



## City Council Meeting - Final

August 07, 2023

7:00 PM

- 
- P. GRA2023-02** Approval and acceptance of the federal money Public Safety and Community Violence Reduction grant award for the next three years, supporting the purchase of FUSU's software as awarded by the Governor's Office of Planning and Budgeting and authorize the Mayor to sign and execute all related documents.

## Meredith Holt

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**From:** GrantCare Manager <GrantCare\_mgr@opb.georgia.gov>  
**Sent:** Thursday, June 8, 2023 4:22 PM  
**To:** Meredith Holt  
**Subject:** Grant Award Notification - GA-0013950 - FUSUS- Real Time Crime Center

External: This came from outside of Smyrna's email system.

Dear Smyrna Police Department,

Congratulations on your **Public Safety and Community Violence Reduction** award. This email contains the next steps to get your organization set up in the Georgia Grants Management System. You will need to complete the following steps to accept your award. Please click on the links for instructions on how to complete each task.

- Step 1. Sign Terms and Conditions (T&C)
- Step 2. Georgia Grants Portal Access
- Step 3. Vendor Management Form and W-9
- Step 4: Final Budget Approval

Grantees will be able to submit for eligible reimbursement within their approved budget categories once onboarding is complete. OPB has a tutorial on payment request on the For Grantees webpage: <https://opb.georgia.gov/covid-response/grantees>.

The Program Specialist assigned to this grant is Max Levy, [max.levy@opb.georgia.gov](mailto:max.levy@opb.georgia.gov). Please reach out to Max Levy with any questions or concerns as it relates to your award or the onboarding process.

We look forward to working with you.

Thank You,  
Georgia Grants Administrator



**Support:** If you need assistance, please email us at [grants@opb.georgia.gov](mailto:grants@opb.georgia.gov).  
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**Disclaimer:** This is official correspondence from the State of Georgia Governor's Office of Planning and Budget. If you need assistance, you can email us at [grants@opb.georgia.gov](mailto:grants@opb.georgia.gov).



# SMYRNA POLICE

2646 Atlanta Rd, Smyrna, GA 30080  
(770) 434-9481 • [www.smyrnaga.gov](http://www.smyrnaga.gov)

Chief of Police  
Keith Zgonc

Deputy Chief  
Mark Binicewicz

**Date:** June27, 2023

**Person Requesting:** Meredith Holt  
Lieutenant, Office of Professional Standards

**Issue:** The Police Department is requesting Mayor and Council approve the Public Safety and Community Violence Reduction grant award. It is a 3-year award supporting the purchase of FUSUS software. This grant is federal money awarded from the Governor's Office of Planning and Budgeting.

**Background:** The mission statement of the Smyrna Police Department is to create a safer community by delivering superior services through innovation, data driven analytics, and commitment to community partnerships. FUSUS software encompasses our entire mission statement and is a force multiplier for deterring violent crime. The award amount is \$230,000 with a 10% cushion for a total of \$253,000.

**Requested Action:** The Police Department has reviewed the grant and is in the process along with Finance to accept the grant before it's deadline on August 10, 2023. We are asking the Mayor and Council to approve and accept the Public Safety and Community Violence Reduction grant award.



**ORIGINAL**

June 26, 2023

Chief Keith Zgonc  
Smyrna Police Department  
2646 Atlanta Road Se  
Smyrna, GA 30080

**APPROVED**

Per the City of Smyrna  
Mayor and Council  
Official Meeting Minutes

**SCANNED**

BY: \_\_\_\_\_ Date: \_\_\_\_\_ Date: \_\_\_\_\_

Subject: Service Agreement Proposal

Dear Chief Zgonc,

Fusus is honored that the Smyrna Police Department is considering our organization to support its community safety initiatives by providing a platform to view public and community video sources for incident situational awareness and investigations.

Fusus will provide a video and data collaboration platform to expedite intelligence gathering and efficiency of response to situations as they unfold throughout the community. Further, the platform is tied to a community-facing website portal for video camera registry, providing a tool for identifying the location of cameras in proximity to incidents, as well as a means for efficient outreach to collect recorded video and image files from camera owners both public and private.

This Service Agreement Proposal and related software subscription will become effective upon signing and continue for thirty-six (36) months.

1. Initial Scope of Work: The following fusus Pro Package software and associated hardware will be delivered and installed as part of this agreement.
  - a. fususONE<sup>™</sup>: Initial setup, access and training of users to include up to 500 data points and 500 public/private video feeds
  - b. fususCORE<sup>™</sup>: Installation and setup of:
    - i. Ten (10) fususCORE Pro<sup>™</sup> Appliances
    - ii. One (1) fususCORE Elite AI<sup>™</sup> Appliance
    - iii. Fifteen (15) fususCORE Lite<sup>™</sup> Appliances
  - c. fususREGISTRY<sup>™</sup>: Creation of a custom website portal for community members to register privately owned cameras
  - d. fususVAULT<sup>™</sup>: Implementation of a CJIS compliant evidence vault for the storage of up to 5 TB of videos and still images captured via the fususONE<sup>™</sup> platform
  - e. fususOPS<sup>™</sup>: Implementation of our smart-phone app which provides viewing of live camera feeds and setting up and transmitting the location of teams for special events and critical incident management
  - f. fususTIPS<sup>™</sup>: Implementation of our SMS service that provides text communications of pictures, audio and video directly into fususVault<sup>™</sup>
  - g. fususNOTIFY<sup>™</sup>: Implementation of our SMS text service that provides text notifications to community members
  - h. fususAlert<sup>™</sup>: Implementation of our iOS/Android application which provides panic alerting to fususONE<sup>™</sup> along with geolocation of persons in distress and automatic docking of nearby camera assets in the fususONE<sup>™</sup> platform
  - i. fususANALYTICS<sup>™</sup>: Implementation of our crime and incident heat mapping and analysis platform
  - j. fususCONNECT Call-Out: One (1) month fusus call-out to businesses within the jurisdiction to assist with camera registration and integration

- k. **fūsusCONNECT Microsite**: Development of an agency specific website landing page to assist with building camera registration and integration of community video assets
- l. **fūsusINCIDENT™**: Implementation of the Fūsus Situational Awareness system for bi-directional telestration, icon marking, floorplan room clearing, planning, and resource staging from Emergency Operation Center workstations and mobile field-based users on laptops and iOS/Android mobile devices
- m. **fūsusLIVELINK™**: Provision of a live link system which allows 911 callers to initiate a camera stream in the event of an emergency to the Department, along with a one-to-many methodology for secure and encrypted responder-group sharing during an emergency

Note: fūsus™ will provide continuing data and IoT integrations at no additional charge for the life of the agreement

2. **Payment and Subscription Terms:**

- a. **Payment 1:** Due Upon Contract Signing **\$ 80,000**
- b. **Payment 2:** Due Upon 1<sup>st</sup> Anniversary of Contract Signing **\$ 75,000**
- c. **Payment 3:** Due Upon 2<sup>nd</sup> Anniversary of Contract Signing **\$ 75,000**

Invoices for payments 2 and 3 will be sent 60 days prior to their respective due dates.

Note: Additional fūsusCORE™ appliances may be purchased for the following per unit price schedule.

- a. CORE Lite: \$200/each
- b. CORE Lite Extended: \$300/each
- c. CORE Pro: \$600/each
- d. CORE Pro Extended: \$1,000/each
- e. CORE Elite: \$4,000/each
- f. CORE Elite AI: \$5,000/each

3. **Bill of Materials Included with the Service:** As part of the annual subscription price, each system will include the following:

- a. fūsusONE™ SaaS
- b. Unlimited video alerts, access, and video download
- c. fūsusCORE™ warranty and technical support for the life of the agreement
- d. Unlimited fūsusOPS Application for Android and iOS Devices

Subscription to fūsusONE™ includes all the following:

- a. Unlimited Users for Your Agency to fūsusONE™ – Real-Time Crime Center in the Cloud
- b. Unlimited Access for Your Agency to the fūsusONE™ Dashboard
- c. Floorplan Integration for designated locations in fūsusONE™
- d. Ongoing Integration Services with the CAD System
- e. Installation and Technical Phone Support
- f. Provide a Full Solution Warranty for the Life of the Agreement
- g. Live U.S.-Based Phone Technical Support for the Life of the Agreement

4. Technical Requirements:

- a. Camera live-sharing compatibility will be assessed for each location before CORE delivery.
- b. The customer will designate a primary POC for the deployment of the fūsus™ solution.
- c. Minimum network speed of .5 mb/s per viewed camera for live video sharing through the system.

5. Terms and Conditions:

The use of and access to fūsus™ products and services is subject to the fūsus™ Terms of Service V08.30.2022 found at <https://www.fusus.com/fusus-terms-of-service>.

The Termination for Convenience Clause Asserts that the customer may, at its sole discretion, terminate the agreement with 30 days of written notice to Fūsus. Services will be reimbursed on a pro-rated basis from the last day of the term through the agreement's remainder. The cost of any unreturned or unserviceable fūsusCORE(s), as listed above in Section 2, will be deducted from the refund.

We are privileged to work with you on this project. Should you have any questions at any time, please feel free to call (765) 237-1769 or email me at [jdw@fusus.com](mailto:jdw@fusus.com).

Respectfully,



John Watson  
Vice President of Sales

Approved (Signature): \_\_\_\_\_

By (Print Name/Title): \_\_\_\_\_ Date \_\_\_\_\_

ATTEST:

\_\_\_\_\_  
Heather K. Peacon-Corn, City Clerk





# fusus

# ORIGINAL

## Smyrna Police Department

### Smyrna PD GA

2800 King Street Southeast  
Smyrna, GA 30080  
United States

### Keith Zgonc

kzgonc@smyrnaga.gov  
4044567445

Reference: 20230626-152238903

Quote created: June 26, 2023

Quote expires: July 28, 2023

Quote created by: Jim Price

Public Safety Advisor

jp@fusus.com

678-858-3013

### Comments from Jim Price

### Products & Services

Item & Description	Quantity	Unit Price	Total
Pro Package SaaS SaaS Subscription to Include 500 Data Points/Video Streams and 5 TBs of Cloud Storage	1	\$75,000.00 / year	\$75,000.00 / year for 3 years
Core Elite AI Appliance	1	\$5,000.00	\$5,000.00
Core Pro Appliance	10	\$600.00	\$0.00 after \$6,000.00 discount
Core Lite Appliance	15	\$200.00	\$0.00 after \$3,000.00 discount

**APPROVED**

Per the City of Smyrna  
Mayor and Council

Official Meeting Minutes

Date: \_\_\_\_\_

**SCANNED**

BY: \_\_\_\_\_ Date: \_\_\_\_\_

**Subtotals**

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Annual subtotal \$75,000.00

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One-time subtotal \$5,000.00

after \$9,000.00 discount

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**Total \$80,000.00**

**Purchase terms**

**Questions? Contact me**



Jim Price  
Public Safety Advisor  
jp@fusus.com  
678-858-3013

Fusus, Inc.  
5550 Triangle Parkway  
Peachtree Corners, Georgia 30092  
United States of America

ACCEPTED:

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Derek Norton, Mayor

Date



ATTEST:

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Heather K. Peacon-Corn, City Clerk