



Columbia 9·1·1 Communications District

P.O. Box 998
St. Helens, OR 97051

June 2022

RE: New Lease Agreement – Equature

This past March, the District's current telephone and radio voice logging / recording system experienced a failure. While the system was brought back into service, the level of support from our vendor was less than stellar and far below a reasonable expectation for ease, efficiency and follow up.

The District was surprised to find out that the recording vendor (VoicePrint) had been sold to a competitor (NICE) sometime ago. While our new company representative ensured that we had been notified of this change in ownership and to include that our equipment would no longer be supported, we could not find any record of this notification and upon pressing the new owner / vendor for their copy of this notification, neither could they.

While the current system is operational, the fact that NICE will no longer support our hardware, the District staff began to research for a replacement.

We were provided a quote from our current vendor.

NICE - \$63,915.00

Challenges: One significant challenge in replacing any recording device at this time is the fact that we know we will be replacing our LMR system within the next few short years. Should the District change frequency bands, and specifically, should we move to a P25 system, the cost of this change to a digital recording format is exponentially more expensive.

To purchase a new system with the prospect of needing to change out major components within a few short years comes with financial risk.

The quote received by our current vendor also contained interesting terms and conditions that staff deemed unreasonable.

Solution: The District engaged with another vendor who offers an alternative to a traditional purchase.

Equature - Founded by Victor Mosed (who lives in the Portland Metro area) in 1972, Equature, formerly known as DSS Corp, is the leading provider of audio and video recording and analytics software, including 911 dispatch recorders and body cameras.

With a sole focus exclusively on public safety because they understand that excellent public safety is the foundation for safe neighborhoods, better education, and job growth.

For over 35 years, DSS / Equature has been providing cutting-edge technology solutions that increase operational efficiencies, accelerate first responder communication, and improve citizen satisfaction and security.

Equature is the chosen solution for NASA, US Border Patrol, NSA, Department of Homeland Security and more than 1,500 PSAPS including several here in Oregon.

The Equature solution is a 5 year lease with a full understanding that we may be changing our land mobile radios system and that by not purchasing this new system but rather leasing it, this will allow us the flexibility to change the infrastructure hardware and software with much more ease.

Annual expenditure - \$7,744.00 (includes 24x7x365 support monitoring and hardware/software warranty)

One time fee of \$2,000.00 for Professional Services – Shipping, configuration, complete installation.

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