

Memorandum



To: Gabrielle Whelan, Town Attorney
From: Clint Tada, Captain
Date: 9/8/2025
Re: Single Source Justification – CDCE Incorporated

Single Source Justification
Procurement of Panasonic Toughbook Mobile Data Computers and Cradle Point Routers from
CDCE Incorporated - Using NASPO Cooperative Agreement Pricing

The Police Department and Information Technology Department request consideration of single source justification for the purchase of Mobile Data Computers and Cradle Point Modem / Routers from CDCE Incorporated. These computers and technology equipment are designed for high durability, reliability, and performance in law enforcement field environments, and must meet specific technical and operational requirements. MDC computers are required to support ongoing operational and mission activities where commercial off-the-shelf (COTS) equipment is not sufficient. They will be used in demanding environments where ruggedization, reliability, and certified compatibility with existing software and hardware systems are essential. The authorized resale vendor for these products, CDCE Inc., is the Town's recommended preferred vendor.

Vendor:

CDCE Inc.
22641 Old Canal Road
Yorba Linda, CA 92887

CDCE Incorporated is the authorized and exclusive reseller/integration partner for Panasonic and Cradle Point within the United States. Their unique qualifications include:

- Authorized reseller for Panasonic Toughbooks and Cradle Point WiFi Router/Modem systems that meets operational and technical requirements.
- Proven expertise in integrating law enforcement Mobile Data Computer systems into existing infrastructure with guaranteed compatibility and manufacturer support.
- Direct access to manufacturer-certified parts, extended warranty services, hardware installation, and firmware/software updates that are not available through other distributors.
- Established track record supporting the Town of Los Gatos and Los Gatos-Monte Sereno Police Department with tailored deployment, configuration, and maintenance services that cannot be substituted without disruption to operations.
- CDCE technical support and services for previous procurements has been reputable and positive experience for the Town.

- Purchasing from the same vendor for replacement of equipment reduces buildout costs and maintains continuity of existing system functions.

Given these factors, CDCE Incorporated is the only vendor capable of meeting the requirements without significant risk to performance, continuity, and compliance.

This procurement through CDCE Incorporated will be executed under the **NASPO ValuePoint Cooperative Purchasing Agreement AR-3189 & MA-23019**, which provides competitively bid, pre-negotiated pricing. By leveraging NASPO:

- Pricing is compliant with public procurement rules.
- The agreement ensures cost savings through volume-based discounts.
- Administrative burden is reduced by avoiding duplicative solicitations.
- Market research confirmed that while other resellers may offer similar categories of products, CDCE Incorporated is the only authorized source for the specific configuration and integration services required. Other vendors cannot provide manufacturer-backed support or the bundled solutions available exclusively through CDCE.

Based on the above, procurement from CDCE Incorporated under the NASPO cooperative contract represents the most cost-effective, technically sound, and compliant solution to meet operational requirements for the Town and Police Department.

Recommended By:



Sai Kim

9/8/25

Date

Approved By:



Gabrielle Whelan, Town Attorney

Date