



# Market Intelligence You Can **Act On**

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**Aligning** Industry with  
State and Local  
Government

2015 Key Market Drivers



# Key Market Drivers



CJIS GROUP researchers speak directly with state and local IT decision makers to discuss their **current technology systems** and **future IT needs**. After documenting thousands of conversations, **5 key issues** have surfaced which will drive spending and new procurements in 2015.

- ✓ Cost Reduction
- ✓ Cloud Services
- ✓ Mobility & Security
- ✓ Interoperability & Standardization
- ✓ Transparency



# Key Market Drivers



**This report will help state and local IT vendors:**

- ✓ **Identify** the top areas of concern for state and local government agencies and how those issues influence procurement of IT systems
- ✓ **Understand** language and key terms that government agencies use when referring to new technologies
- ✓ **Review** live, pre-RFP, projects uncovered by CJIS GROUP researchers that fit each top market driver
- ✓ **Develop** strategies to work with agencies that are assessing and reviewing new technologies in the near future

# Cost Reduction



## Why it's key:

Aside from utilizing their own budgets, agencies will also look to general funds, capital improvement plans and federal grants to procure new solutions. Due to these limited budgets and funding restrictions, agencies are looking to **maximize their technology investments** through:

- ✓ Consolidation efforts
- ✓ Shared Services
- ✓ Enterprise Solutions

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## Cost Reduction In Action:

**Jurisdiction:** State of Illinois

**Project Title:** Enterprise Shared Application  
Services Platform

**Project Status:** Initiative

The State has developed a number of recommendations for moving to a new model for **enterprise technology** as a result of the work accomplished in Framework Planning Phase One.

*[Click here to learn more about this Enterprise opportunity...](#)*

# Cloud Services



## Why it's key:

Although security concerns are a priority, the cloud has been on the rise the past couple of years. These systems will reduce upfront investment and minimize risks. Many agencies will need:

- ✓ Consultants to find the best way to leverage this new technology
- ✓ Migration of their legacy systems
- ✓ Hosted or SaaS solutions

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## Cloud Services In Action:

**Lead Agency: Washington State Consolidated Technology Services (CTS) 40246**

**Project Title: Converged Server Solution**

Procurement Status: Pre-RFP

The Washington State Consolidated Technology Services (CTS) is seeking information on Converged Server Solutions in support of server infrastructure for all CTS-managed services, such as the **private cloud and messaging services**.

*[Click here to learn more about this Cloud opportunity...](#)*

# Mobility & Security



## Why it's key:

A key issue from 2014, mobility and security remain top priorities due to the ever-growing number of field workers, their desire to use personal devices and Federal mandates such as the FBI's CJIS Security Policy and HIPAA. Lastly, an increased number of newsworthy data breaches (think Target or South Carolina) put an emphasis on the issue for constituents. Look for opportunities for:

- ✓ Upgrades to existing infrastructure
- ✓ New wireless systems for increased data
- ✓ Additional consulting / auditing opportunities

## Mobile Security In Action:

**Lead Agency:** Gallatin County Sheriff's Office 61842

**Project Title:** Mobile Data Computers

Procurement Status: Probable Sole Source

The Gallatin County Sheriff's Office will acquire Mobile Data Computers. The Office is replacing the some of the older mobile data computers in their patrol cars. The Office desires a Toughbook computer that will provide **critical connection** to the statewide emergency systems mobile data backbone with **access to secure, interoperable** and **vital dispatch information**.

*[Click here to learn more about this Mobile opportunity...](#)*

# Interoperability & Standardization



## Why it's key:

Agencies need to build infrastructure that meets standards in order to properly integrate with neighboring systems, support additional mobile devices and adhere to Federal guidelines. Seen most often within communications systems, state and local governments will continue tackling these issues :

- ✓ P25 compliance /700 MHz
- ✓ FirstNet
- ✓ Wireless connectivity for agencies to share data
- ✓ Electronic Health Records & Health Information Exchanges

## Interoperability In Action:

**Lead Agency: Oakland County Department of Technology 41590**

**Project Title:** Emergency Services IP Network

**Procurement Status:** Pre-RFP

The Oakland County Department of Information Technology will acquire a "Next Generation 9-1-1" IP- based emergency call and control system, commonly referred to as an Emergency Services IP Network (ESInet), **compliant with standards** defined by the National Emergency Number (NENA) document 08-003, commonly referred to as the NENA i3 standards. The Department desires a **county-wide**, and **potentially regional**, i3 compliant ESInet, **interconnected** to the legacy 9-1-1 network, private and public Next generation 9-1-1 service providers, and the future State of Michigan ESInet.

*[Click here to learn more about this Interoperable opportunity...](#)*

# Transparency



## Why it's key:

State and local agencies are facing an increasing pressure to be more open and transparent. Whether enforcing employee accountability or properly reporting spending, agencies are looking for ways to increase both public satisfaction and public safety while engaging their communities in a number of ways:

- ✓ Body-worn cameras, recording devices and storage
- ✓ Citizen Relationship Management (CRM) and 311 systems
- ✓ Financial reporting

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## Transparency In Action:

**Lead Agency:** Portland Police Bureau

**Project Title:** On Body Camera System

**Procurement Status:** Pre-RFP

It is the belief of the Portland Police Bureau that on-body camera technology will help enhance the community/police relationship by providing **additional transparency** and **accountability** in the daily operations of the Police Bureau.

*[Click here to learn more about this opportunity...](#)*



# Why CJIS GROUP?



## Why CJIS GROUP?

- ✓ We provide **actionable**, opportunity based intelligence
- ✓ We have **validated** information direct from decision makers
- ✓ We provide a **comprehensive** view of the state and local market

For more information:

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