



CONFIRE

STAFF REPORT

DATE: October 24, 2023

FROM: Mike Bell
Project Coordinator

TO: CONFIRE Administrative Committee

SUBJECT: Revised Pricing Agreement with Central Square for CAD to CAD

Recommendation

Ratify executed amended with Central Square to establish the new subscription pricing model for the Unify CAD to CAD Hub.

Background Information

CONFIRE serves as the administrative and system oversight for the Inland Empire Public Safety Operations Platform (CAD to CAD). In this role, CONFIRE has secured grant funding for initial startup costs for the program under a competitively bid contract with Central Square Technologies (CST) that was finalized in March 2020. At that time CST only had a fixed pricing model available. Several agencies have gone live or are in the process of integrating onto the system under that pricing model which included an upfront license and services cost of \$128,000 per dispatch center and an ongoing cost of approximately \$22,000 annually.

The original contract with CST expired in September 2022. CST has since introduced subscription pricing for new participant which offer a significant reduction in upfront and on-going project costs. A new agreement has been negotiated with CST for existing and future participants that enables all to transition to the annual subscription pricing. This will save each agency approximately \$7,500 per year going forward.

At the August 14, 2023 meeting of the IE PSOP Exec Committee, it was agreed to recommend to the CONFIRE Admin Committee to move the existing participants to the new pricing model. The CONFIRE Admin Committee approved this recommendation at its August 22 meeting and gave direction to staff to execute a new agreement.

Fiscal Impact

CONFIRE and other participating agencies will save approximately \$7,500 per year. CONFIRE negotiated a substantial credit from Central Square in recognition of previous payments for annual system maintenance and outstanding costs for on-boarding new

agencies. This credit is in the amount of \$283,000 and will be applied to the first-year subscription fees for all existing participating agencies and the completion costs for two active projects (Ontario and CAL FIRE San Bernardino). Any remaining credit will be applied to future CAD to CAD program costs until exhausted.