

“SOLE SOURCE” PROCUREMENT JUSTIFICATION

Sole source purchases are goods and services available from only one vendor. There may be just one vendor because of patents or copyrights, or simply because the vendor is the only one which supplies the good or service. Using Department must provide a written explanation as to why only this particular product/service is acceptable and why no other will be suitable or acceptable to meet the need. A quote must accompany this form.

Department name: Dona Ana County Sheriff's Department

1. Name of product or service: COPLINK X
2. Name of product manufacturer: Forensic Logic LLC
3. Name of “sole” product supplier or service provider: Forensic Logic LLC
4. Describe in general terms the product/service you are requesting and the intended application.

COPLINK X Subscription and Data Integration Services:

Coplink X is an intuitive and powerful search engine, purpose-built for law enforcement, ensuring that everyone from patrol, analysts, investigators, and command staff have the information they need, when they need it. CoplinkX is the industry's leading search engine for law enforcement, combining the simplicity of unstructured natural language search with the power of structured field level and federated search. With Coplink X, focus on providing the right data. COPLINK offers the most comprehensive set of data in the industry, it offers the singular ability to access critical and meaningful information from not only your agency's IIT systems, but across the city, county, state and country.

5. Describe the unique features/capabilities/characteristics that distinguish it from other products/services.

Designed on a Dynamic HTML5 User Interface fully supported on all mobile device and platforms COPLINK X provides a web based, thin-client architecture that allows for simple and easy application updates without service interruption. It is a fully cloud-based solution allowing an agency to take advantage of new technologies and the cost savings. Using MS Azure GovCloud for dynamic scaling, maximum performance. Application Security and Data is consolidated and uniquely configured data warehouse that automatically gathers and maintains information from disparate data sources such as but not limited to RMS, JMS, and CAD systems. COPLINK X provides the ability to display query results from multiple sources in a single result set with the added ability to see and work with a consolidated report of an individual's comprehensive information, including all associated entities and past history with law enforcement, including but not limited to arrests, bookings, citations, field interviews, incidents and departmental reports. Also, COPLINK X delivers the ability to use visual link analysis and display with

proximity feature to display the associations between multiple entities and find associations between known facts and unknown entities. With new Advanced KeyLines link chart visualization supporting networks in the tens of thousands. Collaboration functions that allow users to view queries and receive notifications when another user runs a similar query. GIS-based mapping and incident tools that provide crime and spatial/temporal analysis functions using the consolidated data warehouse. A search bar function that includes Patent-pending law enforcement Search Engine technology built on Apache SOLR/Lucene. Natural Language Processing focused on law enforcement terminology, acronyms and codes. Normalized text solution allows a user to glean meaning from unstructured data narratives. Technology that allows the understanding and tagging geospatial elements important to crimes such as school zones or businesses with liquor licenses, etc.

- 6, How did you determine there was only one source for the product or service? Provide information on the research that was performed to locate suppliers for this product(s) or service(s). (Please furnish names, addresses and other documentation).
We have had several demonstrations such as Lexis/Nexis, CJS, Case Explorer and LEAPS (law enforcement and private portal). This system combines these systems and others with access for several members of the agency under one user account.
- 7, What product supplier or service provider has your Department used until now to satisfy similar requirements?
We never had this type of provider. We currently use two other providers that may have small parts of this service but nothing that provides all of this type of information. If the two other providers do coincide with the same type of information we will cancel the subscriptions and replace them with this service.


Signature of Department Head

7-23-20
Date

(Attach Quote and Use Additional Sheets As Necessary)

**This form is used by Purchasing Department to determine if a "Sole Source" procurement criterion is met. Completing this form does not guarantee approval of this type of procurement.



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June 2, 2020

Sheriff Kim Stewart
Doña Ana Sheriff's Office
845 N. Motel Blvd.
Las Cruces, New Mexico 88007

VIA EMAIL

Sole Source Justification for Forensic Logic LLC COPLINK Search and COPLINK X Products and Services

Dear Sheriff Stewart:

We are pleased to offer the following information in support of obtaining sole source status for our data sharing platform, services, maintenance and support. No other vendor in the law enforcement data sharing landscape can match our unique qualifications when it comes to the breadth, depth and flexibility of our solution. We have classified these qualifications into 5 primary categories:

- 1. Broad, National DATA COVERAGE**
 - Multiple Statewide and Regional deployments similar in scope and scale to the Doña Ana County Sheriff's Office would require
 - Multiple deployments across the Southeast, with several others currently in process
 - Over One Billion law enforcement records in our care, distributed across 15 States
 - Over 30 distinct, consolidated law enforcement document types
 - Seamless integration with Thomson Reuters CLEAR for public records access
- 2. Unparalleled law enforcement SYSTEMS INTEGRATION assets, expertise and experience**
 - Combined 39 years of integration development, yielding over 140 reusable assets
 - Currently supporting over Three Thousand individual data sources
 - Patented technology applied to bulk data loading, entity consolidation and validation
 - Bi-directional interfaces to feed and retrieve data to/from Federal repositories
- 3. Advanced proprietary TECHNOLOGY delivering reliable, fast, accurate information 24/7/365**
 - Only vendor combining advanced structured query tools with a highly complex search engine
 - Patent pending, LE context sensitive search algorithms built on Apache SOLR/Lucene
 - AI-based tactical lead generation and identification of non-obvious entity associations
- 4. Measurable OUTCOMES provided by actual customer success stories from across the country**
 - Focused on measurable outcomes supported by system metadata analytics and user logs
 - Significant reductions in violent crime reported in major metropolitan city over 5 year period
- 5. 20 years of continuous SERVICE combining the strengths of two industry leading companies**
 - Only company remaining exclusively focused on law enforcement data sharing
 - No parent company, overarching primary or subsidiary lines of business

Forensic Logic's leadership, employees and current customers all sincerely hope that you will find this information helpful in your pursuit of integrating the Doña Ana County Sheriff's Office law enforcement community, as well as connecting to a growing network of your peers across this great nation. Please review the details of these 5 primary categories below, and let us know if we can answer any questions.

DATA COVERAGE

Quantifying data coverage is much more than counting documents, entities, or terabytes. Similarly, defining a data footprint cannot simply be measured by number of states, agencies or geographical distribution of assets. Although Forensic Logic/COPLINK leads all private and government-owned repositories in each of these categories, we take a more **holistic approach** to defining data coverage in order to meet our goal of delivering the right data to the right people at the right time.

Our data-driven philosophy considers the growing **Volume** of data as described above, along with the extensive **Variety** of structured, unstructured, semi-structured, photographic, audio and video data formats that, when combined, contain richness and investigative value often invisible to traditional silos. Add to this the fact that the **Velocity** of this data is flowing into law enforcement systems faster than ever before and scalability, performance and security of a National law enforcement data network becomes paramount. In any case, regardless of the metric used, **Forensic Logic is proud to be the custodian of the largest network of state and local law enforcement data ever created.** Below are a several details relevant to Doña Ana County Sheriff's Office.

Major metropolitan area coverage similar to the population of Doña Ana County 220K:

- City of Modesto, CA 215K
- City of Boise, ID 230K
- City of Spokane, WA 222K
- Scottsdale, AZ 260K

Other major metropolitan area coverage in the Region:

- El Paso, TX
- San Diego, CA (ARJIS)
- Houston, TX
- Tucson, AZ
- Jefferson Parish, LA

1,048,764,506 Unique law enforcement records in 18 states: (View our [National Data Coverage Map](#))

- | | | |
|--------------|--------------|-----------------|
| • Washington | • Arizona | • Tennessee |
| • Oregon | • New Mexico | • Georgia |
| • Idaho | • Texas | • Florida |
| • California | • Kansas | • Massachusetts |
| • Nevada | • Missouri | • Wyoming |
| • Ohio | • Louisiana | • Utah |

Over 30 Distinct, **Structured, Semi-structured and Unstructured Data Sources**, Including:

- | | | |
|---------------------|-----------------------|--------------------------|
| • RMS records | • Traffic citations | • Field contacts reports |
| • CAD calls | • Intel briefings | • Arrest warrants |
| • Crimedex Records | • Daily bulletins | • BOLO's |
| • LPR reads | • Hotline information | • Most wanted lists |
| • Gunshot locations | • Equipment Leases | • CarFax Reports |

- Parole information
- Probation records
- Arrest records
- Booking Photos
- Stop Data
- Traffic accidents
- Sex Offender Reg.
- Alcohol Abatement
- ATF NIBIN Records
- Civil Court Records
- DEA Alerts
- EJustice Alerts
- Public Website Data
- Missing Persons
- NCMEC Records
- PIPS Watch Lists
- Truancy Records
- Internal Email

Detailed entity records are individually extracted from each of the above sources and **consolidated** using complex matching algorithms and Artificial Intelligence to identify non-obvious relationships and connect the dots across an investigation.

While many Forensic Logic competitors operate limited law enforcement data repositories as a separate line of business alongside their primary CAD/RMS, Physical Device Manufacturing or Public/Legal Records search operations, **Forensic Logic is the only company in the United States that is exclusively dedicated to local law enforcement data sharing.**

In order provide a comprehensive data experience, seamless integration with public records databases is critical. Forensic Logic has **partnered with Thomson Reuters CLEAR** for retrieval and correlation of the following public records sources:

- Comprehensive Cell Phone, VoIP, Landline, and Pager coverage of all 50 U.S. states, Puerto Rico, various territories and Canada including Reverse lookup, Caller ID names, Carrier contact information (for subpoena purposes,) Ported flags for a previous cell phone company
- Consumer and credit bureau data from multiple independent sources
- Motor vehicle registration data from 44 U.S. states
- 70+ Utility companies nationwide including electric, gas, satellite, water, fuel oil, and others
- Driver's license, Vehicle and Watercraft registrations
- Nationwide Property Owner data including new movers and household listings, deeds, tax rolls, sales, transfers, mortgages, refinancing, and historical records.
- Person data including addresses, licenses, death records, firearms and explosives licenses, U.S. military records, Interpol and international tribunals' most-wanted and denied persons lists
- Criminal and court records, State corrections data, sexual offenders, criminal prosecutions, bankruptcies, liens and other judgments, DEA and FAA licenses, AOC, arrests, and lawsuits
- Business data including Company names, DBA listings, contact information, industry directories, affiliations, assets, and secretary of state and UCC filings
- Healthcare provider content including NPI numbers, state and federal sanctions, and expanded professional licenses data

Additional Forensic Logic DATA COVERAGE considerations:

- Full FBI CJIS Security Policy v5.8 Compliant, including FIPS 140-2 Certifications
- All Employees CJIS L4 Awareness Trained, Background Checked and Addendum Signed
- Comprehensive CJIS Security Posture Paper available upon request
- 28 CFR Part 20 Compliant for storage and disposition of criminal records.

LAW ENFORCEMENT SYSTEMS INTEGRATIONS

The collection, consolidation and indexing of law enforcement records into a meaningful and quickly searchable repository is not a trivial task when one considers the Volume, Variety and Velocity of data flowing into the solution. While Forensic Logic maintains a massively scalable, and highly secured backend environment within the Microsoft Azure Government Cloud, we also support and maintain the largest collection of vendor-agnostic, law enforcement systems connectors ever assembled.

Conducting data extractions, updates and refresh operations from well over 3000 active CAD, RMS, Arrest, Booking, Jail, Property, Citation, Accident and various other systems is streamlined tremendously when we can quickly deploy ready-made, purpose-built data connectors to most commercially available law enforcement products.

As both Forensic Logic and the previous IBM/2 COPLINK Services organizations had been developing and refining their integration assets for roughly two decades apiece, the combination and standardization of this considerable library has resulted in more efficient deployments, and much lower costs to our customers. Installing and configuring interfaces to 3rd party systems is much easier than building them from scratch.

- Combined **39 years of development** of 3rd party commercial law enforcement systems interfaces
- Currently servicing **3225 active source** system connectors
- Proprietary and comprehensive “software connector” library of **145 individual software assets**
- Efficiency driven integration architecture to monitor and update replicated, shared repository with any additions, modifications or deletions from the source system as quickly and accurately as possible
- Artificial intelligence-based algorithms to consolidate like objects into a single entity from a single source or from disparate systems.
- Manual, non-persistent, entity merging tools to simplify investigations of unconsolidated entities
- Advanced data architecture and tools to leverage finding non-obvious associations between entities such as people, vehicles, locations, organizations, firearms, phones and property
- **Patented technology** specifically oriented toward:
 1. Most efficiently loading bulk data from source systems
 2. Consolidating records from disparate systems
 3. Using biometric data to identify false nexuses within data sets
- ATF NIBIN hit data integration and resolution of cases to NIBIN hits across agencies
- Thomson Reuters CLEAR data connector to consolidate criminal justice and public data sets
- Ability to search legacy COPLINK data warehouses operating anywhere in the country
- Ability to search federal databases such as LInX or N-DEx with LEXS-SR technology
- Ability to push data into federal databases using LEXS-PD technology
- Optional capability to create and maintain a segmented 28 CFR Part 23 Intelligence repository

PROPRIETARY TECHNOLOGY

Forensic Logic has spent decades exclusively focusing on the most efficient and effective means of delivering the right data to the right people at the right time. The technical research, customer outreach and extensive field testing of two separate companies led us to essentially work on two very different approaches to solving the same problem.

While COPLINK was developed around a traditional structured data methodology, the focus had been on leveraging consolidation algorithms and exploiting non-obvious relationships in the data to find associations and interconnected graph networks between entities. By extracting, transforming and loading (ETL) disparate data into a common schema, COPLINK had become a National leader in structured data warehousing, deploying and interconnecting nearly 50 COPLINK "nodes" across the country.

Forensic Logic on the other hand had immersed itself in Search Engine technology. By ingesting structured, semi-structured and unstructured data into a common repository, the company built indexing algorithms to essentially understand natural language, decode law enforcement vernacular and extract entities and relationships from the data. The LEAP Network evolved into a sort of "Google for Cops" sitting on top of law enforcement criminal justice data.

When these two unique technologies were combined into a single company, and subsequently into the unified COPLINK X product. A powerful synergy has emerged which is rapidly growing across local, state and federal agencies from coast to coast. Below are several of the technological achievements being incorporated into COPLINK X from each legacy platform.

COPLINK Features

- Web based, thin-client architecture that allows for simple and easy application updates
- Cloud-based solution allowing an agency to take advantage of new technologies and the cost savings associated with moving away from capital expenditures in favor of operational budgets
- Consolidated and uniquely configured data warehouse that automatically gathers and maintains information from disparate data sources
- The ability to display query results from multiple sources in a single result set
- The ability to see a consolidated report of an individual's comprehensive information, including all associated entities and past history with law enforcement, including but not limited to arrests, bookings, citations, field interviews, incidents and departmental reports
- Artificial Intelligence-based tactical lead generation tools
- A visual link analysis display with proximity feature
- The ability to find associations between two entities
- The ability to find associations between multiple entities
- The ability to find associations between known facts and unknown entities
- Use of biometric data to identify false nexuses within data sets
- A collaboration function that allows users to save & share queries and receive notifications when another user runs a similar query.
- A GIS-based mapping and incident tool that provides crime and spatial/temporal analysis functions using the consolidated data warehouse.
- Dashboards for real-time alerting based on location, incident types and predetermined thresholds
- The ability to display video or images (mug shots) of suspects based on physical descriptors
- The ability to display video or images (mug shots) of suspects based on facial recognition

LEAP Network Features

- Patent-pending law enforcement Search Engine technology built on Apache SOLR/Lucene
- Natural Language Processing focused on law enforcement terminology, acronyms and codes
- Normalization and gleaning meaning from unstructured data narratives
- Tagging records with known supplemental metadata such as nearness to landmarks or year, make, model of a vehicle from a license plate reader
- Understanding and tagging geospatial elements important to crimes such as school zones or businesses with liquor licenses, etc.
- Locating and understanding important elements such as race, gender, age, tattoos or monikers.
- Applying algorithms to discovered information such as age of victim in a sexual assault; year/make/model of stolen automobiles; importance of warrants by statuses and dates
- Implied context from "fuzziness" of searches. E.g. Search for "tall teen asian" finds documents with a 6'4" Cambodian 17 year old suspect, even though those words weren't in the document

COPLINK X New Technology

- Dynamic HTML5 User Interface fully supported on all mobile device platforms
- Advanced KeyLines link chart visualization supporting networks in the tens of thousands
- MS Azure GovCloud for dynamic scaling, maximum performance, security and reliability

MEASURABLE OUTCOMES

As a provider of technology to law enforcement, Forensic Logic constantly seeks customer testimonials and feedback that help us improve our product. As a result of this outreach, we have been involved in several case studies, media articles, metadata audits and agency performance measurement objectives.

As an example of one of these activities, Forensic Logic has authored a whitepaper entitled "A Crime Miracle in Oakland"TM describing the effects and measurable outcomes reported by applying this technology to policing in one of the nation's most dangerous cities. While most law enforcement analytics systems can report on high crime areas, identify times of day/week/month, or even use this information to predict when and where certain types of crimes will occur, the result is generally additional resources deployed to the target area. While this may temporarily reduce crime within the target, it also adds strain to the community, as a larger police presence and more arrests for low level crimes leads to reducing trust among those individuals on whom law enforcement may need to rely for solving the greater problem.

Oakland was able to use Search technology over a 5 year period from 2012-2017, not only to identify the when and the where, but to actually target the who within their violent crime incidents. The LEAP Network was used, not as a carpet-bomb solution, but as a laser-guided missile that took out the targets while limiting collateral damage and actually increasing community relations. The results of this effort, as reported by The Oakland Police Department are significant:

- Robberies Reduced by 38%
- Homicides Reduced by 42%
- Shootings Decreased 50%

Forensic Logic is dedicated to helping agencies show a **measurable reduction in violent crimes** by specifically targeting those that conduct them, rather than simply increasing arrests in high crime areas.

CONTINUOUS SERVICE

Forensic Logic is the sole creator, developer and remains the exclusive operator of the LEAP Network, COPLINK and COPLINK X, a secure, cloud-based law enforcement information network combining criminal justice information from local, state and federal law enforcement agencies with public data records and supplemental metadata into a National, eminently-scalable and easily accessible data repository. Pertinent information is delivered to the right people at the right time through a secure, web-based search engine and advanced tactical lead generation tool.

- The LEAP Network and all of its attributes and components, including data interfaces, user tools and mathematical algorithms, has been developed and continually maintained by Forensic Logic since its inception. This proprietary technology cannot be procured, replicated or serviced by any other vendor.
- All components of COPLINK and COPLINK X products are developed and maintained solely by Forensic Logic. No third-party vendor, developer or other entity is authorized to develop new product features, provide services, or maintain these products.

Forensic Logic is the only company in the United States that is exclusively dedicated to providing a comprehensive, technically advanced, Patented, National law enforcement data network.

Please do not hesitate to contact Dave Dunlap, Chief Operating Officer, at (415) 407-9768 should you have any questions or require additional information.

Respectfully submitted,

Dave Dunlap
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Created Date 3/23/2020
Expiration Date 6/30/2020
Quote Number 00000318

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Address Information

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845 N. Motel Blvd.
Bill To Las Cruces, New Mexico 88007
United States

Product	Quantity	Sales Price	Subscription Term(Months)	Final Price
Coplink X: 150-199 Subscription	1.00	\$34,999.00	12	\$34,999.00
Data Integration Services (One-Time Setup)	1.00	\$10,500.00	7	\$10,500.00

Total Final Price \$45,499.00

Notes: Multi-Year contract options for consideration.

3 Year pricing option – If paid upfront then Annual Uplift is waived (Total if Pre-paid \$115,497)				
Product	Quantity	Sales Price	Subscription Term(Months)	Final Price
Coplink X: 150-199 (Subscription)	1.00	\$34,999.00	36	\$34,999.00
Data Integration Services (One-time Setup)	1.00	\$10,500.00	1	\$10,500.00
			Total Year 1	\$45,499.00
			Total Year 2	\$37,449.93
			Total Year 3	\$40,070.36

5 Year pricing option – If paid upfront then Annual Uplift is waived (Total if Pre-paid \$185,495)				
Product	Quantity	Sales Price	Subscription Term(Months)	Final Price
Coplink X: 150-199 (Subscription)	1.00	\$34,999.00	60	\$34,999.00
Data Integration Services (One-time Setup)	1.00	\$10,500.00	1	\$10,500.00
			Total Year 1	\$45,499.00
			Total Year 2	\$37,449.93
			Total Year 3	\$40,070.36
			Total Year 4	\$42,875.28
			Total Year 5	\$45,877.55

* Forensic Logic applies an annual uplift of 7% to all contracts which is reflected in years 2 and beyond in the Multi-Year options above.

Terms & Conditions

Quote is governed and subject to the terms of the Forensic Logic's applicable maintenance, services, or subscription agreement. Any applicable tax will be calculated at the time of order