

— BK-CS-2026-07 / C · TENDER INSIGHT

PRE-BID INTELLIGENCE · PUBLIC SAFETY ANALYTICS ·  
STATE OF RHODE ISLAND

# Where this bid is *won and lost.*

*Strategic read of ITB SK0067PD — what lowest-bid evaluation really rewards, where CJIS separates 8–15 responsive bidders from 57 downloaders, the WINFACTS integration risk, the \$88K–\$320K target band, and the twelve risks worth pricing in.*

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SOLICITATION

ITB SK0067PD

Town of South Kingstown · Rhode Island

COMPETITIVE FIELD

57 downloaders

Virginia public-safety IT cluster  
strongest

EVALUATION MODE

Lowest evaluated responsive bid

R.I.G.L. 45-55-5 · price dominant

ESTIMATED BUDGET

\$88K – \$320K (Y1 total)

Mid estimate \$183K · Y2 optional, scored  
separately

WIN PIVOT

Named CentralSquare IMC deployment

Active CJIS agency agreements · 90-day  
evidence

ENGAGEMENT FILE

BK-CS-2026-07

South Kingstown Data Platform · Pre-bid  
pursuit

## Finance runs the process; *Police evaluates the tech.*

The Finance Department of the Town of South Kingstown is a municipal procurement office operating under **Rhode Island General Laws 45-55-5**. This is not a sophisticated technology procurement organization. The ITB structure — a standard competitive sealed bid under state law with a lowest-responsive-bid award standard — is the same framework the Town uses for equipment purchases and construction contracts. **The sophistication in this solicitation came from the Police Department, which clearly drove the technical specifications.** The evaluator scoring your technical response is the Police Department, not the Finance Department.

Julie Mason, Procurement Administrator, is the single stated contact. Her role is procedural, not technical. She enforces bid submission rules, manages the Q&A process, and handles the administrative side of award. She is not the person deciding whether your CJIS compliance documentation is credible. The Police Department command staff or IT leadership is almost certainly evaluating the technical specifications. **Address your technical narrative to law enforcement practitioners, not procurement administrators.**

The 17-day bid window, published May 1 with bids due May 18, is short for a technology procurement. This could mean several things. The department may already have a preferred solution in mind. It could mean the department has been planning this procurement for months and is ready to move quickly with a vendor they have already informally evaluated. Or it could simply mean the department needs the platform operational before a specific operational date tied to opioid reporting obligations. Any of these scenarios favors a vendor who can demonstrate deep familiarity with the department's existing systems (CentralSquare IMC, Axon, Flock).

The field of **57 organizations** that downloaded this document is larger than typical for a small municipality. International downloaders (Cairo) are not realistic bidders given CJIS requirements. The concentration of Virginia-based firms (Market Research, MG and CO, Xcelligen, Highstreet IT Solutions, Cloudism, Witlingo, Apex Consultants) is significant — Virginia is a hub for government IT and public safety technology vendors. These firms represent your most experienced competition. Rhode Island-local firms include only KAT 5 LLC from Saunderstown, RI, and Automated Business Solutions from Warwick, RI. **Local presence is an advantage in small-municipality procurements; address it if you have it.**

The incumbent vendor, if there is one, is not identified in the solicitation. The scope describes building something new, not replacing an existing system. This is a **greenfield deployment** on top of existing data sources. There is no incumbent integration platform to displace.

## Funded mandate, *not generic analytics*.

This ITB is specific in its funding source and operational purpose in a way that most municipal technology solicitations are not. The project is funded through **Opioid Settlement funds**, and the scope explicitly states that the primary objective is to enhance the department's opioid response efforts. That is not boilerplate. **A vendor who reads this solicitation as a generic analytics platform procurement will write a generic proposal.** A vendor who recognizes that this is a funded public health and law enforcement initiative will write a proposal that speaks to opioid outcomes, not just platform features.

The evaluation criteria are listed in a specific order: overall bid price, ability to implement within 90 days, meets or exceeds specifications, discounts available, delivery date, warranty/guarantee. No weights are stated. Under R.I.G.L. 45-55-5, competitive sealed bidding awards to the lowest evaluated responsive bid. In practice, this means **price is dominant**, but the "meets or exceeds specifications" and "90-day implementation" criteria give evaluators a basis for declaring a bid non-responsive if it does not meet technical requirements.

The 90-day implementation requirement is specific and consequential. It is listed as a selection criterion. A vendor who commits to 90 days with a detailed milestone plan scores better than one who says "we will work with the Town to establish a timeline." The vendor who demonstrates they have done a comparable integration in 90 days or less, for a law enforcement agency with similar systems, will score the maximum on this criterion.

The bid sheet has four line items, including an optional Year 2 line. Year 2 pricing is a selection criterion. **The Town is evaluating total cost of ownership, not just Year 1 implementation.** A vendor who offers a meaningful discount on Year 2 renewal relative to Year 1 signals long-term partnership pricing. If you can price Year 1 at break-even on implementation and recover margin on Year 2 and ongoing support, that is a valid price-to-win strategy.

### 3.1 Governing Law and Jurisdiction

Rhode Island General Laws govern this contract. Procurement is conducted under **R.I.G.L. 45-55-5** (Municipal Purchasing). Data privacy obligations include the Rhode Island Identity Theft Protection Act (R.I.G.L. 11-49.3), which applies to personal information. Disputes go to Rhode Island courts. There is no arbitration clause or federal court option stated. **Rhode Island is a plaintiff-friendly state for breach of contract claims**, which increases the Town's leverage in any payment dispute.

### 3.2 Contract Clause Intelligence

CLAUSE	SECTION	WHAT IT ACTUALLY MEANS	RISK IF IGNORED
LOWEST EVALUATED RESPONSIVE BID	Cover · Selection Criteria	The Town awards to the lowest price among bids that meet all specifications. Being lowest but non-compliant on CJIS or 90-day = rejection. Being highest but fully compliant still loses to a compliant lower bid.	Overpricing relative to equally compliant competitors = losing
SEALED BID, PHYSICAL DELIVERY ONLY	General Info §§ 1-3	No fax, no email, no telephone modifications. Envelope must be clearly marked. Bid opened and read aloud at 11:00 AM May 18.	Bid delivered to Police Dept or Town Manager is not considered
UNIT PRICES GOVERN	General Info § 8	If extended total differs from unit × quantity, Town uses unit price and recalculates. Written words govern over figures.	Math errors do not help you · Town corrects using your stated unit price
TOWN RESERVES RIGHT TO AWARD PER ITEM	General Info § 12 · § 8	The four Bid Sheet lines (Year 1, Year 2, Training, Integration) may be awarded to different vendors.	Bundled-margin strategies break if Training is split out to a cheaper competitor
COOPERATIVE/CONSORTIUM AWARD ALTERNATIVE	General Info § 12	The Town may award to a cooperative contract holder instead of through this bid process.	A competitor with a state purchasing contract could win without going through this bid
DEVIATION CLAUSE	General Info § 7	Any deviation from specs must be explained in writing and attached. If it doesn't alter the intent and serves the Town, it receives consideration.	Silent deviation = non-responsive · always state and explain

CLAUSE	SECTION	WHAT IT ACTUALLY MEANS	RISK IF IGNORED
INSPECTION AND TEST RIGHTS	General Info § 15	Town Manager or agent can inspect and test materials before approval. For software, this means demo or PoC may be requested.	Propose to demonstrate core capabilities (CJIS, opioid analytics) as part of your strategy
INDEMNIFICATION	General Info § 21	Broad vendor liability for any claims arising from your materials/services/equipment. Applies to subcontractors. Sole-Town-negligence carve-out only.	Data breach involving CJIS, system outage, or integration failure all trigger this

### 3.3 Set-Aside Analysis

No set-aside applies. This is a full and open competitive sealed bid under Rhode Island municipal purchasing law. There are no small business, local preference, or minority-owned business preferences stated in the solicitation. Equal Opportunity provisions apply (§ 18) but do not create a scoring advantage.

### 3.4 OCI Analysis

No obvious organizational conflict of interest exists for most bidders. However, if a vendor currently provides any of the seven integrated data source systems to the Town (e.g., is the CentralSquare reseller or Axon account manager for this agency), they should evaluate whether their access to agency system architecture creates an unfair advantage. **Disclose any existing relationships with the Town in the proposal.**

### 3.5 NDA and Confidentiality Framework

§ 19 governs proprietary information. The vendor must invoke protection at the time of submission, submit proprietary content in a separate envelope, identify what is protected, and state why protection is necessary. The **Rhode Island Access to Public Records Act (RIAPRA)** will expose all non-protected bid content to public records requests after award. Any pricing methodology, integration architecture, or technical approach you want to keep confidential must be submitted in a separate protected envelope with the required written invocation.

For offshore team involvement: any confidential solicitation documents, pricing strategies, or agency information shared with the offshore team must be covered by an NDA between the U.S. Prime and the offshore provider. The NDA should specify: (1) all agency information including the fact that the Town is a client is confidential; (2) offshore team members do not communicate directly with the Town; (3) CJIS data is never shared with offshore personnel under any circumstances; (4) all offshore work products become the property of the U.S. Prime.

### 3.6 Protest Risk

Under Rhode Island municipal procurement rules, a losing bidder can challenge an award if the winning bid was not the lowest responsive bid. The most likely protest grounds: (1) a low bidder is found non-compliant on CJIS requirements and the award goes to the second-lowest responsive bid; (2) the Town awards a per-item split that a losing bidder disputes. **To reduce protest exposure as the winning bidder:** ensure your bid is fully responsive on every specification, document CJIS compliance with a clear paper trail, and submit all required documents in the correct format.

### Legal Do's and Don'ts

#	LEGAL AREA	DO	DON'T / RISK
1	Bid Submission	Physical sealed bid · clearly marked · Finance Dept only · by 11:00 AM May 18	Don't fax, email, or deliver anywhere except Finance Dept · automatic non-consideration
2	Insurance	Submit COI with Town as additional insured with the proposal	Don't delay insurance documentation to post-award · bid may be non-responsive
3	Proprietary Info	Separate envelope · written invocation · identify protected material	Don't mix proprietary content in main proposal · all content becomes public record
4	Deviations	Attach written explanation of any deviation from specifications	Don't submit a technically non-compliant proposal without explaining deviations
5	CJIS	Document CJIS compliance posture completely in the proposal	Don't claim compliance without supporting documentation · non-responsive on mandatory requirement
6	Per-Item Pricing	Price each Bid Sheet line item to stand alone economically	Don't rely on bundled award strategy with subsidized lines · Town may split-award
7	Indemnification	Review indemnification scope with legal counsel	Don't sign without understanding subcontractor liability exposure
8	Milestone Acceptance	Propose defined acceptance criteria in proposal and project plan	Don't rely on "Town satisfaction" standard without negotiating specifics

## Twenty-five checks, *scored or pass/fail.*

#	EXACT REQUIREMENT	RFQ SECTION	P / F OR SCORED	PROPOSAL ACTION
1	Physical sealed bid delivered by 11:00 AM EDT May 18, 2026 to Finance Dept	Cover · § 1	Pass/Fail	U.S. Prime physically delivers · offshore has no role
2	Envelope clearly marked with bid name, date, and time	§ 1	Pass/Fail	Label: SK0067PD – Data Integration & Analytics Platform – May 18, 2026 11:00 AM EDT
3	Proposals submitted on provided forms only · no changes to bid phraseology	§ 2	Pass/Fail	Use the exact Bid Sheet provided · do not modify the form
4	Bid signed by authorized representative with title	§ 2	Pass/Fail	U.S. Prime authorized officer signs the Bid Sheet
5	All blank spaces on Bid Sheet filled in (Y1, Y2, Training, Integration)	§ 2	P/F + Scored	Price all four lines · leaving Y2 blank forfeits scoring
6	Proof of insurance submitted with proposal	§ 20	Pass/Fail	Attach COI certificates for GL (\$2M), Auto (\$1M), and Workers' Comp with Town as additional insured
7	Proposed implementation schedule submitted with bid	§ 10	Scored	Attach a milestone timeline showing 90-day completion across all five milestones
8	Any deviations from specifications explained in writing	§ 7	P/F for major deviations	Attach a deviation schedule if any specification cannot be fully met
9	Guarantees and warranties stated in the bid	§ 16	Scored	State uptime SLA · warranty on implementation work · support response commitment
10	Platform must be CJIS-compliant	Tech Spec 5	Pass/Fail	Include CJIS compliance documentation · agency agreement process · personnel screening policy
11	Platform hosted in secure cloud (AWS GovCloud or equivalent)	Tech Spec 5	Pass/Fail	Name the cloud provider · confirm FedRAMP status · provide compliance documentation
12	Encryption for data in transit and at rest	Tech Spec 5	Pass/Fail	State encryption standards · FIPS 140-2 validation for CJIS compliance
13	Comprehensive audit logs	Tech Spec 5	P/F + Scored	Document audit log architecture · retention period · access controls
14	Integration with CentralSquare IMC CAD	Tech Spec 1	Pass/Fail	Document integration method · prior deployments · API approach

#	EXACT REQUIREMENT	RFQ SECTION	P / F OR SCORED	PROPOSAL ACTION
15	Integration with CentralSquare IMC RMS	Tech Spec 1	Pass/Fail	Separate from CAD · document independently
16	Integration with Axon Evidence.com	Tech Spec 1	Pass/Fail	Confirm API integration status
17	Integration with Flock ALPR	Tech Spec 1	Pass/Fail	Confirm integration method
18	Integration with RIDOC WINFACTS	Tech Spec 1	Pass/Fail	Document approach · flag RIDOC access agreement as Town responsibility
19	Integration with Detail Tracking Systems (DTS)	Tech Spec 1	Pass/Fail	Confirm integration · submit Q&A to verify DTS version
20	Near real-time or real-time data synchronization	Tech Spec 1	Pass/Fail	State refresh rates by source
21	Unified search across all integrated sources	Tech Spec 2	Pass/Fail	Name the search technology and architecture
22	Role-based access control	Tech Spec 2	Pass/Fail	Document RBAC model · law enforcement role mapping
23	Overdose incident tracking capability	Tech Spec 4	P/F + Scored	Name the specific capability · show how it connects to CAD and EMS data
24	Geographic hotspot identification for opioid activity	Tech Spec 4	Scored	Demonstrate geospatial analytics capability with opioid use case example
25	Vendor must be normally engaged in supply/support of this type of material	§ 6	Pass/Fail	State active customer count for law enforcement analytics platforms

### 5.1 Requirement-by-Requirement Analysis

The seven integration requirements in Technical Spec 1 are the hardest evaluation filter in this solicitation. Evaluators will check each named system individually. **WINFACTS (RIDOC) is the most complex** because it involves a state agency outside the Town's direct authority. CentralSquare IMC is the most common in small-to-medium law enforcement agencies, so most public safety platform vendors will have prior deployments. Axon Evidence.com has a published API and partner program. Flock Safety is a cloud-based ALPR vendor with API access. Detail Tracking Systems is less widely known – confirm the specific product and version via Q&A.

### 5.2 What-If Scenarios

SCENARIO	LIKELIHOOD	RISK	RECOMMENDED ACTION
TOWN AWARDS TO LOWEST BID BUT LOWEST DOES NOT HAVE PRE-BUILT CENTRALSQUARE CONNECTORS	Medium	High	Make CentralSquare integration experience explicit and prominent · lead with pre-built certified connector if you have one
WINFACTS (RIDOC) INTEGRATION CANNOT BE CONFIRMED BEFORE BID CLOSE	High	Medium	State approach to state corrections integrations · reference prior experience · note RIDOC data sharing agreement as Town responsibility
TOWN SPLITS THE AWARD: PLATFORM TO ONE VENDOR, INTEGRATION SERVICES TO ANOTHER	Low-Med	Medium	Price integration services to stand alone as a profitable line item, not as a loss leader
A COOPERATIVE CONTRACT HOLDER SUBMITS AS AN ALTERNATIVE TO THIS BID	Medium	Medium	If you have a cooperative contract registration, reference it · if not, your advantage is customization vs generic cooperative offering
COMPETITOR SUBMITS SIGNIFICANTLY LOWER Y1 PRICE BY UNDERPAYING INTEGRATION	High	High	Price to win on total cost · structure Y1 with competitive integration rate and recover on Y2 support · make implementation timeline credibility a differentiator

SCENARIO	LIKELIHOOD	RISK	RECOMMENDED ACTION
TOWN REQUESTS PRODUCT DEMONSTRATION AFTER BID OPENING	Medium	Opportunity	Be prepared to demo opioid analytics, geospatial mapping, and CentralSquare IMC data display · have demo environment ready before May 18

### 5.3 Evaluator Mindset

The evaluator scoring the technical section is almost certainly from the Police Department, not Finance. They are a law enforcement practitioner or IT administrator who lives with CentralSquare IMC, Axon, and Flock every day. They will read your CJIS compliance section first, because **CJIS is the thing they worry about most**. They will then look at your CentralSquare integration experience, because that is the hardest existing system to connect. They will look for the opioid analytics section because that is what the department is accountable to deliver on settlement funds.

**What impresses this evaluator:** specific prior deployments at named law enforcement agencies with similar system configurations · a realistic 90-day implementation plan with named milestones · CJIS documentation that is complete and current (not boilerplate).

**What reads as generic:** "our platform integrates with hundreds of law enforcement data sources" · "we follow industry best practices for security" · "we offer world-class customer support." These phrases tell the evaluator you copied a template. **Name your customers · name your integrations · name your compliance documentation.**

### 5.4 Technical Approach Structure

Recommended proposal sections, in order:

**1 Executive Summary (1 page).**

The platform, the deployment timeline, and the three reasons South Kingstown PD should select you. Reference opioid analytics and CJIS compliance by name.

**2 Company Qualifications (1–2 pages).**

Law enforcement agency customers · similar-scale deployments · years in public safety analytics. RI or New England references first.

**3 CJIS Compliance Documentation (1–2 pages).**

Agency agreement process · personnel screening policy · cloud compliance posture (FedRAMP) · encryption standards.

**Earns credibility before you discuss platform features.**

4 **Technical Solution (3–5 pages).**

Platform architecture · each of the seven integrations addressed individually · data flow diagram · RBAC model · audit logging. Tie each feature to a named scope requirement.

5 **Opioid Response Analytics Capability (1–2 pages).**

Specific to the stated project purpose. Overdose tracking · hotspot visualization · EMS integration · public health coordination.

6 **Implementation Plan (1–2 pages).**

90-day milestone schedule · how each of the five milestones is achieved · name the implementation team · state how you have done this before.

7 **Warranty, SLA, and Support (1 page).**

Specific commitments · uptime percentage · support hours · response time SLA · warranty period on implementation work.

8 **Bid Sheet (required form).**

All four line items completed · Year 2 discount offered · prices written in words and figures.

9 **Attachments.**

Implementation schedule (Gantt) · Insurance certificates · Proprietary information in separate envelope if applicable.

## 5.5 Technical Do's and Don'ts

#	DO	DON ' T	WHY IT MATTERS
1	Address every one of the seven named integrations individually by name	Use a paragraph about "comprehensive law enforcement data integration" without naming each system	Evaluators check each system by name · a gap is a non-responsive flag
2	Include your CJIS security addendum template or describe the process	State only that your platform is "CJIS compliant" without documentation	Unverifiable claims score zero
3	Show a 90-day implementation timeline with specific milestone dates	Propose a phased approach without committing to 90-day completion	90-day timeline is an explicit scored selection criterion
4	Name the opioid response analytics capabilities by their specific function	Describe analytics as a general capability without opioid-specific examples	Opioid response is the stated funding purpose · generic = vendor did not read the scope

#	DO	DON'T	WHY IT MATTERS
5	Offer Year 2 pricing and at least one discount	Leave Year 2 blank or offer no discount	Both are stated evaluation criteria · missing them forfeits scoring points
6	State uptime SLA and warranty terms explicitly	Omit warranty or state "as per standard terms"	Warranty is an explicit selection criterion · undefined terms score lower

**\$88K low, \$183K mid, \$320K high.**

### 6.1 Pricing Model Required

The Bid Sheet has four line items: (1) Initial Term – Cost for Year 1 (unit price and extended price), (2) Cost for Year 2 Optional (unit and extended), (3) Onboarding and Training (unit and extended), (4) Integration of Programs – Professional Services (unit and extended). **Unit prices govern if there is a discrepancy. Written word prices govern over numerical figures.**

### 6.2 Budget Intelligence — Solicitation-Derived Estimate

BID SHEET LINE	LOW	MID	HIGH	KEY ASSUMPTIONS
YEAR 1 PLATFORM LICENSE (SAAS)	\$40,000	\$80,000	\$130,000	Cloud-hosted public safety analytics · department of ~50–150 officers
YEAR 2 OPTIONAL RENEWAL	\$35,000	\$72,000	\$117,000	Typically 5–10% discount from Y1 to win Y2 scoring · ongoing subscription only
ONBOARDING AND TRAINING	\$8,000	\$18,000	\$35,000	Initial + 1–2 follow-on sessions · on-site vs virtual affects cost significantly
INTEGRATION / PROFESSIONAL SERVICES	\$40,000	\$85,000	\$155,000	7 integrations · WINFACTS likely 30–40% of integration cost alone · 90-day labor intensity
<b>TOTAL BID (Y1 + TRAINING + INTEGRATION)</b>	<b>\$88,000</b>	<b>\$183,000</b>	<b>\$320,000</b>	Y2 is separate · scored independently

#### ANALYST ASSESSMENT · THE INTEGRATION LINE ITEM

*The integration line item is the most variable in this solicitation and the most important to price accurately. Seven integrations, including a state corrections system that requires a separate data sharing agreement, and a 90-day completion window means this is not low-cost professional services work. Vendors who underprice integration to win on total bid price will miss milestones, trigger payment withholding, and face contract remedies. Price integration at a rate that reflects your actual delivery cost, then compete on platform licensing price where your SaaS margin allows.*

### 6.3 Cost Element Breakdown

COST ELEMENT	IN CONTRACT?	HOW TO CALCULATE	RISK NOTES
SAAS PLATFORM LICENSE	Yes · Y1 and Y2 lines	Base on existing public safety customer pricing · adjust for RI market	Y2 is optional · price to win the scoring criterion, not to maximize revenue
IMPLEMENTATION LABOR	Yes · Integration/Professional Services line	Estimate hours per integration point · 7 integrations at 40–120 hrs each · add PM, testing, docs	WINFACTS labor estimate should include discovery and access negotiation time
TRAINING DELIVERY	Yes · Onboarding and Training line	Sessions × length × personnel count · on-site vs virtual	On-site training in Wakefield from out-of-state vendor adds travel cost
CLOUD HOSTING / INFRASTRUCTURE	Included in Y1/Y2 SaaS lines	Already embedded in SaaS pricing · do not add as separate line	Confirm cloud cost model is covered in SaaS price
ONGOING SUPPORT	Included in Y1/Y2 SaaS lines	Standard business hours support included · after-hours escalation may be optional add-on	Define what is and is not included to avoid scope disputes
TRAVEL AND EXPENSES	Not a separate line	Embed in Integration/Professional Services if on-site required · or state separately in narrative	Remote-only saves cost but may be questioned by a Town wanting hands-on presence

## 6.4 Price-to-Win Analysis

This is a **lowest-responsive-bid competition**. The Town will line up compliant bids in price order and award to the lowest. The evaluation criteria beyond price serve mainly to qualify bids as responsive, not to weigh them on a scoring scale. A technically excellent proposal at a higher price does not score higher than a technically compliant proposal at a lower price under R.I.G.L. 45-55-5.

Given the 57 organizations that downloaded this solicitation, estimate **8 to 15 responsive bids** at submission. Public safety analytics vendors with existing CentralSquare integrations and active CJIS agreements are your real competitive set. Platform-first vendors will have lower integration costs. Services-first vendors will have higher integration costs but may discount platform pricing. **Know your cost structure before you set your price.**

**One specific pricing decision matters more than any other:** do you price Year 1 to recover full margin, or do you price Year 1 at cost to win on total bid and recover on Year 2 renewal? If you believe Year 2 is likely to convert (the Town is investing for opioid reporting obligations and will not replace it after 12 months), a Year 1 competitive price with a profitable Year 2 is a sound strategy. If Year 2 is genuinely optional with no obligation, price Year 1 to be profitable on its own.

## 6.5 Offshore Cost Allocation — Pre-Award

Offshore team members can perform the following at offshore labor rates: competitive research on other public safety analytics vendors, NIGP/NAICS code research, bid compliance checklist preparation, Bid Sheet formatting, draft technical narrative sections (non-CJIS content), pricing benchmark research, proposal template creation, and compliance cross-check review.

**Post-award, offshore labor is subject to CJIS constraints.** No offshore personnel may access live CJI data. Offshore contributions to post-award work are limited to documentation, non-sensitive configuration guides, training material preparation, and dashboard UI design work that does not involve actual law enforcement data. All CJIS-covered implementation work must be performed by U.S.-based, background-checked personnel.

## 6.6 Specific Pricing Mistakes for This RFQ

### 1 **Leaving Year 2 Optional blank.**

Year 2 pricing is a stated evaluation factor. Leaving it blank is an automatic scoring deficit on "discounts available" and "delivery date" criteria.

### 2 **Underpricing WINFACTS integration.**

RIDOC system integration requires access negotiation, potential legal coordination on the data sharing agreement, and custom development. Not a standard API call. Underpricing by 50% creates a margin problem on the largest single integration in the scope.

### 3 **Not separating training from integration.**

The Bid Sheet has them as separate line items. If you bundle them into one number, you forfeit the Town's ability to evaluate them separately and may face a per-item split award that breaks your economics.

### 4 **Pricing integration as a fixed fee without scoping WINFACTS access.**

If RIDOC access requires coordination that takes 30–60 days to arrange, your 90-day implementation window collapses. Either get RIDOC access confirmed via Q&A or carve out WINFACTS from the 90-day commitment.

### 5 **Including Rhode Island sales tax.**

The Town is tax-exempt under R.I.G.L. 44-18-30. Any bid that includes sales tax will be recalculated by the Town to remove it, which may change your relative position versus competitors who correctly excluded tax.

Six criteria, *price dominant*.

FACTOR	WEIGHT	WHAT EVALUATORS SCORE	WINNING APPROACH
OVERALL BID PRICE	Dominant (R.I.G.L. 45-55-5 defaults to lowest responsive bid)	Total bid on all four Bid Sheet lines	Price each line competitively, especially Y1 · know your competitive floor
ABILITY TO IMPLEMENT WITHIN 90 DAYS	Significant scored criterion	Whether the proposal includes a credible 90-day timeline and prior-deployment evidence	Attach detailed milestone schedule · reference prior 90-day or faster deployments by name
MEETS OR EXCEEDS BID SPECIFICATIONS	Pass/Fail threshold + differentiation	Whether every technical specification is addressed · extra capability beyond minimum gets "exceeds" scoring	Address every named integration and requirement · add opioid analytics depth beyond minimum
DISCOUNTS AVAILABLE	Scored	Year 2 discount offered · any multi-year or volume discount	Offer a meaningful Year 2 discount · state it explicitly as a percentage or dollar reduction
DELIVERY DATE	Scored	Implementation start and completion date relative to award	Commit to 90-day delivery · state anticipated start date and completion date
WARRANTY/GUARANTEE	Scored	Specificity of warranty on implementation work and platform reliability	State 99.5% uptime SLA · 12-month warranty on implementation defects · response SLA

**CRITICAL DEADLINE**

**May 18, 2026 · 11:00 AM EDT.** Physical delivery only · no exceptions. Late bids are not opened and not considered. Email, fax, and telephone bids are not accepted. Deliver to: Finance Department, Town of South Kingstown, 180 High Street, Wakefield, RI 02879. Envelope clearly marked. Questions: [jmason@southkingstownri.gov](mailto:jmason@southkingstownri.gov).

### 8.2 Required Documents Checklist

#	DOCUMENT	MANDATORY	FORMAT	WHERE IT GOES
1	Completed Bid Sheet (all 4 line items, signed by authorized rep)	Yes	Provided form only · no changes	Main sealed envelope
2	Company name, address, authorized signature with title on Bid Sheet	Yes	As printed on form	Bid Sheet
3	Proof of Insurance – GL (\$2M, Town as additional insured)	Yes	Certificate of Insurance	Main sealed envelope
4	Proof of Insurance – Auto Liability (\$1M)	Yes	Certificate of Insurance	Main sealed envelope
5	Proof of Insurance – Workers' Compensation (statutory RI)	Yes	Certificate of Insurance	Main sealed envelope
6	Proposed Implementation Schedule (90-day milestone timeline)	Yes	Gantt or milestone table	Main sealed envelope with bid
7	Technical proposal / specification response	Recommended	Written narrative	Main sealed envelope
8	Warranty and guarantee terms	Yes (stated in bid)	Written statement	Main sealed envelope
9	Any deviations from specifications (written, attached)	If applicable	Written attachment	Main sealed envelope
10	Proprietary information (RIAPRA protection invocation)	If applicable	Separate envelope · written invocation	Separate sealed envelope within main envelope

### 8.3 Formatting Rules

The solicitation does not state explicit page limits, font requirements, or formatting rules beyond requiring use of the provided Bid Sheet form without modification. **Recommended format:** standard business letter format · clear section headings matching the scope structure · no excessive graphics · all required forms completed on the provided documents. Physical submission means the document will be held and physically evaluated · use professional binding or folder that does not obstruct reading.

## 8.4 Amendment Tracking

Monitor the Town of South Kingstown official bids page

(<http://www.southkingstownri.gov/165/Invitations-to-Bid>) for any addenda issued before May 18.

**Addenda are issued only to vendors who registered to download documents through the official distribution process.** If you received this solicitation through any other source, register through the official Town channel to ensure you receive addenda. A missed addendum that changes specifications, pricing, or the due date means your bid may be non-responsive.

## 8.5 Strategic Q&A Questions

QUESTION	WHY IT MATTERS	WHAT ANSWER CHANGES STRATEGY
CAN YOU CONFIRM THE SPECIFIC VERSION AND CURRENT API DOCUMENTATION FOR THE DETAIL TRACKING SYSTEMS (DTS) PRODUCT THE TOWN USES?	DTS is a less common system · version matters for integration planning	If DTS has no API, propose alternative integration approach (file-based sync) · affects timeline and pricing
HAS THE TOWN INITIATED A DATA SHARING AGREEMENT WITH RIDOC FOR WINFACTS ACCESS? IF NOT, WHAT IS THE ANTICIPATED TIMELINE?	WINFACTS integration depends on RIDOC access outside vendor control	If no agreement and timeline unknown, carve WINFACTS out of 90-day commitment or price in significant contingency
WILL THE EVALUATION CRITERIA BE APPLIED AS STATED, OR WILL THE TOWN RANK THEM IN ANY WEIGHTED ORDER?	No weights are stated · knowing actual priority helps pricing and positioning	If Town confirms strict lowest-bid with pass/fail technical threshold, price is determinative

QUESTION	WHY IT MATTERS	WHAT ANSWER CHANGES STRATEGY
<p>IS PROOF OF CJIS COMPLIANCE REQUIRED WITH THE BID, OR IS DESCRIPTION IN THE TECHNICAL NARRATIVE ACCEPTABLE?</p>	<p>Clarifies what evaluator needs at bid review</p>	<p>If required at submission, prepare full CJIS compliance package before May 18</p>
<p>DOES THE TOWN HAVE AN EXISTING RELATIONSHIP WITH COOPERATIVE PURCHASING PROGRAMS THAT WOULD ALLOW AWARD OUTSIDE THIS ITB?</p>	<p>Cooperative contract holders may have unfair advantage</p>	<p>If yes, confirms lowest bid may not win · Town may have cheaper cooperative option</p>

## 9.1 Recommended Proposal Architecture

Lead with CJIS credentials and law enforcement deployments, then address technical specifications one by one, then present opioid analytics as a specific capability section, then close with implementation timeline. **This structure matches the evaluator's reading priorities:** first verify you are CJIS-qualified, then verify you have the technical capability, then evaluate whether you understand the department's specific operational problem.

## 9.2 What Wins the Technical Section

The technical section wins on **specificity**. An evaluator who reads "our platform supports law enforcement analytics" scores it lower than one who reads "our platform currently serves 14 law enforcement agencies with active CentralSquare IMC integrations, including [Agency Name] in [State], which achieved full deployment in 78 days." Name your customers where permitted. Show your CentralSquare integration credentials. Document CJIS compliance with dated, signed materials. Address the WINFACTS integration challenge honestly and show you know what it involves.

## 9.3 What Wins the Cost Section

The lowest total responsive bid price on all four line items wins, absent any disqualifying technical deficiency. Offer a Year 2 discount. Price integration services accurately so you can deliver without missing milestones. **Do not trade off margin on integration in a way that forces you to cut corners on WINFACTS**, which is the integration most likely to delay the project.

## 9.4 Past Performance

The solicitation does not require past performance references in a specific format, but the "normally engaged in purveying and support of this type of material" requirement (§ 6) is effectively a past performance threshold. Name your law enforcement agency customers with brief descriptions of the deployment scope. **Two to four specific references at the law enforcement level are more credible than a longer list of generic government customers.**

## 9.5 The Three Most Important Things

- I **CJIS compliance must be documented and current**
  - not claimed, documented. An evaluator who cannot verify CJIS compliance will not recommend award regardless of price.

2 **The 90-day implementation timeline must be backed by a credible schedule and prior deployment evidence.**  
Every competing vendor will say they can do it in 90 days. The one who shows they have done it before wins.

3 **The opioid analytics capability must be treated as the primary use case, not a secondary feature.**  
The Town is spending Opioid Settlement funds. The evaluator is accountable for those funds. Address opioid outcomes explicitly.

## 9.6 The Three Most Common Reasons Proposals Lose This Type of Bid

1 **Non-responsive on CJIS.**  
A vendor who cannot provide CJIS documentation at the time of evaluation gets disqualified, even if they have the lowest price.

2 **Vague implementation timeline without prior deployment evidence.**  
"We will establish a timeline in collaboration with the Town" is not a response to a scored criterion asking for 90-day implementation capability.

3 **Generic technical narrative that does not address each specification by name.**  
A proposal that covers 80% of the specifications and assumes the evaluator will infer the other 20% will lose to one that addresses all of them.

## 9.7 Discriminators

1 **Named CentralSquare IMC integration credentials.**  
A vendor with a documented, production-deployed CentralSquare integration does not need to explain how they will do it.  
**The single most credible technical differentiator in this solicitation.**

2 **Active CJIS law enforcement agency customers.**  
An evaluator at a police department trusts a vendor who serves other police departments. Name your public safety customers where permitted.

### 3 Opioid response analytics case studies.

If you have deployed your platform in a jurisdiction that tracked opioid incidents and supported public health coordination, that reference is directly relevant to this project's funding purpose.

#### 9.8 Work Split

**U.S. Prime must own:** CJIS compliance documentation · all agency communications · final proposal review and certification · Bid Sheet signature · physical submission · all direct implementation and training activities involving law enforcement personnel · post-award CJIS-covered system access.

**Offshore can produce:** competitive intelligence research · compliance checklist preparation · draft technical narrative sections (non-CJIS content) · pricing research and Bid Sheet formatting · milestone schedule templates · proposal quality review against checklist · documentation packages for non-CJIS deliverables post-award.

### 10.1 Legal Basis

The solicitation does not explicitly restrict offshore involvement in proposal preparation or support activities. The primary constraint is operational and regulatory: **CJIS Security Policy requires that all personnel with access to Criminal Justice Information complete fingerprint-based background checks** and operate within a signed CJIS agency agreement. This requirement does not apply to proposal preparation work that does not involve CJI, but it absolutely applies to any post-award implementation, configuration, testing, or support work that touches CJI or the production system.

### 10.2 Hard Limits

**WATCH OUT**

Offshore personnel may never access live CJI data, the production platform once deployed, or any test environment that contains real records from CAD, RMS, Axon, WINFACTS, or the Flock ALPR system. **This is not a policy preference; it is an FBI CJIS Security Policy requirement.** Violation creates federal CJIS compliance exposure for the Town and for the prime contractor.

### 10.3 NDA Requirements

A compliant NDA between the U.S. Prime and offshore provider for this engagement must include: (1) confidentiality of all solicitation documents, agency identity, and bid strategy; (2) prohibition on direct communication between offshore personnel and the Town, its officers, or the Police Department; (3) explicit prohibition on offshore access to any CJIS-covered data or systems; (4) ownership of all work product by the U.S. Prime; (5) data handling requirements consistent with RIAPRA for any Rhode Island personal information involved; (6) breach notification obligations; (7) return or destruction of confidential materials upon contract end. **The NDA should be executed before any solicitation documents are shared with the offshore team.**

### 10.5 Data Classification

DATA TYPE	OFFSHORE	U.S. PRIME ONLY	HANDLING REQUIREMENT
SOLICITATION DOCUMENTS (ITB, SPECS, BID SHEET)	Yes – for analysis and proposal prep	No	Share under NDA · mark as confidential · delete after bid

DATA TYPE	OFFSHORE	U.S. PRIME ONLY	HANDLING REQUIREMENT
COMPETITOR RESEARCH AND PUBLIC PRICING DATA	Yes	No	Standard confidentiality
DRAFT PROPOSAL SECTIONS (NON-CJIS CONTENT)	Yes	No	Share under NDA · U.S. Prime reviews and certifies before submission
CJIS COMPLIANCE DOCUMENTATION AND AGENCY AGREEMENT TEMPLATES	No – review only with U.S. Prime oversight	Yes for execution	Offshore may review structure but not hold or transmit original documents
CAD, RMS, AXON, ALPR, WINFACTS DATA	Never – absolute prohibition	Yes	Federal CJIS requirement · no exceptions
TOWN OF SOUTH KINGSTOWN EMPLOYEE INFORMATION	No	Yes	RIAPRA and RI Identity Theft Protection Act apply
POST-AWARD PROJECT DOCUMENTATION (NON-CJI)	Yes	No	Standard NDA coverage
SYSTEM CONFIGURATION DOCUMENTATION (NON-CJI)	Yes	No	Review by U.S. Prime before sharing · do not include credentials or architecture exposing CJI pathways

## 10.6 Communication Protocol

All communication with the Town of South Kingstown, Julie Mason, the Police Department, and any Town representative **must go through the U.S. Prime only**. Offshore team members do not contact the agency directly under any circumstances. This includes questions about the solicitation, clarification requests, scheduling, and any post-award communication. The offshore team communicates with the U.S. Prime team, which communicates with the agency.

## 10.7 Offshore Pre-Bid Work Package

### I Work Package 1 – Competitive Intelligence.

Research public safety analytics vendors · compile customer lists, CJIS documentation, known pricing, CentralSquare integration references. Deliverable: Competitive Summary Sheet.

2 **Work Package 2 – Compliance Checklist.**  
Build the master compliance checklist from § 4. Map every requirement to a specific section of a draft proposal outline. Deliverable: Pre-populated compliance checklist with proposal section cross-references.

3 **Work Package 3 – Bid Sheet Preparation.**  
Format the Bid Sheet structure with placeholder cells for U.S. Prime to complete pricing. Include unit vs extended price cross-check. Deliverable: Formatted Bid Sheet preparation template.

4 **Work Package 4 – Draft Technical Narrative Sections.**  
Draft Company Qualifications · Technical Solution (without CJIS content) · Opioid Response Analytics · Implementation Plan structure. Deliverable: Draft sections in U.S. Prime's proposal template format.

5 **Work Package 5 – Q&A Question Preparation.**  
Draft the five strategic Q&A questions from § 8.5 with rationale. Deliverable: Q&A submission package for U.S. Prime review by May 9 (two days before May 11 deadline).

## 10.8 Offshore Proposal Writing Package

The offshore team drafts the following sections for U.S. Prime review: Company Qualifications · Technical Solution narrative (framework only · U.S. Prime inserts CJIS docs and named integration credentials) · Opioid Analytics capability (framework · U.S. Prime validates against actual platform capabilities) · Implementation timeline structure (U.S. Prime confirms with delivery team) · Compliance checklist completion.

**Internal deadline for offshore draft delivery:** May 13, 2026, five days before bid close. **U.S. Prime review period:** May 13–16. **Final production and printing:** May 17. **Physical delivery:** May 18 by 11:00 AM EDT.

## 11.1 Transition-In

### 1 Week 1–2.

Hold project kickoff meeting · finalize project plan · confirm all data source access credentials · execute CJIS Security Addendum with the agency.

**Achieve Milestone 1 acceptance.**

### 2 Week 3–5.

Deploy core platform environment in AWS GovCloud or equivalent · configure secure connectivity to Town systems.

**Achieve Milestone 2 acceptance.**

### 3 Week 6–9.

Complete all data source integrations · validate data accuracy against source systems · manage RIDOC/WINFACTS access coordination with Town support.

**Achieve Milestone 3 acceptance.**

### 4 Week 10–11.

Complete dashboard configuration · reporting tools · user acceptance testing.

**Achieve Milestone 4 acceptance.**

### 5 Week 12.

Deliver training for designated personnel · complete final acceptance sign-off.

**Achieve Milestone 5 acceptance.**

## 11.2 Key Personnel

The solicitation does not specify key personnel requirements by name or role. At minimum, the implementation team should include a named project manager, a CJIS-qualified systems engineer, and a training coordinator. If key personnel are substituted after contract execution, notify the Town in writing and confirm replacement personnel meet CJIS requirements before they access any systems.

## 11.3 Offshore Involvement Post-Award

**Permitted with limitations:** non-CJI documentation development · training material preparation · dashboard design mockups (without actual data) · reporting template development · project

schedule management. **Requires U.S. Prime oversight:** any content that will be provided to the Town. **Prohibited:** any access to CJI data, the production system, or any environment containing real law enforcement records.

#### 11.4 Reporting and Invoicing

Invoice upon completion of each milestone with written Town acceptance. Invoices must reference the specific milestone number and contract. Payment within 30 days of approved invoice. **Maintain milestone completion documentation** (meeting records, test results, training attendance, acceptance sign-offs) for every invoice to support any payment dispute.

#### 11.5 Town Oversight Touchpoints

Expect the Town and Police Department to be actively involved at every milestone acceptance point. The Town Manager or agent has the right to inspect and test materials (§ 15). For a software platform, this means demo-ready capability at every milestone acceptance meeting. For the UAT milestone (Milestone 4), have a documented test script ready for the Town to execute, not just a vendor-run demonstration. For training completion (Milestone 5), provide signed attendance sheets and training evaluation forms.

## Twelve risks, *with mitigations and owners.*

#	RISK	LIKELIHOOD	IMPACT	MITIGATION	OWNER
1	WINFACTS (RIDOC) integration delayed because Town has not executed data sharing agreement	High	High	Raise in Q&A · confirm Town responsibility · carve WINFACTS out of 90-day commitment pending authorization	U.S. Prime / Town
2	CJIS compliance documentation insufficient · bid rejected	Medium	High	Prepare full CJIS documentation package before submission · agency agreement process · personnel screening	U.S. Prime
3	Competitor submits compliant bid at lower price than breakeven	High	High	Price to actual cost · do not inflate integration services to subsidize platform pricing below market	U.S. Prime
4	Town splits the award · platform to one vendor, integration to another	Low-Med	Medium	Price each line item to stand alone economically · do not cross-subsidize lines	U.S. Prime
5	DTS integration more complex than estimated · Town's DTS version has no API	Medium	Medium	Submit Q&A question on DTS version · scope contingency for file-based or alternative integration	Offshore / U.S. Prime
6	Town withholds Milestone 3 payment due to disputed data accuracy validation	Medium	High	Define data accuracy criteria at Milestone 1 project plan · agree on test methodology before integration begins	U.S. Prime
7	90-day implementation cannot be achieved due to delayed CJIS addendum execution	Medium	High	Budget 1–2 weeks for CJIS addendum execution immediately post-award · begin platform deployment in parallel	U.S. Prime
8	Offshore team inadvertently contacts Town agency directly	Low	High	Enforce strict communication protocol · no Town contact information shared with offshore · all routing through U.S. Prime	U.S. Prime
9	Competitor with pre-existing cooperative purchasing contract awarded outside this ITB	Medium	Medium	Submit Q&A to confirm whether cooperative award is being considered · register if applicable	U.S. Prime
10	Insurance certificates not ready at submission · carrier turnaround > 5 days	Low	High	Request updated certificates from carrier by May 12 · confirm Town listed as additional insured	U.S. Prime

#	RISK	LIKELIHOOD	IMPACT	MITIGATION	OWNER
11	Axon Evidence.com integration requires partner agreement not yet in place	Low-Med	Medium	Confirm Axon API partner status before bid submission · if not confirmed, submit Q&A on integration requirements	U.S. Prime
12	Final acceptance delayed because training is rescheduled · M5 beyond 90 days	Medium	Medium	Build training scheduling flexibility into implementation plan · propose fixed training window at kickoff	U.S. Prime / Town

## CJIS is *the evaluation filter*.

The IT and cybersecurity section of this proposal is not a supporting chapter. **It is the evaluation filter that separates qualified bidders from unqualified ones.** CJIS compliance is listed in the technical specifications as a "must" requirement. A bid that does not satisfy the evaluator on CJIS compliance will be deemed non-responsive, regardless of price. Your cybersecurity strategy for this bid must address three specific audiences with three different questions in mind.

**The Police Department evaluator asks:** has this vendor deployed in a CJIS environment before, do they understand what CJIS requires of a cloud-hosted platform, and will their system pass an FBI CJIS audit? Answer those three questions directly, with documentation.

**The Town's IT or legal reviewer asks:** what happens if there is a data breach, and what is the vendor's liability and notification process? Address breach response and incident notification in your proposal.

**Julie Mason, the procurement administrator, asks:** is the bid technically responsive? Your CJIS documentation must be complete enough that she can check the box on technical compliance without having to escalate to a subject matter expert.

**Six specific win requirements for the IT/Cyber section:** name your cloud provider and its FedRAMP authorization status · state your FIPS 140-2 validated encryption modules by name · describe your CJIS personnel screening process · provide your existing CJIS agency agreement count · describe your SOC 2 Type II or equivalent audit status · state your data breach notification timeline. A proposal that covers all six with specific, verifiable information will score at the top of the technical evaluation.

## Four sectors, *no single dominant narrative*.

This solicitation spans IT/Software, Defense/Security (CJIS), Professional Services, and Public Health (opioid analytics) sectors. **The integration challenge for your proposal is addressing all four sectors without allowing any one to dominate the narrative at the expense of the others.**

**IT/Software sector:** the platform architecture, integration connectors, and cloud hosting are the foundation of the technical response. Address these in the Technical Solution section.

**Defense/Security sector:** CJIS compliance is the qualification threshold. Address this in a dedicated CJIS/Security section immediately after company qualifications, so it is read before anything else.

**Professional Services sector:** the implementation and integration work is what you are primarily being paid for in Year 1. Your project management methodology, implementation team, and prior deployment track record belong in the Implementation Plan section.

**Public Health/Opioid sector:** this is the stated purpose of the project. Address opioid analytics capabilities in a dedicated section after the core technical narrative. Use the language of the solicitation – specifically the references to opioid response, overdose tracking, hotspot identification, and public health coordination. An evaluator who funded this project through Opioid Settlement funds wants to see that the vendor understands why this platform matters, not just what it does.

The multi-sector nature of this solicitation means your proposal team needs expertise across all four areas. **The offshore team can produce the first drafts, but the U.S. Prime must have a CJIS-knowledgeable reviewer sign off on the security section and a public safety practitioner review the opioid analytics section before submission.**

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DISCLOSURE

One engagement. *Internal use only.*

This Tender Insight consolidates BronzeKeel's strategic analysis of publicly-available RFP information for the named Prime's pursuit of ITB SK0067PD. All analyst assessments are derived from the source RFP and BronzeKeel's published capture economics. Independently verify before bid submission. The information herein creates no contractual obligation, endorsement, or guarantee.

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