## **REQUEST FOR DECISION - PCC 2019 / 010**

Title: Contract for the supply of Body Worn Video (BWV) camera uplift and part refresh

Thames Valley Police (TVP) and Hampshire Constabulary have previously selected Reveal as a provider for their Body Worn Video (BWV) and it has become necessary to seek to refresh the camera estate.

Due to budget constraints in both forces it is not possible to upgrade the entire camera estate in one go. The current plan is that the remaining BWV estate will be refreshed in 2020 and beyond.

Full details are provided in Annex 1.

### Recommendation:

The Police and Crime Commissioner is invited to agree the award of a contract in respect of the above mentioned Supply to Reveal Media Ltd.

The above contract is for the one-off delivery of hardware equipment, peripherals and perpetual DEMS licencing

The total value of this contract is per Force is:

- Thames valley Police £657,542 (ex VAT).
- Hampshire Constabulary £700,550 (ex VAT) + £182, 700 (obtained via Home Office Serious Crime Funding). Total £883,250

The total combined value of this contract is £1,540,792 (ex VAT)

The Supplier meets all the requirements of the contract terms and conditions and specification and offer the Most Economically Advantageous Solution, as assessed through the benchmarking process.

Police and Crime	Commissioner		
I hereby approve t	he recommendation above.		
Signature	Mulik	Date / 2 · 6 · 19	

### PART 1 - NON-CONFIDENTIAL

# 1 Introduction and Background

- 1.1 TVP and HC have previously selected Reveal as a provider for their Body Worn Video (BWV) and it has become necessary to seek to refresh the estate. Options were explored by both Forces during the summer of 2018 to uplift / refresh the BWV estate with a decision made to purchase minimum RS2 (model number) requirements to ease the operational requirements due to Reveal announcing that our current camera of choice, the RS2 camera would become end of life in 2019 with a full parts and service decommissioning in 2021.
- 1.2 In December 2018 a joint Criminal Justice meeting between TVP & HC made the decision to upgrade the Digital Evidence Management System (DEMs) v4 to DEMs 360, which enabled both Forces to uplift/refresh their RS2 cameras to new technology D3s and further committing to an East Midlands Strategic Commercial Unit (EMSCU) framework contract extension with Reveal Media for a further 18 months, until 1st February 2021.
- 1.3 The upgrade to "DEMS 360" in the bilateral infrastructure has commenced and is due to be completed by ICT and the BWV supplier Reveal Media by October 2019.

1.4 Full details are provided in Annex 1

## 2 Issues for Consideration

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- 2.1 In March 2018, TVP Criminal Justice submitted an updated bid to move from pooled use of Body Worn Videos to personal issue. The bid was signed off by the Chief Constables management Team (CCMT). A further paper went to CCMT in December 2018 following the Operating Model changing from Emergency Response Team (ERT) & information-hub (i-hub) to Incident & Crime Response (ICR) meaning the requirement to provide front line officers with BWV cameras increased which meant the number of devices previously budgeted for were not going to cover the amended structure.
- 2.2 Originally this was going to be a regional collaborative procurement including Surrey & Sussex which would have enabled a stronger consolidated approach and may have achieved a better commercial outcome for four Forces against just two. However, in January 2019 Surrey & Sussex decided not to collaborate and therefore the Procurement Strategy had to be adjusted.
- 2.3 The current contractual status for both Forces is that they are within a compliant extension under the EMSCU framework. These extensions were signed on the 1st Feb 2019 and allow two periods of 12 months' extension if required making the potential contractual end date 1st February 2021. The EMSCU framework allows direct award.
- 2.4 Due to budget constraints it is not possible to upgrade the entire estate of RS2 cameras in one go so an initial roll out of D3 cameras and docking stations within TVP is planned in the following areas:

- Roads Policing Department (specialist)
- Response,
- Information hub,
- Neighbourhood,
- Specials.

## 3 Financial Comments

- 3.1 The total value is this contract is £1,540,792 comprising £657,542 for TVP and £883,250 for Hampshire.
- 3.2 Cashable savings are estimated at £42,606 for TVP, with a further non-cashable benefit of £69,330 when benchmarked against EMSCU and regional contracts
- 3.3 This purchase can be accommodated within existing budgetary provisions for 2019/20

# 4 Legal Comments

4.1 This award has been assessed and no legal implications have been identified

# 5 Equality Comments

4.2 This award has been assessed and no equality implications have been identified

## 6 Background Papers

6.1 Not applicable.

### **Public Access to Information**

Information in this form is subject to the Freedom of Information Act 2000 (FOIA) and other legislation. Part 1 of this form will be made available on the website within 1 working day of approval. Any facts and advice that should not be automatically available on request should not be included in Part 1 but instead on a separate Part 2 form. Deferment of publication is only applicable where release before that date would compromise the implementation of the decision being approved.

Is the publication of this form to be deferred? No

If yes, for what reason? Until what date?

Is there a Part 2 form? Yes

ORIGINATING OFFICER DECLAR	RATION (as appropriate):			
% B & 197	Officer	Date reviewed		
Head of Procurement	Richard	25.5.19		
	Fowles	07.5.40		
Financial Advice	Linda Waters	27.5.19		

# OFFICER'S APPROVAL

We have been consulted about the proposal and confirm that financial and legal advice have been taken into account in the preparation of this report.

We are satisfied that this is an appropriate request to be submitted to the Police and Crime Commissioner.

Chief Executive

Date

4/6/19

Chief Finance Officer

4/61

Date





# **Procurement Services**

# **Procurement Outcome Report**

# Contract for the supply of

Body Worn Video camera uplift & part refresh for Hampshire Constabulary and Thames Valley Police

Submitted By: Jonathan Peer

Date Submitted: 23/05/2018



# Contract Award (and POR) Sign-Off Sheet

By approving this document the Procurement Governance Board confirms acceptance of the detail contained within this document, approval to proceed with contract award, implementation and realisation of the benefits.

In the case of a Procurement which results in a new contract (or extension) the document replaces the previous award paper, and has a section for the relevant sign-offs below.

**Executive Summary and Recommendations** 

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#### 1.1 BACKGROUND

TVP and HC have previously selected Reveal as a provider for their Body Worn Video (BWV) and it has become necessary to seek to refresh the estate. Options were explored by both Forces during the summer of 2018 to uplift/ refresh the BWV estate with a decision made to purchase minimum RS2 (model number) requirements to ease the operational requirements due to Reveal announcing that our current camera of choice, the RS2 camera would become end of life in 2019 with a full parts and service decommissioning in 2021. A course of action was agreed between Finance, Procurement and the business leads within bilateral Criminal Justice which would keep to a minimum the amount of RS2s within each of the two Forces knowing that these RS2s would be unsupported. In Dec 2018 a joint CJ meeting between TVP & HC made the decision to upgrade the Digital Evidence Management System (DEMs) v4 to DEMs 360, which enabled both Forces to uplift/refresh RS2 cameras to new technology D3s and further committing to an East Midlands Strategic Commercial Unit (EMSCU0 framework contract extension with Reveal Media for a further 18 months, 1st February 2021.

The upgrade to "DEMS 360" in the bilateral infrastructure has commenced and is due to be completed by ICT and the BWV supplier Reveal Media by October 2019. The current version of camera deployed across both forces (RS2-X2) could be linked and function with new version of software, causing no issues operating a dual technology estate until full refresh programme is signed off and completed. This will determine if the DEMS 360 solution is agnostic in its integration to various BWV platforms and so allowing a more flexible approach to personal use cameras in the future.

#### **TVP**

In March 2018, TVP CJ submitted an updated bid to move from pool use of Body Worn Videos to personal issue. The bid was signed off by the Chief Constables management Team (CCMT). A further paper went to CCMT in December 2018 following the Operating Model changing from Emergency Response Team (ERT) & information-hub (i-hub) to Incident & Crime Response (ICR) meaning the requirement to provide front line officers with BWV cameras increased which meant the number of devices previously budgeted for were not going to cover the amended structure.

### HC

The Hampshire Constabulary Body Worn Video (BWV) cameras were mostly purchased in early 2015 and are therefore now 4 years old. Following a report published in 2016 which also looked into the pool vs personal issue model the RS2 devices are considered to have an optimal operational life span of approximately 2 years. Hampshire Constabulary has been unable to refresh its BWV camera estate due to an upgrade which is required to the BWV DEMS ver 4. This current version of DEMS being used by both Hampshire and Thames Valley will not support the new technology of BWV cameras, the D series

## Sourcing Strategy

Originally the undertaking of moving from end of life RS2 cameras to D3s was going to be a regional collaborative approach including Surrey & Sussex. This would have enabled a stronger consolidated approach and may have achieved a better commercial outcome for four Forces against just two. In Jan 2019 Surrey & Sussex decided not to collaborate and therefore the Procurement Strategy had to be adjusted.

The current contractual status for both Forces is that they are within a compliant extension under the EMSCU framework. These extensions were signed on the 1st Feb 2019 and allow two periods of 12 months' extension if required making the potential contractual end date 1st Feb 2021. The EMSCU framework allows direct award.

Due to budgets available to both Forces it is not possible to upgrade the entire estate of RS2 cameras so an initial roll out of D3 cameras and docking stations within TVP & HC to facilitate TVP Personal Use Uplift and Hants Replacement Programme (Priority Users) is planned in the following areas;

for TVP RPD (specialist), Response, i-Hub, Neighbourhood, Specials. for HC are ARV, R&P, RPU, P&N (in order of priority)

Thames Valley Police and Hampshire Constabulary are committed to placing a joint purchase order for D3 cameras in readiness for the "go-live" of DEMs 360 in October 2019.

Purchase orders for the requirement on this POR will need to be placed for D3s by the end of May 2019 for the following reasons;

- There is an opportunity to upgrade some RS2s within the estate at a very heavily discounted price which will expire in June 2019
- There is stock available in the UK of D3 cameras. PO placement holds this stock for the two Forces which can be called off as required.
- Non UK stock is on a 16 week lead time as they will be shipped from China.



- The Reveal DEMs 360 platform will be tested with other EMSCU framework supplier's cameras but there is no guarantee until this has
  been evaluated that further work to see if the cameras from other EMSCU suppliers might require additional resource or expense to
  function with DEMS 360. This testing is scheduled for July 2019 and regardless of the outcome this would push the 16 week lead time
  beyond Oct 2019.
- Should there be any delays or problems with the DEMs 360 implementation there is a small risk HC would be compromised due to their aging stock of deployed RS2's and TVP would be unable to uplift BWV camera stock levels.

The current plan for the remaining BWV estate is for it to be refreshed in 2020 and beyond, following a procurement exercise under the new EMSCU Dynamic Purchasing System (DPS) Framework. The camera numbers for this exercise to be confirmed during scoping of the Sourcing Event.

Negotiations directly with Reveal have identified RS2 cameras purchased in the last 6 months that can be traded to offset the price for the new units. In addition, Reveal have offered to buy back other BWV older than 6 months old. Reveal have also identified enhanced added value possibilities which include;

- D3s having lifetime DEMs 360 licenses
- To use RS2 camera licenses on the DEMs 360 platform at no extra cost
- Extended hardware support to 24 months rather than the standard 18

Negotiation results below have been benchmarked against the ESMCU National Framework costs for the D3 cameras. Worth noting that a comparison against the older RS2 isn't appropriate due to older technology and devices being discontinued. In addition, we have included the Surrey & Sussex Request for Information (RFI) costings provided under an indicative pricing requests that named all 4 Forces. Prices were based on a larger amount of cameras that covered an estate refresh for the region

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			A STATE OF THE PARTY OF THE PAR	Regional) Benefit	£102,414.08			L11,002.00
			Total (ve l	EMSCU) Benefit	£284,544.08			Benefit vs Regional £11,392.00
			£210,292.00		£198,900.00		£182,700	
Dock - trade in RS2 dock price	60	£235.00	£14,100.00	£235.00	£14,100.00	£185	£11,100	Benefit vs EMSCU
Dock - no trade in price	0	£235.00	00.03	£235.00	00.03	£235	CONTRACTOR OF THE PARTY OF THE	The state of the s
D3 - trade in price for older	400	£490.48	£196,192.00	£462.00	£184,800.00	£429		codes, or elit
D3 - price with no RS2 trade in	0	£490.48	00.03	£462.00	00.03	£463	£U	
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Dock - trade in RS2 dock price	50	£235.00	£11,750.00	£235.00	£11,750.00	£185	£9,250	Benefit vs EMSCU
Dock - no trade in price	0	£235.00	£0.00	£235.00	£0.00	£235		
D3 - trade in price for older	1600	£490.48	£784,768.00	£462.00	£739,200.00	£429	£686,400	7.
03 - price with no RS2 trade in	0	£490.48	00.03	£462.00	00.03	£463		
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1/22/20			£769,478.08		£726,872.00		£657,542	£111,936.08
Dock - trade in RS2 dock price	100	£235.00	£23,500.00	£235.00	£23,500.00	£185	£18,500	Benefit vs EMSCU
Dock - no trade in price	52	£235.00	£12,220.00	£235.00	£12,220.00	£235	£12,220	
D3 - trade in price for older	0	£490.48	00.03	£462.00	00.03	£429		
D3 - price with no RS2 trade in	1337	£490.48	£655,771.76	£462.00	£617,694.00	£463		
RS2 (brought end of 2018)	159	£490.48	£77,986.32	£462.00	£73,458.00	٤49	£7,791	
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TVP	Qty	ESCU Framework	Total with EMSCU	Regional Pricing Offered for all 4	Total Regional	Proposal * Price	Total with Proposal	the lit is a re-

Speaking to other Forces that have recently purchased Reveal D(5) Technology cameras, Yorkshire and the Humber Constabularies have confirmed that the EMSCU framework and loyalty discount was offered and accepted.

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Regulation 84 form has been completed and is at Appendix A (Note that by default a regulation 84 form should be completed in all circumstances).

## 1.2 RECOMMENDATION

The Police and Crime Commissioner / Chief Constable of Thames Valley Police and the Police and Crime Commissioner / Chief Constable of Hampshire Constabulary (Chief Finance Officers and Director of Finances) are invited to agree the award of contract in respect of the above mentioned Supply to Reveal Media Ltd

The above contract is for an one off delivery of hardware equipment, peripherals and perpetual DEMS licencing

The total value of this contract is per Force is;

TVP £657,542 (ex VAT).

HC £700,550 (ex VAT) + £182, 700 (obtained via Home Office Serious Crime Funding). Total £883,250

The total combined value is £1,540,792 (ex VAT)

The Supplier meets all the requirements of the contract terms and conditions and specification and offer the Most Economically Advantageous Solution, as assessed through the benchmarking process.

Process and POR approval (at no particular order)

Role	Name/Job Title	Signature and Sign-Off Date		
TVP Project Sponsor (CJ)	Craig Kirby	23/05/2019		
Head of Procurement	Richard Fowles	23/05/2019		
HC Criminal Justice	Debra Mason	~ 5. F ** ** **		
Procurement Business Partner	Dino Tsagris	23/05/2019		
Procurement Lead	Jonathan Peer	23/05/2019		
Body Worn Video Lead, Hampshire Constabulary	Emma Walch	23/05/2019		
Richard Croucher	HC Director of Finance	23/05/2019		
CJ Operational Manager (Digital, Physical and BWV Evidence) TVP	Kelly Scully	23/05/2019		
CEO Hampshire	James Payne	g 😭		
Hampshire Procurement	Steve Parsons			
TVP Finance	John Mathews	· 기계		
Legal	N/A	- Artis		

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Contract Award Approval

Approval Role	Name	Job Title	Signature and Sign-Off Date	
Reviewer:	Richard Fowles	Head of Procurement	25 May 2019	
First Approver:	Linda Waters	Director of Finance	27 May 2019	
Second Approver:	lan Thompson	Chief Finance Officer	3 June 2019	
Second Approver:		OPCC		

### Public access to information

Information in this POR is subject to the Freedom of Information Act 2000 (FOIA) and other legislation. Part 1 of this form will be made available on the website within 1 working day of approval. Any facts and advice that should not be automatically available on request should not be included in Part 1 but instead on a separate Part 2 form. Deferment of publication is only applicable where release before that date would compromise the implementation of the decision being approved.

# PART 1 - FOR PUBLICATION ON TVP INTRANET SITE

Contract Summary and Information for BLPD				
Proposed Supplier (s)	Reveal Media Ltd			
Planned Contract Start Date	May 28 <sup>th</sup> , 2019			
Contract Duration – Initial Term (months)	One off			
Contract Extensions Available (months)	No			
Contract Value Initial Period (months)	£1,540,792 (ex VAT)			
Contract Value Extension per extensions periods	n/a L 1.3 made avoid to			
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	TVP	Qty	Price	Proposal	
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	D3 - price with no RS2 trade in	1337	£463	£619,031	
	D3 - trade in price for older	0	£429	£0	
	Dock - no trade in price	52	£235	£12,220	
	Dock - trade in RS2 dock price	100	£185	£18,500	Benefit vs EMSCU
Partie or recognition and triggered appropriate action.				£657,542	£111,936.08
					Benefit vs Regional £42,606.08
	HC				242,000.00
	D3 - trade in price for newest				
	RS2 (brought end of 2018)	100	£49	£4,900	
	D3 - price with no RS2 trade in	0	£463	20	
	D3 - trade in price for older	1600	£429	£686,400	A 1147 D14 11-1-1-1
	Dock - no trade in price	0	£235	£0	
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	D3 - trade in price for older	400	£429	£171,600	
	Dock - no trade in price	0	£235	20	
	Dock - trade in RS2 dock price	60	£185	£11,100	Benefit vs EMSCU
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