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APRIL'S TOP PRE-RFP OPPORTUNITIES



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Introduction

Local governments start sourcing solutions over a year before the RFP is issued. To get your solution in front of government officials, you need strategic intelligence that puts you at the right place, at the right time, with the right context.

This report includes five pre-RFP opportunities related to technologies transportation, education, police, and fire departments are planning on purchasing. Don't miss out on these pre-RFP opportunities - start targeting these accounts today!

Use this report to further refine your sales and marketing strategies for the rest of 2023!



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TRANSPORTATION PRE-RFPS



1. Alexandria Department of Transportation and Environmental Services

Information within the Alexandria FY 2024-2033 Proposed Capital Improvement Program indicates that the Alexandria Department of Transportation and Environmental Services has allocated funding for a Fleet Management System. The agency has \$15K for FY24, \$15K for FY25, \$15K for FY26, for a total of \$45K. This project funds improvements to the City's suite of fleet management software. Core fleet management software provides for vehicle inventory, vehicle service record history, shop records, parts/material inventory and labor costs of repair. An ancillary fuel management system for dispensing fuel, controlling access to fuel, and tracking fuel usage by vehicle. A third software system monitors physical fuel storage, tank level, and leak detection. In FY 2024, emphasis will be on the two ancillary systems for fuel management and storage tank monitoring, as both systems are nearing end of life. Replacement of these software systems is dependent on physical construction planned for the fuel islands and on new fuel dispensing hardware being deployed.



2. Honolulu Department of Information Technology

Information within the City and County of Honolulu FY2023/2024 budget indicates that the City and County of Honolulu has funding allocated for the credit card enabled smart meters project. The Transportation Performance and Development budget includes \$3,187,198 for Phase 2 of 2 to replace the existing 2,000 coin meters with credit card enabled smart meters with 4G wireless communications. - The Transportation Technology budget includes \$450,000 for rental of Middle Street warehouse space to provide a workplace, parking and storage of City property for DTS Maintenance staff. - The Transportation Mobility Division includes \$2,606,330 for Human Services Transportation Coordination Program for Agency Provided Trips program enabling five (5) local social service agencies to transport their clients who would otherwise use TheHandi-Van.



3. Ada County Highway District

The Ada County Highway District may acquire a Human Resources Information System (HRIS). The Ada County Highway District is seeking a HRIS software to serve all ACHD's Human Resources (HR) functions including Recruitment, Application Tracking, Onboarding, Employee Development and Training, Succession Planning, and Performance and Employee Management. An Employee Self Service function is desired. The HR department is seeking solutions that will integrate with the current payroll and benefits management solution Vista Viewpoint and Laserfiche.



4. Nebraska Department of Transportation

The Nebraska Department of Transportation will establish Professional Services for Broadband Strategy Development and Implementation. One of their tasks is to develop a strategic plan that maximize the use of public and private resources. The Broadband Equity and Access Deployment (BEAD) Program provides federal funding for grants to states for broadband planning, deployment, mapping, equity, and adoption activities. NDOT intends to soon publish a new RFQ to help it develop a Needs Assessment and five-year Action Plan congruent with the requirements of the BEAD Program. This project is expected to be published April 2023.

5. Metropolitan Transportation Commission

The Metropolitan Transportation Commission (MTC) will hire a consultant to provide web development and data engineering support services for the Vital Signs website. The selected consultant will be expected to provide general maintenance, bug support, accessibility compliance, and feature development for the Vital Signs website. The selected consultant will also be expected to advise on and assist with the implementation of the Vital Signs indicator dataset development and ingestion pipeline. Key technologies anticipated for this project include but are not limited to Typescript (Next.js, Chart.js), Netlify, Decap CMS, Mapbox, Tableau, GitHub, Python (pandas, geopandas), Amazon Web Services, Jupyter Notebook, and Tyler Technologies Data & Insights Open Data Platform. The consultant may also be asked to support other Vital Signs related tasks such as, but not limited to, developing new indicators, writing web narrative, interacting with internal/external stakeholders, performing user research, and identifying/implementing user engagement strategies.





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EDUCATION PRE-RFP OPPORTUNITIES



1. State University of New York at Buffalo

The State University of New York at Buffalo may acquire a Time and Attendance Cloud Solution. The scope includes, but is not limited to: - Integration with other systems- Reporting capabilities- Clocks with the ability to access via swipe card- File export capabilities- Support for 1,000 - 1,500 licenses- Support for 50-55 clocks- Migration of current data to cloud solution- Geo-location functionality- Overtime module- Overtime equalization functionality- Approval process- Time off requests- Leave module- Ability to track costs/assign labor based on building or property- Ability to have multiple "companies" with different sets of business rules- Ability to schedule work hours for 3 shifts



2. University of North Carolina at Chapel Hill

The University of North Carolina at Chapel Hill may acquire a Medication Adherence Smart Device. The university is seeking to identify the range of options available for hardware with integrated software to remotely monitor and record day-to-day medication adherence via a "smart device" for an ongoing clinical trial. A "smart device" is defined as (a) a smart prescription drug bottle or (b) a smart cap that goes on top of a generic or vendor-provided prescription drug bottle.



3. Teachers Retirement System of the State of Illinois

The Teachers' Retirement System of the State of Illinois may establish Pension Administration Solutions and Services. TRS seeks to gain an understanding of the following:

- * Availability of COTS and/or framework solutions that provide: Fully integrated pension and benefits features to support line-of-business activities, including benefits, payroll, accounting, reporting, integration, workflow, and Customer Relationship Management (CRM) components as well as self-service portals for members and annuitants. TRS administers a defined benefit public pension plan which has two tiers and a 457(b) deferred compensation plan.
- * The ability of COTS/framework products to integrate with systems we intend to continue to use, specifically:
 - * A proprietary employer reporting system that includes both line-of-business (LOB) as well as an employer-facing portal
 - * Laserfiche, imaging and record management system
 - * MS Dynamics (D365) used for accounting
 - * Cisco phone system
 - * External systems used for such functions as annuitant payroll and benefits
 - * Data conversion support provided by vendors such as data cleansing, mapping and data import utilities, as well as the support of data transformation, data loads, and data reconciliation
 - * Options such as packaged vs. best-of-breed solutions
 - * On-premises vs. cloud-based solutions
 - * the level of interest of potential bidders
 - * the estimated duration required to complete the system development and implementation project
 - * General pricing structure (DO NOT INCLUDE specific customization or detail pricing) to help the System evaluate the potential costs for the overall project for budgeting purposes.
 - * project management methodologies used
 - * frequency of application releases
 - * expectations of time and responsibilities required of TRS staff
 - * Audit logging of changes made within the System, the integrity of the data, and the availability to export the data
- * The ability to integrate our current security roles into a COTS solution



4. University of Missouri System

The University of Missouri System on behalf of the University of Missouri Health Care may acquire a Point of Sale Solution for Gift Shops. It is also vital that the system has excellent tracking and reporting features. This is extremely important for tracking sales, inventory, credit card transactions, payroll transactions, department charges, loyalty program etc. Overall solutions minimum qualifications: * Reports of every transaction for every register. * Separate Reports for each Media Type. * Inventory Scanning, Tracking and Reporting * Touch-screen monitors * Compatible with Verifone VX520 Credit Card & Payroll Terminals * Include a Training Mode * Include Bar Code Software * Include on-site support * Training support and dedicated liaison * State-of-the-art firewalls, intrusion detection systems (IDS), Anti-Virus (AV), data encrypted at rest, comprehensive access & authorization controls, patch & change management, log management & auditing, event monitoring, secure data backups, and regular vulnerability scans.



5. Tarrant County College District

The Tarrant County College District may acquire an Integrated Workplace Management System. TCCD RE&F seeks to find out more about industry-leading IWMS that provide capabilities across the full system of the enterprise. Due to increased facility maintenance and capital improvement demands, the need for an integrated facility solution platform becomes apparent for the College to learn about solutions on the market. IWMS should integrate business processes and data elements with other college's legacy systems (e.g., Enterprise Resource Planning (ERP) - Current ERP: Colleague; Future ERP: Anthology) for an optimum solution. Aligning these elements will allow TCCD RE&F to maintain accurate, consistent data, thus allowing the College to make data-driven, strategic decisions regarding the efficient and effective use of resources.





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LAW ENFORCEMENT PRE-RFP OPPORTUNITIES



1. New Hampshire Department of Safety

The New Hampshire Department of Information Technology, on behalf of the New Hampshire Department of Safety, may acquire a Media Technology Update for the State Emergency Operations Center (SEOC). The Department is interested in media and video conferencing technology platforms that can support the SEOC's emergency response efforts. Specifically, they are seeking information on media technology platforms that can: Provide real-time situational awareness and information sharing by disseminating and displaying media feeds across multiple stakeholders, including emergency responders, government agencies\officials, County, and community organizations. Facilitate communication and collaboration among emergency response teams, including the ability to conduct virtual meetings, present dashboards, and other applications both onsite and multicast or another standard. Support the ability to display aggregate data from multiple sources to assist with informed decision making. Provide reliable, scalable, secure media\video conferencing technology infrastructure that ensures uninterrupted access to critical information during emergency situations.



2. Tennessee Department of Safety and Homeland Security

The Tennessee Department of Safety and Homeland Security may acquire an Intelligence Sharing Solution. The scope includes, but is not limited to: (1) A major challenge in law enforcement is the ability to rapidly and in real time share information between agencies. An event occurs in one jurisdiction, but notification to other agencies in an immediate or even timely manner is difficult and oftentimes non-existent. This difficulty is particularly evident in situations involving agencies across state boundaries. Gangs and even individual criminals operate without consideration of jurisdictional boundaries. A better solution is needed for notifications and the immediate distribution and access to intelligence and incident information. An even better solution would provide for immediate and automatic distribution of information to authorized personnel who have requested all updates on specific incidents or types of incidents and notifications of all information updates on shared intelligence and information; (2) Another challenge is the need for a simple database that enables participating law enforcement agencies to securely collect, store, and make available information on incidents, persons, gangs and other intelligence/information as needed to support investigations. The system or "platform" must be secure, immediately accessible, and searchable by authorized persons, along with being easy to learn and use; and (3) We are seeking a secure web-based platform supporting planning, daily operations, communications, and emergency response as it relates to intelligence and information sharing. Preferably one that has been in use nationwide for at least three (3) years by law enforcement agencies. The vendor should have documented experience for having a system known for its reliability, simplicity, and effectiveness within the law enforcement and/or intelligence community.



3. Alaska Department of Public Safety

The Alaska Department of Public Safety may establish Background Investigation services. DPS is seeking information from potential vendors to provide about services offered that include the following:

- * Review of the applicant's application and personal history questionnaire
- * Interview with applicant
- * Determine inappropriate behavior past and present
- * Fingerprinting and firearms assessment
- * Driving record evaluation
- * Law enforcement contacts or incidents review
- * Financial checks
- * Education checks
- * Social media review
- * Citizenship and age verification
- * Military service history review
- * Marriage history
- * Employment history
- * Relative and reference checks
- * Neighborhood check
- medical and psych assessment
- * Polygraph assessment
- * National decertification check

* Provide final report listing the applicants' strengths and weaknesses. The number of background investigation done by DPS personnel varies year to year, but DPS completes averages approximately 500 similar recruit background investigations per year.



4. York County Sheriff's Office

The York County Sheriff's Office will acquire Mobile Data Terminals Replacement. The Office is seeking replacement of the existing mobile data terminals and mobile data overlay system. The system includes high speed modems installed in all law enforcement vehicles with enhanced network security and integration with the Computer Aided Dispatch system and the existing OSSI records management system. This allows real time exchange with Central Dispatch, the State Police, and FBI. It also allows graphics, such as mug shots and files to be downloaded, field based and incident reporting systems, and access to the County intranet. Equipment was replaced in FY2019 and has an estimated useful life of five years. Mobile data technology has long been used by public and private entities to enhance operational efficiency and effectiveness. Public safety agencies find that this technology is an essential capability that, when available, improves not only efficiency but can have a dramatic effect on their operations. It further improves communications between operational units and the emergency communications center. Now that there is an efficient backbone for data transfer in place (the new radio system data transmission capabilities over radio frequencies/microwave), the next logical step is to continue to equip the Sheriff's Office with this tool.



5. Grand Junction Police Department

The Grand Junction Police Department may acquire a 9-1-1 Phone System. The current 9-1-1 Environment is as follows:

- Population of Mesa County is approximately 157,500.
- There are approximately 42 emergency communications specialists and 9 supervisors.
- Approximately 293,268 telephone calls for service were responded to in 2022.
- Of these, 80,582 were 9-1-1, with 212,686 being administrative and 0 ten-digit emergency.
- The current telephone system was installed in 2015.
- The current 911 Public Safety Answering Points (PSAP) Telephone System uses Viper.
- The telephone system supports 22 call-taking positions, 1 police dispatch position, 1 sheriff office dispatch position, 1 fire dispatch position, and 2 supervisor positions.
- The current workstation consoles are Xybix standard line of radio/telephone workstation consoles.
- The current system has 10 CAMA or SIP (ESInet) trunks, 16 Analog Loop/Ground Start admin phone lines, 3 Analog Ring down circuits, and 9 Admin T1/PRI interfaces.
- GJRCC configures all workstations the same. Any function can be completed at any of the 22 workstations. All are equipped to handle 9-1-1 and admin call-taking, fire dispatching, and law enforcement dispatching. The exception is that the fire station alerting system is only loaded onto a couple of the workstations.





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FIRE DEPARTMENT PRE-RFP OPPORTUNITIES



1. Honolulu Fire Department

Information within the Honolulu Department of Transportation Services FY2024 Budget(link is external) indicates that the Fire Communication Center (FCC) will be refreshing its dispatch (non-computer-aided dispatch system [CADS]) computers. These computers run software that provide additional capabilities to HFD call taker/dispatchers, including: Deccan LIVEMUM, a relocation program that assists HFD dispatchers in maintaining islandwide coverage and recommends unit movement to cover gaps in areas where apparatuses are at incidents or out of service for administrative or mechanical reasons; Access to traffic cameras to locate/identify Departmental Budgets City & County of Honolulu Proposed Operating Budget FY 2024 B-107 Fire Honolulu Fire Department incidents; Exacom Recorder, a program to retrieve tactical radio transmission and E911 recordings; Rapid SOS, a program that produces the E911 caller's location through the phone's coordinates instead of cell tower triangulation; Prepared LIVE, a program that allows an E911 caller to send video/pictures to the dispatcher.



2. York County Department of Fire and Life Safety

The York County Department of Fire and Life Safety will acquire Mobile Data Terminals. Public Safety agencies have found this technology to be an essential capability to access reference systems, Computer Aided Dispatch (CAD) information, graphic and mapping data to enhance real times statistics, as well as decision making. This is a standard capability used by fire and rescue agencies across the nation. Now that there is efficient backbone for data transfer in place (the new radio system data transmission capabilities over radio frequencies/microwave), the next step is to continue to equip Fire and Life Safety with this also. Mobile data technology has long been used by public and private entities to enhance operational efficiency and effectiveness. It further improves communications between operational units and the Emergency Communication Center.



3. Kenosha Fire Department

The Kenosha Fire Department will acquire Drones. The Department is seeking DJI Matrice 30T Drone with additional batteries, charging station, carrying case, additional propellers, remote control and one year tech support. Drone must have clear visual and thermal imagery, extended flight time and harsh climate functionality (wide temperature range operation). In addition, training and certification for six KFD members. Location: Deployable from Battalion 1 of vehicle to be determined Justification: A drone gives the KFD a valuable tool to provide real time information which improves situational awareness and greatly aids in mitigation of emergencies. Drone use can reduce risk at fire and hazmat scenes by providing thermal imaging of hot zones and hazard/leak detection. They can reduce the time to locate drowning victims, swimmers in distress or trapped victims. Drone footage can aid in post fire planning.



4. Alexandria Fire Department

The Alexandria Fire Department will acquire Knox Box Replacement. The Knox Box is a lock-box device affixed to the outer structure of public and private buildings. It is primarily utilized to secure keys, key cards and key fobs that allow access into the buildings they are affixed to in the event of a public safety emergency and/or need for fire/rescue services and support. Many Knox Boxes hold business cards and contact information of the building manager, along with the entry keys. Since its introduction in 1997, the City of Alexandria has approximately 4,200 Knox Box locks in use.

The goal of this project is to replace the key cores in all existing Knox Boxes. The current design is a traditional key with a manual style core. The new design will replace the manual core with an electronic locking device and replace the traditional key with an electronic key fob. When the key fob is placed against the Knox Box, the user must then enter a code to access the items in the box.



5. Seattle Fire Department

The Seattle Fire Department will develop plans to acquire an Improved Technology to Provide Information for 911 Response Calls. This will create better link between the city's Computer-Aided Dispatch (CAD) system for dispatching law enforcement to the Seattle Police Records Management System (RMS) system. The system is used by public safety departments, allowing Community Safety and Communications Center 911 dispatchers to support safety for emergency responders and the people they interact on 911 calls, by providing more information to the responders.



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