

Proposal to the Chula Vista Police Department

**QUOTE TO PROVIDE STRATEGIC, OPERATIONAL & PROJECT MANAGEMENT
SUPPORT FOR THE UAS DRONE PROGRAM**

June 9, 2019



WINBOURNE™
CONSULTING, LLC

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June 9, 2019

Vern Sallee, Captain
City of Chula Vista Police Department
315 Fourth Ave
Chula Vista, CA 91910

Captain Sallee:

Winbourne Consulting is pleased to provide the Chula Vista Police Department with this quote to provide Strategic, Operational & Project Management Support for your existing UAS Drone Program.

Winbourne Consulting's corporate focus is on providing public safety and emergency management information technology and management services to state and local governments. We have over 15 year's corporate experience providing services to the public safety community. During our history we have served over 150 public safety organizations in the US as well as 8 foreign countries on emergency communications systems and operations.

We are looking forward to the opportunity to work with you and your stakeholders as you continue forward with developing a unique public safety programs that will change the face of law enforcement first response. Please feel free to contact me for any questions regarding our quote. My contact information is: telephone (207)756-9989, facsimile: (703) 935-1147, e-mail: emadden@w-llc.com.

Sincerely,



Elisabeth A. Madden, ENP
Vice President - Business Development & Emerging Technologies
Winbourne Consulting, LLC

TABLE OF CONTENTS

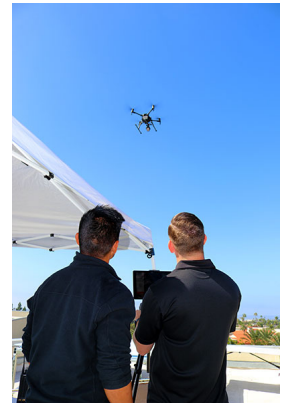
1 INTRODUCTION..... 1
2 WINBOURNE CONSULTING STAFF 2
3 COST PROPOSAL 5

1 Introduction

Winbourne Consulting is pleased to provide the Chula Vista Police Department with this quote to provide Strategic, Operational & Project Management Support for the existing UAS Drone Program. We understand the following:

- **Mission of the UAS Drone Program:**

The mission of the Chula Vista Police Department’s UAS Program is it to provide airborne support to police operations in a safe, responsible, and transparent manner to preserve the peace, reduce response times and increase the quality of life in Chula Vista.



- **Chula Vista Police Department desires to continue and grow the Drone as a First Responder program. The benefits of this program include:**

- Improved situational awareness and aerial intelligence for responding officers
- Better and more accurate resource allocation
- Reduced resource costs
- Improved response outcomes

- **CVPD believes the Drone as a First Responder program will shape the future of public safety**

We also understand the scope and requirements for the requested assistance are as follows:

- Work location – City of Chula Vista Police Department, 315 Fourth Ave, Chula Vista, CA 91910, but may travel to other City sites as needed.
- Part time effort (estimated (20) hours per week) with flexible hours as dictated by the workload and/or as directed by the Patrol Operations Captain.
- Law enforcement background check and clearance required.
- Working under general direction of Patrol Operations Captain to perform the following tasks (not all inclusive):
 - **Strategic Tasks:**
 - Assist CVPD Command Staff in improving the continuity of executive level visibility of the project as it continues to develop
 - Assist CVPD in growth management of the UAS Drone Program (including strategic drone placement throughout the city)
 - Provide strategic guidance and project management for all integrated drone applications
 - Assist CVPD in developing the ongoing strategic vision for the program
 - Help document the strategic value of the program to the police department

- Help document the strategic value of the program to the FAA (including a new Certificate of Authorization for Beyond Visual Line of Sight implementation pilot)
- Pilot new drone strategies
- **Operational Tasks:**
 - Ensure implemented technology adheres to approved local, state and federal standards
 - Assist CVPD in managing the agency messaging for the program
 - Continue public transparency & education efforts
 - Help prove reduced need for manned aircraft
 - Monitor drone policies/rules locally, statewide and nationally
 - Ensure stored drone video is maintained under existing digital evidence rules
 - Provide resource relief so fulltime personnel can spend more time on primary duties
 - Further integrate UAS activities with the SARA model & other intelligence driven policing initiatives
- **Project Management Tasks:**
 - Provide consistent and proactive project management services over the current UAS Drone program
 - Manage all vendors providing drone related support/services to the City
- Other tasks as assigned

Winbourne Consulting understands and agrees with all the requirements listed above.

2 Winbourne Consulting Staff

Winbourne Consulting is pleased to propose Mr. Kirby Beyer as our proposed resource to provide the services requested above. Mr. Beyer has the unique qualifications of having been a law enforcement executive, a line officer and has extensive project management expertise. Mr. Beyer's resume follows.

Kirby G. Beyer, Sr. Project Manager, Winbourne Consulting, LLC

Summary of Experience

Mr. Beyer has over 35 years of public safety experience having retired from the San Diego County Sheriff's Department as an Assistant Sheriff and now a Sr. Consultant with Winbourne Consulting, LLC. He is a highly effective leader, mentor, project manager and problem solver and provides business process reengineering, project management and information technology consulting services to customers in Public Safety agencies.

Mr. Beyer has extensive experience in the management and implementation of Public Safety applications particularly in the areas of Computer Aided Dispatch, Records Management,



Mobile and Field Reporting and Jail Management Systems. He has vast experience in establishing strategic planning methodologies for large law enforcement agencies.

He has authored, through collaborative efforts, RFPs for CAD/Mobile, Jail Management and Records Management Systems. He has also led and mentored large development and implementation teams of engineers and subject matter experts providing public safety solutions including: jail management systems, large regional records management systems and regional sex offender management systems.

He has excellent people skills and received a departmental award (Medal of Merit in 2009) for achievements in information technology from the San Diego County Sheriff's Department.

Related Project Experience

Public Safety & Project Management, 1996 to Present

Winbourne Consulting, LLC

Sr. Project Manager

2015 - Present

- City of Indio Police Department CAD/Mobile/RMS Replacement Project (In-progress).
- San Diego Unified Port District (San Diego, California) San Diego Harbor Police Department CAD/Mobile replacement project (In-progress).
- City of Chula Vista (California) Police Department CAD/Mobile/JMS replacement project (Completed).

Alternate Project Manager, Business Analyst & Subject Matter Expert

- City of Murrieta (California) Police Department CAD/RMS replacement project (Completed).

San Diego County Sheriff's Department

Assistant Sheriff

2012 - 2014

- Human Resources & Court Services Bureaus
- NetRMS Project – Law Enforcement project manager on large regional records management and field reporting system implementation.

Sheriff's Commander

2011 - 2012

- Human Resources & Court Services Bureaus
- NetRMS Project – Law Enforcement project manager on large regional records management and field reporting system implementation.

Sheriff's Captain

2008 - 2011

- San Marcos Sheriff's Station – Managed patrol operations, 125 employees, budget, goals & objectives and leadership.



- Communications Division – Managed emergency communications center & NexGen 911 planning.
- NetRMS Project – Law Enforcement project manager on large regional records management and field reporting system implementation.
- San Diego Regional Sex Offender Management System – Law Enforcement project manager on regional sex offender registration system.
- San Marcos Analysis and Response Team (SMART Team) – Law Enforcement project manager on intelligence-led policing project.

Sheriff's Lieutenant

2005 - 2008

- NetRMS Project – Law Enforcement project manager on large regional records management and field reporting system implementation.
- Patrol Speed & Safe Driving Initiative – Law Enforcement project manager on information technology project to create a safer driving environment for deputies.
- San Diego Regional Sex Offender Management System – Law Enforcement project manager on regional sex offender registration system.
- Communications Division – Watch Commander and Administrative Lieutenant responsible for Communications Center operations and personnel issues.

Sheriff's Sergeant

1996 - 2005

- Child Abuse Unit & Sex Offender Management Unit.
- San Diego Regional Sex Offender Management System – Law Enforcement project manager on regional sex offender registration system.
- Jail Information Management System (JIMS) Project Team.

EDUCATION

- **Information Technology with Minor in Criminal Justice**, Bachelor of Science, National University, (San Diego, Ca.)
- **Administration of Justice & General Studies**, Associate of Science, Southwestern Community College, (Chula Vista, Ca.)

PROFESSIONAL ORGANIZATIONS

- **Member of PORAC (Peace Officers Research Association of California)**
- **Member of Deputy Sheriff's Association of San Diego County - Retired**

3 Cost Proposal

The initial contract period will be (6) six months following contract approval by the City, with an option to extend the contract for (3) three additional six-month periods, upon agreement by all parties. Winbourne Consulting's cost proposal is on a time and materials basis at a proposed hourly rate for Mr. Beyer at \$160.00 per hour. In addition, Winbourne will bill the City of Chula Vista for allowable actual expenses and per diem meals and incidentals. We will invoice all hours worked and associated expenses incurred on a monthly basis for the prior month.