund Expenses 2011		52,873.65		
FUND EQUITY TOTALS		\$37,026.53	(\$31,652.45)	(46.09%)
LIABILITIES AND FUND EQUITY		\$37,026.53	(\$31,652.45)	(46.09%)



LETF - Federal

Through 09/30/12

Detail Listing

Exclude Rollup Account

Account	Account Description	Current YTD Balance	Net Change	Change %
Fund Category	Special Revenue			
Fund Type				
Fund	109 - LETF - Federal Equitable Sharing			
	ASSETS			
104-00-00	Pooled Cash Operating Cash	131,295.16	.00	.00
	ASSETS TOTALS	\$131,295.16	\$0.00	0.00%
	FUND EQUITY			
271-00-00	Fund Balance Unreserved Fund Balance	131,295.16	.00	.00
	FUND EQUITY TOTALS Prior to Current Year Changes	\$131,295.16	\$0.00	0.00%
	Prior Year Fund Equity Adjustment	.00		
	Fund	.00		
	Fund	.00		
	FUND EQUITY TOTALS	\$131,295.16	\$0.00	0.00%
	LIABILITIES AND FUND EQUITY TOTALS	\$131,295.16	\$0.00	0.00%