



NEC Corporation of America
Biometrics Solutions Division
1085 Gold Center Drive, STE 200
Rancho Cordova, CA 95670

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Angela Alonso-Smith
Procurement Specialist III - SAPD
City of San Antonio/Finance Department
Purchasing Division
P.O. Box 839966
San Antonio, TX 78283-3966
Office: (210) 207-4198
Angela.Alonso-Smith@sanantonio.gov

RE: Sole Source Letter for RFO No. 6100016536: NEC Automated Fingerprint Identification System Upgrade

Dear Ms. Alonso-Smith,

On behalf of NEC Corporation of America, I am responding to your request for sole source justification for an upgrade to the San Antonio Police Department's (SAPD) Automated Fingerprint Identification System (AFIS).

Due to the proprietary nature of the NEC matching components, proprietary matching algorithms and workstation application software, NEC is the only vendor that can provide the same tenprint and latent workstations and application software as what is used by the TX DPS. The same NEC software and algorithms used by SAPD are the same that are used by the Texas Department of Public Safety (DPS) AFIS to upload and search against the state finger and palm database. In addition, NEC Corporation of America is the sole provider of the TX DPS AFIS in Texas.

Due to the age of the NEC technology currently used by the SAPD, the data that will need to be converted is in a proprietary format and only NEC will be able to convert to a new system.

The AFIS solution that has been proposed to your agency includes the following unique features that are exclusive to the NEC products being offered:

- NEC Corporation of America holds all patents and has exclusive proprietary software rights on all application programs, fingerprint matching algorithms and native fingerprint images. These are the same as what the TX DPS uses for the state AFIS system
- NEC proprietary technology means that:
 - No other vendor can convert data from the current proprietary system into another system

- No other vendor can provide database performance expansion services to the current system
- No other vendor can provide operating system software upgrades to the current system.
- No other vendor can provide interfaces to external data sources from the current system
- No other vendor can make modifications to products legally authorized to be marketed by NEC under penalty of patent infringement laws of the United States.
- NEC SmartScans (which SAPD currently owns and utilizes) have the same proprietary NEC matching algorithms as the NEC backend AFIS solution.
- NEC offers onsite customer support with 8+ years of institutional knowledge of the SAPD current NEC system and environment.
- NEC has a SOC II certified Customer Support Center that provides global customer system support.
- NEC developed, maintains, and understands the SAPD specific workflow and operating environment of the SAPD AFIS system which will be transferred to the new NEC – SAPD system
- NEC offers hosted biometric systems as IDaaS with system security operations and data reliability, along with a process-driven quality assurance methodology for MBIS implementation and support that is certified to the ISO 9001 and ISO 27001 standards.

We do appreciate your confidence in NEC and our Biometrics products. Please do not hesitate to call me at (734) 652-5663 if you have any further questions.

Sincerely,



Andre Simenauer
Senior Sales Executive
Advanced Recognition Systems Division