

## **Sole Source Justification for e3 Solutions, Inc. to provide LenelS2 Access Control and Milestone VMS**

### **Access Control**

Standardization under one access control platform is the most cost effective and efficient solution for the City. Our previous access control system was a Lenel system. This system was used in all access-controlled facilities except the Yakima Air Terminal, which uses a Honeywell system. By 2017 we had reached our licensing limit for portals and needed to upgrade. S2 Security is a manufacturer of access control systems that we had been looking at as a potential replacement for our aging Lenel system. There were several reasons for considering S2:

- S2 is the only non-Lenel access control system that is fully compatible with our existing Lenel Mercury controller boards which we knew would save us thousands of dollars over other solutions.
- S2 has more cost effective licensing compared to our previous Lenel licensing.
- S2 has an “appliance” solution that includes hardware and licensing for less than the cost of the licensing alone from Lenel.
- S2 has a Web interface so no client software is required, and it provides all the features and functionality that we require and more features that we will use in the future.

In 2018, Lenel and S2 merged to become LenelS2. This made an upgrade to the LenelS2 platform even more logical since S2 and Lenel are now both under the same umbrella. This provided us with the assurance that LenelS2 will continue to support our mixed environment with legacy Mercury boards and it made an upgrade to the S2 platform a fully supported migration. At the end of 2018, we migrated to a LenelS2 appliance and retired the Lenel server. Possibly the biggest benefit to the upgrade to a LenelS2 system is that we now have a local reseller/integrator in Yakima. E3 Solutions, Inc. was an existing certified S2 reseller, and continues to be a certified LenelS2 reseller. Having a local reseller who can sell, install, and service our access control system is very important since this is a critical security system. Since the City first implemented Lenel access control at City Hall and at the Law and Justice Center we have never had a local reseller of that system. This has resulted in increased costs because travel expenses from the Seattle or Spokane areas had to be built into every project or service call. This has also resulted in at times unacceptably long waits for service calls. If at some point e3 Solutions Inc. is no longer able to sell or service LenelS2 systems we will have to utilize a reseller that is outside of this area, but as long as there is a local reseller that also provides good prices, service, and expertise, then it is highly beneficial that the City use the local reseller. E3 Solutions, Inc. has completed several projects for the City and has proven to be economical, reliable, and has provided quality products and service.

Attached is an email from Justin Smith, Regional Sales Manager with LenelS2 confirming that *e3 Solutions, Inc. is the only certified LenelS2 reseller in the Yakima area.*

### **Security Camera Video Management System**

Prior to 2014, the City had several disparate security camera video management systems (VMS) including Lenel DVRs, Lenel NVRs, and other consumer grade systems. Because standardization under one security camera VMS is the most cost effective and efficient solution for the City, starting in early 2014 all upgrades and new security camera installations were implemented using Milestone XProtect Professional VMS. While Milestone VMS has proven to be a reliable and cost effective solution, it was

also chosen because we have a local reseller, e3 Solutions, Inc. As with other physical security systems such as access control, it is far more cost effective to have a local reseller to install, service, and support our security cameras and VMS. Moreover, service response time can be critical when cameras affect employee and customer safety. As our Milestone reseller of record, e3 Solutions, Inc. has installed almost 100 security cameras for the City.