

PURCHASE OF DICTATION SOFTWARE FOR POLICE DEPARTMENT

July 24, 2012

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D-Prep is uniquely suited to provide the products and services for this project. As a Gold Level Partner with Nuance Communications, Inc., D-Prep is able to provide discounted pricing for the software licensing. In addition, they can provide a trainer who spent 27 years as a law enforcement officer, and 15 years using this software in a law enforcement setting.

FINANCIAL IMPACT


The Department will be purchasing 158 licenses, and at retail would have to pay \$101,977. D-Prep, LLC has secured discounted pricing for the Department, making the final purchase price only \$45,115, a 56% savings. This same discount of approximately 56% will be applied to the annual maintenance program, resulting in an annual per-user cost of \$39.75 (\$6,280 total annually.) A one-time fee of \$4,650 will provide training to Department personnel on use of the system.

The total cost of the project is \$56,045 and will be funded in the following manner: user licenses- which are fully transferable- will be funded by public-safety restricted grant monies, as will the training fee; annual maintenance costs will be absorbed by reallocating General Fund monies within the Department.

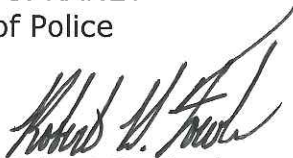
RECOMMENDATION

It is recommended that City Council:

- Approve the purchase of licensing, maintenance and training for dictation software from D-Prep, LLC, at a total cost of \$56,045; and
- Authorize the City Manager to execute the forthcoming agreement based on the attached proposal.



KEVIN J. RANEY
Chief of Police

By: 
Robert D. Fowler
Lieutenant

Recommended for Approval


Matthew Fertal
City Manager

Attachment 1: Proposal from D-Prep, LLC.

D-PREP, LLC.

*Training and Consulting Services for Disaster Preparation
And Critical Incident Response*

July 19, 2012

PROPOSAL and QUOTATION

Dragon Naturally Speaking Solutions
Nuance, Inc.

1. 158 licenses - Dragon NaturallySpeaking 11.5 Professional Version (State and Local Government Edition) - 158 licenses x \$265.00 per license = \$45,114.93
(Retail Price: 100 x \$599= \$59,900 -- 56% Discount)
2. 1st - Year Maintenance and Support, 158 licenses, Dragon NaturallySpeaking 11.5 Professional Version (State and Local Government Edition) –
158 licenses x \$39.75 per license= \$6280.50
(Retail Price: 100 x \$89.85= \$8985 -- 56 % Discount)
3. 1 - Dragon NaturallySpeaking Training Program
 - 2, One Day Sessions @\$2000 each = \$4000.00
 - 2, Three Hour Web Based Training Sessions @\$325 each = \$650
 - Total Training \$4650.00 (Training is not Discounted)

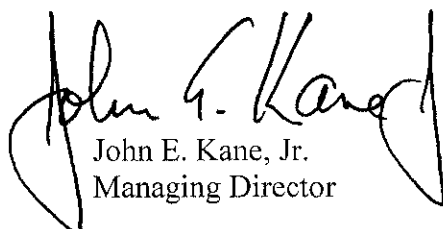
Total Quoted Proposal Amount = \$56,045.43

*If, the pricing quote it is the Nuance volume license program, licensing orders include a media set, paper license and headsets for each license. Additional manuals and CD media are not included but may be purchased separately. If one year maintenance is purchased, Nuance will furnish any maintenance releases, updates, and upgrade product to the licensed software listed above during the effective period (12 months).

**This proposal is non-binding upon the parties and Nuance reserves the right to modify this proposal at any time. This proposal shall expire 30 calendar days from the date first listed above. All rights and obligations of the Garden Grove Police Department and Nuance Communications Incorporated shall be set forth in an agreement between the parties and shall be executed by an authorized agent of each party.

Please contact me at the below listed numbers if you have any questions regarding this proposal. Thank you very much for the opportunity to submit this proposal to the Garden Grove Police Department.

Sincerely,



John E. Kane, Jr.
Managing Director

7485 Rush River Drive, Suite 710 / Sacramento, California, 95831

Phone: (916) 761-9130 / Fax: (916) 393-5310 / www.dprep.com / Email: info@dprep.com



GARDEN GROVE POLICE DEPARTMENT

INTRA-DEPARTMENT MEMORANDUM

To: Kingsley Okereke

Date: May 23, 2012

From: Robert D. Fowler

Subject: Nuance Communications - Single Source

The Police Department requests that D-Prep, LLC be considered a single source vendor for the purchase, training and maintenance of Dragon NaturallySpeaking Professional Version 11.5 dictation software by Nuance Communications, Inc.

The Police Department is in the final implementation stages of its new automated report writing system (ARWS). The new system is a paperless solution for the creation, storage, retrieval, and archiving of all reports generated by the Police Department. In an effort to make this new system truly paperless, the Department is purchasing dictation software that allows reports to be dictated directly into the ARWS.

The current retail price for a single-user license for this software is \$599. The Department will be purchasing 158 licenses, and at retail would have to pay a total of \$101,977 including tax. D-Prep, LLC is a Gold Level Partner with Nuance Communications, Inc. and, as such, has secured a single-user license price of \$265 each. After tax, the final purchase price through D-Prep, LLC would be only \$45,115, a 56% savings equal to approximately \$56,862. This same discount of approximately 56% was applied to the yearly maintenance program, reducing the cost of \$89.85 per user to a cost of \$39.75 per user.

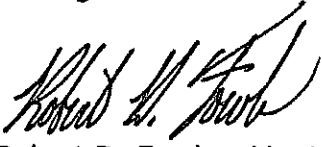
An Internet search revealed individual licenses ranging in price from \$490-\$599. All of these individual copies are usable on only one computer and they do not have the roaming capabilities provided by the server-based program distributed by D-Prep, LLC.

A thorough review was conducted of all available desktop speech recognition technology, revealing only two vendors, Nuance and Microsoft. The Microsoft product offers a limited ability to transcribe an officer's voice and does not deliver several of the key features required for a successful enterprise speech recognition deployment, including the following:

- The ability to use voice commands in addition to straight dictation
- The ability to support a user working on multiple computers
- The ability for others to review and edit transcribed text

Sandra Leguina
6/5/12
RF
6/5/12

It is for these reasons that the Police Department requests that D-Prep, LLC be considered a single source vendor for the Dragon NaturallySpeaking dictation software, training and maintenance.

A handwritten signature in black ink, appearing to read "Robert D. Fowler". The signature is stylized with a large, sweeping initial "R" and "F".

Robert D. Fowler, Lieutenant
Planning and Research Division
Garden Grove Police Department