



**FORTY NINERS STADIUM MANAGEMENT COMPANY**

Date: August 2, 2023

To: Executive Director  
Santa Clara Stadium Authority

From: Jenti Vandertuig  
Procurement Director

Subject: Recommendation for Award for Mobile Pro Falcon 3100 Trailers for Levi's Stadium

**Recommendation**

Recommend approval and award of a one-time Purchase Order to LRG Technologies, Inc. DBA Mobile Pro Systems (Mobile Pro) to purchase six Mobile Pro Falcon 3100 trailers in the amount of \$389,982.11 (inclusive of all applicable sales tax).

**Because this document contains information regarding security systems at Levi's Stadium (Stadium), we recommend that the Santa Clara Stadium Authority (SCSA) limit the public disclosure/discussion of this particular item, to the extent possible.**

The Forty Niners Stadium Management Company LLC (Stadium Manager) Security department has a need to procure closed-circuit television (CCTV) pop-up trailers, commonly known as video surveillance equipment. The purchase of CCTV pop-up trailers was approved as part of the FY23/24 SCSA Capital Expenditures budget to provide adequate video surveillance coverage and audio messaging to remote locations.

The mobile CCTV pop-up trailers provide flexibility to security operations. Security has the ability to deploy the CCTV units to various locations given current demand. The CCTV units can be used to direct law enforcement to different areas on an as-needed basis. These units can be deployed on event days to parking lots outside of the stadium footprint **that currently have no camera coverage**. They can also be used on both event or non-event days when the CCTV cameras are scheduled for maintenance or additional video coverage is required. These CCTV pop-up trailers will aid in maintaining compliance with the Department of Homeland Security Safety Act requirements. Due to the success of the past deployments of CCTV trailers, Stadium Manager recommended additional systems as part of the FY 23/24 SCSA Capital Expenditures budget.

### Single Source Justification

As part of the FY21/22 SCSA Capital Expenditure acquisition, in July 2021, Stadium Manager conducted a competitive solicitation process and recommended the SCSA Board approve an award to LRG Technologies, Inc. DBA Mobile Pro Systems for the purchase of four CCTV pop-up trailers. The SCSA Board approved the recommendation on August 24, 2021. A subsequent recommendation for the purchase of four additional CCTV pop-up trailers was approved by the SCSA Board as part of the FY 22/23 SCSA Capital Expenditures budget on July 12, 2022.

Stadium Manager determined that procuring Mobile Pro Falcon 3100 CCTV pop-up trailers as a single source was warranted for the following reasons:

1. The requirement to have the CCTV pop-up trailers compatible with our Genetec security system and achieve interoperability with existing systems;
2. Ensure functionality to match the existing equipment procured in August 2021 with respect to operability, maintenance and repair; and
3. Facilitate expansion of our current infrastructure currently in use at the Stadium.

Mobile Pro is the manufacturer of the Falcon 3100 CCTV trailers. Even though Mobile Pro has authorized distributors in the US, these distributors do not provide the required services to install the software licenses and camera kits required to make the CCTV trailers fully operational prior to delivery. Therefore, Stadium Manager requested Mobile Pro to provide a quotation with required specifications, Genetec security licenses, Genetec license plate reader kits and related accessories, including installation and configuration services.

The CCTV trailer camera operates on its own individual Genetec system. The Stadium has a similar Genetec system, just more robust to connect to all Stadium cameras and access control systems. To access the Stadium system, operators need to have access to the on premise Genetec directories. For an outside system to connect to another system, Federation licenses are required to enable interconnectivity. Currently, the only way of viewing the Genetec systems installed on the trailers is through a remote desktop session that connects to the computer on the trailers. Federating these trailers onto our home system will give Stadium Manager the ability to operate and view the cameras on those trailers via multiple users, with full functionality of the home system as if they were directly connected. Remote desktop connections are less secure, only allow for one operator to log in at a time, and have no ability to mix with other camera views, export videos, share with other users, or display on any Stadium video walls. Similarly, the license plate readers require licensing to connect to the Genetec system. All trailers with the license plate reader cameras can be viewed through the main Genetec system with the Federation licenses. Therefore, it was in the best interest of Stadium Manager to request Mobile Pro to install and configure the Genetec licenses and kits while building the trailers to our specifications and requirements.

Mobile Pro provided a quotation based on Stadium Manager's requirements for six Falcon 3100 CCTV pop-up trailers with full configuration and installation services of all required software

and accessories, in the amount of \$389,982.11 inclusive of shipping charges, a one year manufacturer's warranty, and all applicable sales taxes.

**Next Steps**

The SCSA Board approved the purchase of five CCTV trailers as part of the FY23/24 SCSA Capital Expenditures budget with a not to exceed amount of \$393,750. Given the negotiated cost, Stadium Manager is able to procure six CCTV trailers within the budgeted amount. Therefore, Stadium Manager recommends approval to procure six Mobile Pro Falcon 3100 CCTV pop-up trailers for the Stadium.

Once Stadium Manager receives approval from the SCSA Board, a Purchase Order will be issued to LRG Technologies, Inc. DBA Mobile Pro Systems and an executed copy forwarded to the Board. Supporting documentation is provided for review and approval. The cost of this purchase is referenced in the FY 23/24 SCSA Capital Expenditure budget under Mobile Security Closed Circuit Television (CCTV) Pop Up Trailers. The approved budget amount is \$393,750.

Submitted By:  Date: 8/2/2023  
Jenti Vandertuig, Procurement Director