



P.O. BOX 850 | COWETA, OKLAHOMA 74429 | PH. (918) 486-2189 | FAX (918) 486-5366 | www.cityofcoweta-ok.gov

AGENDA - SPECIAL MEETING
COWETA CITY COUNCIL
COWETA CITY HALL, 310 S. BROADWAY
WEDNESDAY, JUNE 19, 2019 6:00 P.M.

MEETING PROCEDURE: Comments on all scheduled agenda items will be heard immediately following the presentation by staff or the petitioner. Please wait until you are recognized by the Mayor and keep your comments as brief as possible. Individuals addressing the City Council must identify themselves by name prior to making any comments. The City Council will act on an agenda item after comments from staff and the City Council have been heard.

I. CALL TO ORDER

II. PLEDGE OF ALLEGIANCE

III. ROLL CALL

EVETTE MORRIS _____
HAROLD CHANCE _____
NAOMI HOGUE _____
LOGAN BROWN _____
RANDY WOODWARD _____

IV. OLD BUSINESS

1. Approval of Purchase of Recording System for E911

Discussion and possible action on the approval of the purchase of a new Equature NG 911 Performance Solution and Optional Software for the City of Coweta's E-911 Dispatch Center, at a cost not to exceed \$25,000.00, and authorizing the City Manager to execute all documents related to the project.

(Mike Bell, Chief of Police)

Documents:

[190620 STAFF REPORT PURCHASE OF EQUATURE NG 911 RECORDING SYSTEM.PDF](#)
[EQUATURE PURCHASE AGREEMENT 2019.PDF](#)

2. Resolution for Budget Amendments

Discussion and possible action on the adoption of Resolution No. 2019-22, a resolution of the City Council of the City of Coweta, Oklahoma adopting amendments to the annual revenues and appropriations for the budget of the City of Coweta, Oklahoma, for fiscal year ending June 30, 2019.

(Brittany Long, City Clerk)

Documents:

[190619 STAFF REPORT ON CITY BUDGET AMENDMENT.PDF](#)
[190619 RESOLUTION AMENDING FY 19 BUDGET.PDF](#)

V. ADJOURNMENT

IF YOU REQUIRE A SPECIAL ACCOMMODATION PURSUANT TO THE AMERICANS WITH DISABILITIES ACT, PLEASE NOTIFY CITY HALL BY 9:00 A.M. ON THE DATE OF THE MEETING.



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Memorandum

To: Honorable Mayor and City Council
From: Chief of Police Michael Bell
Re: Use of E911 Funds to Purchase NG 911 Recording Device
Date: June 17, 2019

BACKGROUND: Recently the E911 recording system which records all inbound 911 telephone calls and radio traffic became inoperable. The inability to record these telephone calls and radio traffic prevents the city from fulfilling public records requests and subpoenas related to those records. Additionally, the lack of recorded information prevents our dispatchers from being able to go back and review the calls and radio traffic to ensure that the call logs are accurate following a major incident.

The Equature NG911 Performance Solution is compatible with the existing Patriot dispatching system as well as the Motorola Call Works System that will be installed in the next fiscal year. Staff is recommending the purchase of the base system plus the optional software at this time for an initial cost of \$23,049. The ongoing maintenance costs for the system will be \$2,200 per year beginning in year 2. The purchase will be funded from existing budgetary appropriations in the 911 Fund (18.5404.087).

The system is built to each client's specifications, which requires a four to six week lead time before the system can be installed.

STAFF RECOMMENDATION: Staff recommends the purchase of the Equature NG 911 Performance Solution in the amount of \$23,049.

ATTACHMENTS

1- Equature NG 911 Performance Solution purchase information.

5/28/2019

Melissa Ash
Communications Supervisor
Coweta Police Department
212 N. Broadway
Coweta, OK 74429

RE: Strategic Long-Term Partnership with the Coweta Police Department

Thank you for investing your valuable time with Equature. We appreciate the opportunity to partner with Coweta. Our vision is to help others help themselves. Dispatch centers are under tremendous stress 24x7x365 and it is our job as your strategic partner to help improve dispatch operations. We do this by focusing our resources on NG9-1-1 Recording and Dispatch Improvement because like you, we understand that **SECONDS SAVE LIVES®**.

To be your strategic long term partner, we must provide a robust NG9-1-1 recording platform that is based on **Simplicity.Reliability.Speed®**. Your team's time is valuable and Equature® is designed as a mission critical tool to save your team time. Dispatch Improvement tools are required today so your team can perform and improve every day. We understand the frustration with slashed training budgets, dispatch turnover, head count reduction and often no standardized training guidelines. Improving dispatch operations requires state of the art tools. Basically, your team is required to do more with less and as your partner it is our job to deliver them.

We understand that we have to earn your TRUST in order to establish a long term partnership. Here are the guidelines for a great partnership:

1. They must be mutually beneficial: We have to deliver state of the art solutions based on **Simplicity.Reliability.Speed®** so your team can perform their jobs better because **Seconds.Save.Lives®!** Your agency has to provide feedback and suggestions to help make Equature better.
2. Must be easy to work together and be open to learn from each other: We have 20+ year relationships with our clients today and the key to that success is simplicity in working together. We all understand the problems with overseas support, foreign call centers and red tape. Equature is a U.S. based company and we manufacture, sell, support, train and implement your solution A to Z. We work hard to make sure we are easy to work with. This is why we give our CEO's cell phone number out to guarantee your satisfaction (248-752-7301).
3. Partnerships must provide high value to both parties: Our Equature® NG9-1-1 Recording and Dispatch Improvement platform is neither the least or the most expensive on the market. One thing we do guarantee is that you will get three times the value on your investment. This is why

we offer a 100% Money Back Guarantee because not only do we guarantee the product, but we will pay for your time as well.

Here are some key highlights about us:

1. Equature is a member of the INC 500/5000 list of fastest growing companies in America four years running.
2. Equature sponsors and chairs several NENA and APCO NG9-1-1 standard's committees. We wrote the logging service requirements for NENA which are a core component of NG9-1-1 Recording. We participate in all NENA ICE (Industry Collaboration Events) and have been a NENA NG partner since 2008.
3. Equature focuses on a direct marketing model. We manufacture, sell, support, service and train all right here in the United States. We provide 24x7x365 Proactive Onsite Support anywhere in the U.S. within 4 hours. Our DSS Direct Advantage model allows us to build functionality faster based on our PSAP client's needs.

Some key highlights of the Equature® NG9-1-1 Performance platform:

1. **100% Content Search**- The Equature NG9-1-1 Performance Suite allows you to search for calls from any device like your MDT, Android tablet, iPhone, iPad and MAC based on words or phrases spoken during the call. For quality assurance, you can even search for calls based on certain words or phrases that were not spoken. This allows 100% of the content of the calls to be searched now!
2. **Dispatch Improvement Cycle** – The Equature NG9-1-1 Performance Suite provides a full auditable dispatch improvement platform for assessing dispatcher's response by call type, reporting/analytics and learning on demand training content. *Example: John does a good job of handling calls but scores low on telephone skills. With EQ you simple deliver the 8-hour Customer Service course and re-evaluate future calls and track John's improvement.* This is unique in the industry.
3. **CAD Capture** – Our seamless CAD Capture Module allows the user to automatically create scenarios based on call types from CAD (EIDD) and automatically populates data from CAD into Equature for advanced searching and reporting. This saves hours and hours every week for your team.
4. **One Integrated Platform** – The Equature NG9-1-1 Performance Suite is one integrated platform to capture all NG9-1-1 content (**VoIP, RoIP, SMS/MMS, Video, Mobile, Telematics, Police InCar/BWC Video, logging service, EIDD**). You have access to search, report, share, and assess all in one system. No other company provides this which means you are protecting your

investment for the future. All of the software is written by us and NOT taped together from several companies.

5. **Next Generation 911 Capture** – This means you do NOT have to buy a new system when your center has to accept other types of emergency communications like (text messaging (SMS & MMS), picture and video attachments, live streaming video, Telematics, and additional NG9-1-1 communications).
6. **Motorola P25 Astro / ISSI RoIP** – The Equature NG9-1-1 Platform is a leader for Motorola Validated radio recording. We have very unique features that allow us to share talk groups amongst different agencies to save significant investment dollars. We saved one client \$1 Million dollars with this feature. *See solution brief for details.*
7. **Visual Mapping Standard** – In English this means you can map your 911 calls and see exactly where they came from and you can do this from any search over any time period. This helps for proactive patrolling.
8. **Redaction, Cropping, and Notes Package** – Redaction is a new technology that allows the administrator of the system the ability to redact or “beep tone” out any personal or privileged information when creating a copy of a recording. Cropping is the ability to identify a meaningful segment of the call. Notes are the ability to place a note or tag for a call. This visual reminder is a way to easily go to the exact spot of the call at a later date.
9. **GPU** will drive ALL future innovations designed to improve service to citizens and first responder safety. Equature has a built in GPU Engine or Graphical Processing Unit Engine. As video will be delivered via NG 9-1-1 we also see an immediate need for Real Time and Archival of BWC (Body Worn Camera) video. We recommend that any new solution purchased, MUST have GPU processing built in today.
10. **Screen Recording** allows for the Dispatch computer screen(s) to be recorded and played back with the audio, (like a movie). You can not only hear what was said but see what they did as it happened during the incident.
11. **Quality Assessment Grading** allows for the scoring of dispatch calls helping to identify training opportunities and validating previous training sessions. Demonstrates the agency is being proactive in addressing deficiencies in dispatcher performance. Research shows that regular review of dispatchers’ performance has a highly positive effect on their overall performance.
12. **Learning on Demand** is a state of the art online learning platform designed to provide Public Safety call takers and dispatchers with 8-16 hr. course training. Courses are broken into 20-45-minute video slices with summaries, documents and quizzes. Research shows that retention is

improved by 70% when content is delivered in bite sized chunks. DSS Corporation is very operationally focused and knows training is critical to the success of any dispatch center because seconds save lives.

13. **Future Proof** – The Equature NG9-1-1 Performance Suite is built on interoperable and non-proprietary data. This means that the latest software release is compliant with all data from day one. This means we can make sure our system can run for 30 years in your center and always be new. We are a software company and we would simply update to new hardware.

Why partner with Equature?

1. Next Generation 9-1-1 and EIDD Technology leader and NENA/APCO Partner since 2008
2. APCO/NENA PSAP Working Group – Co-Leader, Michael Smith, DSS Chief Technologist
3. Patent pending Mobile Capture and Automated Scenario Reconstruction
4. Participant & committee member in all NENA Industry Collaboration Events (ICE)
5. ICE Steering Committee – Michael Smith – Vendor Representative
6. ICE 8: Interoperability with Recording & Logging Components – Michael Smith – Planning Committee Chairman
7. NG9-1-1 Standard for the Logging Service – Technical work completed by Michael Smith
8. Deal directly with a US Based manufacturer – not U.S. Regional Sales Office & Overseas manufacturer and a reseller that changes brands or worse handles multiple lines. Impossible to properly stock parts and be an expert on every system.
9. Large enough to provide the BEST system and the BEST support, Small enough to be flexible.
10. Open, standards based architecture, non-proprietary as required in the i3 published standards
11. Record all NG9-1-1 communication (Audio, Video, Chat, Image, Telematics, VoIP) and P25 rad
12. 40+ year old stable company (past 30+ years providing Communication Recording Systems & support)

We would love to partner with your team but in the event you decide not to partner with us, please make sure you do three things.

1. Get a letter from the recording **manufacturer, not a reseller** guaranteeing your system is NG9-1-1 ready, and will not require a fork lift upgrade. The last thing you want to do is buy twice! Typically 911 boards, County Commissioners, and City Councilmen frown on that behavior

2. Get a letter from the manufacturer, again not a reseller, guaranteeing that the product you are buying will not be **SUNSET** (obsolete) within the next 10 years.
3. Make sure you receive a written 100% money back guarantee!

Prepared by: Gary Define

Prepared for: Coweta Police Department

Equature Industry Specialist

NG 9-1-1 Division Equature.com/video

Implementation Schedule: (Estimated Business Days)

<u>Milestone</u>	<u>Responsibility</u>
Day 1 - Purchase order received by Equature	CPD
Day 2 - Pre-installation checklist created	EQ
Day 6 - Kickoff Meeting and acceptance of pre-installation responsibilities	EQ/CPD
Day 7 - Sample Data Streams, interpretations and documentation are provided	CPD
Day 8 - All user and station data delivered to DSS.	CPD
Day 8 - Data entry completed	EQ
Day 10 - System burn-in and testing completed	EQ
Day 10 - System assembly completed - unit shipped	EQ
Day 12 - System delivered to Coweta Police Department	EQ
Day 15 - Confirm Installation Date and Site Readiness	EQ/CPD
Day 30 - Installation and testing begins	EQ
Day 31-32 - On-site training begins	EQ

Equature is committed to providing value to our Public Safety customers. Our goal is to establish a long-term, Win/Win partnership with Coweta. Our mission in providing this value requires us to hire and retain top professionals. We have been fulfilling this mission for over 41 years.



Police · Fire · EMT · Military · Security

18311 W. Ten Mile Road Southfield, MI 48075
Telephone: 866.377.2677 Fax: 248.569.6567

5/28/2019

Equature NG 9-1-1 Recommended Upgrade

Melissa Ash- Director
Coweta Police Department
212 N. Broadway
Coweta, OK 74429

QTY	DESCRIPTION	PRICE
1	Equature NG 9-1-1 Performance Solution (expandable to 256 channels) 16 Channels	
	Solution Price:	\$19,674.00 \$14,674.00
	Installation, Configuration, Shipping, Training, Professional Services	\$1,750.00
	Total Solution Price: *Below H-GAC Pricing*	\$16,424.00

Optional Software

4 Screen Capture for Primary location	\$2,000.00	Included
4 Speech Recognition for all 9-1-1 Positions	\$5,800.00	\$4,000.0
Quality Assessment with Scorecard Analysis	\$1,500.00	Included
1- ANI/ALI Data Feed	\$3,250.00	\$2,625.00

Annual Service and Support 24/7/365 Onsite within 4 Hours \$2,200.00
Warranty: 1 Full Year

Terms: 100% due upon delivery of Equature Solution

Option II: With All Options Selected Above with zero finance fees and this is not a lease

Premier Partner Program – 5-year Payment Plan Direct to Equature \$6,000.00 per year

This is a standard service contract which replaces your existing service contract.

\$1,750.00 Due upon installation along with first year payment

Option III: With Free (Included Options Selected) with zero finance fees and this is not a lease

Premier Partner Program – 5-year Payment Plan Direct to Equature \$4,694.00 per year

This is a standard service contract which replaces your existing service contract.

\$1,750.00 Due upon installation along with first year payment

Signature of acceptance: _____

Option: I II III
(please circle)

Date: _____

Pricing expiration: 6-1-2019

In order to receive the \$10,925.00 in discounts and incentives, sign and send prior to expiration.

Signature secures the incentives and 100% performance promise and is pending our approval process with the city

OPTION II and III DESCRIPTION:

Client Appreciation - 5 Year Maintenance Program Includes: A Brand New Equature Recorder

- ✓ Receive new hardware with more storage and additional features.
- ✓ Dual Power Supply
- ✓ TLR Mirrored Internal Hard Drives for fault tolerance
- ✓ Speech Recognition of the 9-1-1 Positions (find calls based on spoken words, phrases, proper names)
- ✓ Screen Capture of the 9-1-1 Positions (watch what is happening on the call like a movie)
- ✓ Mirrored External Hard Drive for greater redundancy
- ✓ Quality Assurance with Agent Scorecard Analysis
- ✓ GPU Processing (Future Video Capture)
- ✓ NG9-1-1 and FirstNet Ready
- ✓ ANI/ALI Integration
- ✓ Industrial Grade Motherboard
- ✓ Upgraded Windows OS
- ✓ Maintain full access to your existing recordings.
- ✓ Full Maintenance included. (24x7x365)
- ✓ Lock in today's prices and save under our standard service contract

Equature Manufacturers Partnership Promise
100% Money Back Satisfaction Guarantee

Equature is pleased to offer this Money Back Satisfaction Guarantee. As a manufacturer and developer of Next Generation 9-1-1 Communication Capture Solutions, we are in direct contact with our customers and do not have to rely on the Reseller model of moving requests and concerns up the chain of command. You have a direct line to the top. We have over 20 years experience in servicing the Public Safety community and understand the needs and challenges you face each day. We have a long track record of success which allows us to offer the following guarantee. During the acceptance period, in the event the Equature NG911 Communication Capture system does not perform to standard 911 recording features and functions then Coweta Police Department can terminate the agreement with 90 days notice to correct the issues and receive a full refund.

We look forward to creating a long-term Business Partnership!

Coweta Police Department agrees to Partner and do business with Equature.

Agreed: _____

Printed Name: _____

Equature: Gary Define II – Industry Specialist

Date: _____ 5/28/19 _____



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Memorandum

To: Honorable Mayor and City Council
From: Brittany Long, City Clerk/Treasurer
Re: Supplemental Appropriations for City Funds
Date: June 19, 2019

BACKGROUND

Due to various unforeseen circumstances, a supplemental appropriation is needed to cover the unexpected expenditure:

- Due to the requirements of our 2016 Revenue Bond, the City is required to transfer Sales Tax to the PWA fund. The total Sales Tax received is higher than estimated amount, which requires supplemental to the Transfer Out: PWA-Sales Tax expenditure account (01-5501.020) in the amount of \$11,535.

STAFF RECOMMENDATION

Staff recommends approval of the supplemental appropriations to the 2018-2019 budget.

ATTACHMENTS

Proposed Resolution 2019-22

RESOLUTION NO. 2019-22

**A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COWETA, OKLAHOMA
ADOPTING AMENDMENTS TO THE ANNUAL REVENUES AND APPROPRIATIONS
FOR THE BUDGET OF THE CITY OF COWETA, OKLAHOMA, FOR FISCAL YEAR
ENDING JUNE 30, 2019.**

WHEREAS, the City of Coweta has received monies not anticipated that have not been appropriated in the budget for fiscal year 2018-2019; and

WHEREAS, the City of Coweta had unexpended unencumbered cash balances on hand at the end of fiscal year 2017-2018; and

WHEREAS, the City of Coweta has need for unexpected expenditures that were not appropriated in the adopted budget for fiscal year 2018-2019; and

WHEREAS, the City of Coweta, Oklahoma is required to make supplemental appropriations for revenue sources and expenditures not appropriated in the budget;

NOW THEREFORE BE IT RESOLVED by the City Council for the City of Coweta, Oklahoma, that the following supplemental appropriations be made:

GENERAL FUND

Revenue: Sales Tax	\$ 11,535.00
Expenditure: 01 5501.020 Trans Out: PWA-Sales Tax	\$ 11,535.00

PASSED BY THE CITY COUNCIL FOR THE CITY OF COWETA, OKLAHOMA, and signed by the Mayor this 19th day of June, 2019.

Evette Morris, Mayor

ATTEST:

APPROVED AS TO FORM:

Brittany Long, City Clerk

Ronald D. Cates, City Attorney