



Northrop Grumman Systems Corporation
Mission Systems Sector

Missile Defense & Protective Services Division
Integrated Fires & Protective Services
7555 Colshire Drive
McLean, Virginia 22102

\ February 16, 2016

Ms. Jaime Young
County of San Mateo
Office of Public Safety Communications
400 County Center, PSC#100
Redwood City, CA 94063

Sent by E-Mail: jdy@smc911dispatch.org

Subject: RFI 011316CAD

Dear Ms. Young:

Northrop Grumman Systems Corporation, acting through Northrop Grumman Mission Systems Sector, Missile Defense and Protective Services Division, hereinafter referred to as "Northrop Grumman", has been San Mateo County Office of Public Safety Communications' CAD partner for over 24 years. This letter is to inform you that Northrop Grumman did not respond to your recent RFI for CAD and Mobile systems.

Northrop Grumman would like to take a different approach with the County of San Mateo. Northrop Grumman is very familiar with your processes, interfaces and CAD functionality and would like to work with your team to conduct a feature comparison analysis of the functionality of your existing Northrop Grumman CAD system and our current CommandPoint® CAD and Mobile systems. CommandPoint® CAD is a feature rich system that supports multi-jurisdiction and multi-class dispatch centers like San Mateo County Office of Public Safety Communications across the United States and internationally.

Northrop Grumman believes a sole source upgrade to CommandPoint® CAD is a low risk high reward approach for the Office of Public Safety Communications. Northrop Grumman has a history of proven performance and delivery and we are the only CAD provider that has been in this business continuously since the advent of Computer Aided Dispatching. When an agency such as the Office of Public Safety Communications procures a mission critical system, they are not simply purchasing a system, but acquiring a firm and its dedicated people with a commitment to make it perform. No one has a greater commitment in this industry to get the job done than Northrop Grumman and its dedicated public safety individuals. We also have a long corporate history in providing, servicing and operating a variety of mission critical systems around the world.

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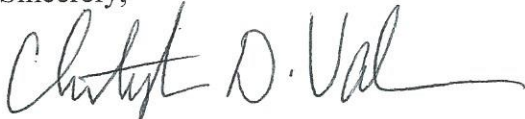
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The CommandPoint® suite of products combines the best technological standards with five decades of Northrop Grumman experience providing first responder products to the public safety sector. CommandPoint® utilizes a true Windows user interface, making it among the most streamlined products in the public safety market. CommandPoint® CAD is a highly configurable Commercial Off the Shelf (COTS) product that allows multi levels of configuration including system, agency and user.

The Office of Public Safety Communications would benefit from Northrop Grumman's capital investments that enhance the CommandPoint® product on an ongoing basis. We continually expand and improve our CommandPoint® product suite through core system improvements and new features. We integrate top-of-the-line public safety-related products, including third party Record Management Systems (RMS), Mapping products, and Mobile Data Solutions. In addition, as data exchange standards become adopted by public safety and related organizations, we add support for these standards to the product. Our experience includes innovative integration with third party solutions such as Automatic Vehicle Location (AVL), smart phones, license plate readers, shot detection, camera integration, and finger print readers.

Northrop Grumman will soon be in contact with you start the discussions to conduct a feature comparison analysis between your current system and CommandPoint® CAD. Northrop Grumman sincerely appreciates our long standing relationship with the County of San Mateo Office of Public Safety Communications and look forward to remaining your strategic partner providing first responder services to your citizens. If you need any additional information, please call me at the number below.

Sincerely,



Christopher D Valvo
Program Manager
Phone: (415) 281-4687

cc: Linda Rauner
John Kouri

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