

# **FACIAL RECOGNITION**

## **01/08/2019 - 04/24/2019**

**Stone, Andrea**

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**From:** The IACP <TheLead@iacp.bulletinmedia.com>  
**Sent:** Tuesday, January 08, 2019 7:24 AM  
**To:** jiansong@springfieldpolice.net  
**Subject:** IACP's The Lead: New Mexico's Public Safety Chief Seeks More Information Sharing Among Agencies, Departments.

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Tuesday, January 8, 2019





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## **POLICING & POLICY**

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### **New Mexico's Public Safety Chief Seeks More Information Sharing Among Agencies, Departments.**

The [AP](#)   (1/7, Hudetz) reports that New Mexico Gov. Michelle Lujan Grisham's "pick to lead the state Public Safety Department is a state law enforcement veteran who said Monday that he'll prioritize coordination and data sharing with local police and sheriff's agencies." Valencia County Undersheriff Mark Shea, "who has a background in school safety and police recruitment, was one of a half dozen appointments Lujan Grisham announced Monday." Shea "will oversee the state police, law enforcement training, crime registries, emergency response and more." Both Shea and Lujan Grisham "underscored a need for more information sharing among local law enforcement agencies and departments."

### **UK Targets Drone Misuse After Airport Disruptions.**

[BBC News Online \(UK\)](#)   (1/7) reports, "Police will be given new powers to tackle the illegal use of drones, the government has announced." According to BBC News, "The area around airports where drones are banned from flying will also be extended, and from 30 November operators of drones between 250g and 20kg will need to be registered." Last month, "flights from Gatwick were suspended for more than 36 hours after drones were reported over the airfield." The plans "follow a consultation into the use of drones which began in July." The government "said it would also expand technology to detect and repel drones from sites like airports and prisons, to prevent any repeat of events like those at Gatwick airport in December." The [Wall Street Journal](#)   (1/7, Wall, Subscription Publication) also reports.

**FROM IACP**

## New Member Benefit: Samsung Save@Work

IACP is pleased to announce the addition of the Samsung Save@Work program as a member-only benefit. Samsung Save@Work provides access to exclusive discounts on the latest Samsung TVs, phones, appliances, tablets, and more, directly from Samsung.com. In addition to your exclusive member-only discounts, you can also take advantage of great trade-in programs, free shipping, low monthly payments, and savings of up to 40%.

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## CRIME & DRUGS

### Supreme Court Declines To Hear Craigslist Killer's Appeal.


The [Cleveland Plain Dealer](#)  (1/7) reports that the Supreme Court "declined to review a decision by the Ohio Supreme Court that upheld the death sentence of Richard Beasley, the so-called 'Craigslist killer,' who used the classified ad website to lure men for him to rob and kill." Beasley, 59, "was sentenced to death in 2013." Beasley "teamed up with a teenager to use Craigslist to put up postings promising jobs on a southeastern Ohio farm and subsequently killed Ralph Geiger, David Pauley and Timothy Kern," and "he also shot Scott Davis, who survived."

The [Akron \(OH\) Beacon Journal](#)  (1/7, Warsmith) reports, "Beasley, a death row inmate from Akron, argued that Ohio Supreme Court Justice Patrick DeWine, the son of former Ohio Attorney General Mike DeWine, now the governor-elect, should have recused himself from Beasley's case when it was before the state Supreme Court." The Ohio Attorney General's Office "assisted with Beasley's prosecution and argued the case before the Ohio Supreme Court." The Beasley case "wasn't the only time the issue of Patrick DeWine and Mike DeWine's relationship was raised in court," as Patrick DeWine "recused himself last July from deciding a case involving the Electronic Classroom of Tomorrow (ECOT), an online charter school, that Mike DeWine's office was involved with."

### Florida Man Arrested After Allegedly Threatening To Kill Law Enforcement Officers.



[WKRG-TV](#)  Mobile, AL (1/7, Long) reports from Pensacola, Florida, "A man has been arrested in Pensacola after calling the Federal Bureau of Investigation several times in recent days threatening to kill all law enforcement officers he sees." Olin Dale Hulsey, 46, "is charged with making threats to kill and intimidation." According to WKRG-TV, "The FBI first notified the Escambia County Sheriff's Office of a terroristic threat made by telephone by Hulsey Saturday morning." Hulsey "allegedly called the FBI National Threat Operations Center making the threat against law enforcement officers and 'Three Percenters' which is a militia organization."

### Wisconsin Sheriff To Provide Update On Jayme Closs Abduction Investigation.



[WISC-TV](#)  Madison, WI (1/7) reported that "authorities in Barron, Wisconsin, are planning to provide an update on their investigation into the apparent abduction of" Jayme Closs "whose parents were killed." Barron County Sheriff Chris Fitzgerald "says next week will mark 90 days since authorities believe Jayme was abducted. He plans to update the media on Jan. 15 about new partners and an expanded team that's working to find her." The FBI's Milwaukee office posted information about the

investigation on the office's official Twitter account.

### **Surveillance Cameras Help St. Louis Detectives Capture Kidnapping Suspect.**

The St. Louis Post-Dispatch   (1/7, Byers) reports, "Police have arrested a man they say tried to kidnap and assault a woman in downtown St. Louis early Sunday and pistol-whipped her when she refused to comply with his demands." The Post-Dispatch adds, "The victim, 34, told police she had just sat down in her parked car in the 900 block of Market Street about 2 a.m. when an armed man jumped into her passenger seat and told her to drive." The man "then tried to sexually assault her, but she fought back, police said. He struck her in the head with his gun, according to police." The victim "was able to push the man out of the vehicle and call police, who found her with a large cut to her head and bruising to her face." According to the Post-Dispatch, "Detectives in the department's Real Time Crime Center then used surveillance cameras in the area to find the suspect's vehicle." Lavell Benford, of St. Louis, "was charged after allegedly trying to kidnap, rob and assault a woman as she got into her parked car along Market Street in downtown St. Louis on Jan. 6, 2019."



### **Man Charges In Indiana Standoff Allegedly Rigged Entrance To Explode.**

The Northwest Indiana Post-Tribune   (1/7, Jacobs) reports, "A man who peacefully surrendered to police after an hours-long standoff last month in Gary had 'crudely constructed' a barricaded entrance to explode, court records show." Anthony Hammond, 25, was charged on Friday in Lake Superior Court after the December 29 standoff. The charges against Hammond "include attempted aggravated battery, intimidation, killing a domestic animal, battery causing moderate injury and criminal recklessness, court records show." The Post-Tribune adds, "In the days before the standoff, Hammond had fired gunshots from the residence and killed his father's Chihuahua, a probable cause affidavit states."



## **TECHNOLOGY**

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### **Poll: Americans Warming To Use Of Facial Recognition Technology.**

NextGov   (1/7, Konkell) reports, "A growing number of Americans are OK with the facial recognition technology, especially if it increases public safety, according to a national survey released Monday." According to NextGov, "Conducted on a national poll of 3,151 U.S. adults in December, the survey found only one in four Americans believe the federal government should strictly limit the use of facial biometrics technology." The survey "also indicates Americans are more likely to support any apparent tradeoff to their own privacy caused by facial recognition technology if it benefits law enforcement, reduces shoplifting or speeds up airport security lines." NextGov adds, "Only 18 percent of those polled said they agreed with strict limitations on facial recognition tech if it comes at the expense of public safety, compared to 55 percent who disagreed with such limitations."

### **New Jersey County To Launch Digital Mapping Program.**

NJ News   (1/7) reports, "Hunterdon County Freeholder John E. Lanza, the board's liaison for Public Safety, recently announced the county has agreed to a pilot project with a technology firm to provide the base cloud server for digital structure mapping of schools and other buildings around the county. 'The mapping program will make available in critical incidents floor plans and structural guides provided by participating schools and other entities, digitally and remotely to police, rescue squad responders and firefighters, via cell phones, tablets, and laptops,' Lanza said. 'Public Safety units responding to events, whether they are fires, health emergencies, active shooter responses or other incidents, will have at their fingertips the ability to better direct resources to specific areas within structures with this technology.'"

## **MONDAY'S LEAD STORIES**

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- **Democrats To Reintroduce Gun Control On Anniversary Of Giffords Shooting.**
- **NYTimes A1: Mug Shots "Increase The Likelihood Of Ensnaing An Innocent Person."**
- **Lawsuit Challenges FBI's Computer Hack In Wegmans Scam.**



- **Story Of Missing Wisconsin Girl To Travel Across US On Trailer.**

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Stone, Andrea

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**From:** GovTech Biz <newsletters@govtech.com>  
**Sent:** Tuesday, January 15, 2019 11:13 AM  
**To:** D Jeremy DeMar  
**Subject:** Acquisitions Abound at CentralSquare, Motorola Solutions and CompTIA



**Acquisitions Abound** There was lots of news in the mergers and acquisitions department this last week: CentralSquare bought the asset management firm Lucity, the professional development and advocacy nonprofit CompTIA absorbed the Public Technology Institute and Motorola Solutions purchased the parent company of license plate-reading and facial recognition business Vigilant Solutions.

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#### **Startup in Residence Announces 2019**

**Cohort** Amid a big push to expand the program, this year's cohort consists of 40 companies that will work alongside government officials to create solutions for them.

#### **New California Governor Embraces Tech**

**Procurement Modernization** One of Gov. Gavin Newsom's first acts in office was to sign an executive order establishing a pathway for state agencies to procure technologies by running "innovation sprints."

#### **UrbanLeap Signing Up Customers and**

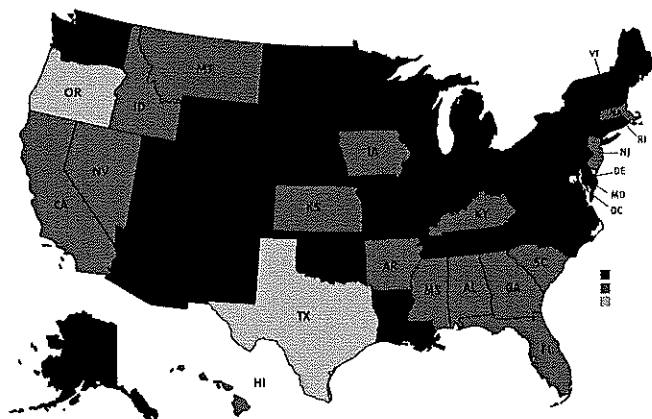
**Expanding** The startup, which offers software to help cities run pilot projects, has brought on Las Vegas as well as innovation labs in San Mateo County, Calif., and Pittsburgh, as customers. It's also looking to

double its team.

### **Akron, Ohio, Council Split on Budget Simulation**

**Software** One city council member in Akron, Ohio, has tried several times to get the city to consider the offerings of Balancing Act, and the rest of the council has repeatedly turned him down. Now, that council member is looking to move ahead with a pilot test anyway.

## MARKET SPOTLIGHT



### **State IT Structures Have Changed Dramatically in**

**Recent Years** The long-term trend in state IT has been centralization — a movement from IT employees working for individual agencies to all of them working for a single agency under unified control. That can impact how much IT costs and how states go about their work. In this piece, researchers from the Center for Digital Government review how state IT structures changed from 2016 to 2018.

## WATCHLIST

*GovTech companies on our radar this week:*

**PowerDMS**: Policy and procedure management for public

sector agencies.

Run a GovTech company? Get on our radar [here](#).



## BIZ NOTES

>**RapidDeploy**, a cloud-based computer aided dispatch company from South Africa, has opened its U.S. headquarters in Austin, Texas.

>**Urban Innovation Fund** has invested an undisclosed amount in the transportation data startup **Ride Report**.

## WHAT WE'RE READING

**Reflections on Seven Years in the U.S. General Services Administration** (Justin Herman/LinkedIn)

**The IRS is Shut Down, but Its Automated Systems Continue Sending Asset Seizure Warnings** (The Intercept)

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As 2018 comes to a close, the Global Society of Homeland and National Security Professionals would like to wish its members, partners and other industry professionals a safe and happy holiday season. As we reflect on the past year for the industry, we would like to provide the readers of the Weekly Security Report a look at the most accessed articles from the year. Our regular publication will resume Wednesday, Jan. 9.

## Border Patrol losing more agents than it can hire



In Homeland Security

**From July 25:** Border security is once again in the headlines as the Trump administration tries to deal with another immigration crisis. President Donald Trump and many of his GOP counterparts have been demanding a significant increase in the number of U.S. Border Patrol agents assigned to the southwest border as a way of preventing more illegal crossings and apprehending more migrants attempting to enter the U.S. illegally. However, a recent government

report indicates that Border Patrol is losing more agents than it can hire. **READ MORE**

## Inside the top-secret Israeli anti-terrorism operation that's changing the game



Vanity Fair

**From Oct. 10:** Governments around the world are quietly turning to YAMAM, Israel's special police force, for help with their most intractable security problems. And now, elite commandos publicly reveal the tactics that have made it one of the most fearsome counterterrorism units in the world. **READ MORE**

## Law enforcement agencies have a new partner: Amazon



By Bambi Majumdar

**From July 11:** Amazon has made its entry into the surveillance business with a facial recognition system, Rekognition. The product is geared towards law enforcement use, and has already been used in select police departments around the country. The AI-based program can track, identify and analyze people in real-time. It is powerful enough to identify up to 100 people in a single image and scan the information quickly against databases. Some are calling it a "first-of-its-kind public-private partnership." **READ MORE**

## New facial recognition tech catches 1st impostor at DC airport



NBC News

**From Aug. 29:** Facial recognition technology caught an impostor trying to enter the U.S. on a fake passport that may have passed at face value with humans, federal officials said. And the groundbreaking arrest came on just the third day the biometric technology has been used at Washington Dulles International Airport. **READ MORE**

## Florida shooting raises questions of security



The Associated Press via Tampa Bay Times

**From Aug. 29:** A shooting at a video game competition in Florida has left two people dead along with the suspect and prompted calls from gamers for more security at esports tournaments. "It's very clear that we need to be more proactive for 2019 and beyond," tweeted Joey Cuellar, the tournament director for the Evolution Championship Series, an esports event that focuses on fighting games. The tournament is held in Las Vegas and draws some 15,000 people. **READ MORE**

## DNA detectives are searching for killers in your family tree



Bloomberg

**From June 20:** Consumer genetic-testing services are wrestling with a new threat to users' privacy: detectives hauling a dragnet through their DNA. In April, investigators arrested a suspect in the decades-old case of the Golden State Killer after sifting through online genetic data. The arrest has set off one of the most vigorous recent debates about privacy in the digital age. **READ MORE**

## An ISIS-inspired tactic is raising concerns in US ports





Business Insider

**From Oct. 10:** The U.S. Coast Guard has a number of threats it needs to worry about when dealing with boats and their crews on U.S. waterways, but boats without crews are adding a new wrinkle to the problem. "There is an emergence in the Middle East with ISIS of using unmanned remotely controlled vessels that are packed with explosives, and that would pose a significant challenge," Lt. Cmdr. Devon Brennan, the commander of the Coast Guard's Maritime Safety and Security Team in New York, said recently during a use-of-force demonstration. [READ MORE](#)

## Mexico's next president plans his own border police force



Bloomberg

**From July 11:** After months of Donald Trump's controversial clampdown on immigration, Mexico's President-elect Andres Manuel Lopez Obrador is planning his own border police force to stop undocumented immigrants, drugs and guns from crossing into the country from Central America, his future chief of public security said. Picked by Lopez Obrador, Alfonso Durazo stressed that the new force would be part of a larger regional development effort to ease the poverty and violence that lead so many Central Americans to cross into Mexico. [READ MORE](#)

## DHS experts warn it's a 'matter of time' before hackers hit commercial airliners



CBS News

**From June 20:** Cybersecurity experts working for the Department of Homeland Security issued a sobering warning about the vulnerability of commercial airliners to hackers. The same group of experts hacked a Boeing 757, and now CBS News is learning more about the government's ongoing efforts to learn about the vulnerabilities. In a presentation in January, researchers from the Pacific Northwest National Laboratory warned it is "a matter of time before a cybersecurity breach on an airline occurs," according to 119 pages of heavily redacted documents provided by DHS to CBS News. [READ MORE](#)

## 'We haven't seen the big one': Coats fears 'cyber 9/11,' terrorist use of WMD



Homeland Security Today

**From July 25:** Director of National Intelligence Dan Coats warned at the Aspen Security Forum that he fears a "cyber 9/11" or terrorist use of weapon of mass destruction that could inflict 100 times the casualties seen on September 11th, 2001. Coats recently declared in a speech at the Hudson Institute in D.C. that, like before 9/11, "the warning lights are blinking red again" as "the digital infrastructure that serves this country is literally under attack." [READ MORE](#)

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## HOMELAND SECURITY

### Airports encouraged to invest in anti-drone measures before the threats grow



By Matt Falcus

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The Hill

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### **5 blockchain trends everyone should know about**



Forbes

Blockchain traveled a rocky road in 2018 but is still hotly tipped as a technology with huge potential for transforming business and day-to-day life. [READ MORE](#)

## **LAW ENFORCEMENT HEADLINES**

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### **Active shooter training for officers will be a key focus in 2019**





By Bambi Majumdar

Law enforcement officers across the country are undergoing intensive active shooter training sessions. Recent active shooter incidents and their tragic consequences have been sobering learning experiences, but experts are using those experiences to create preventive programs. They have extracted and analyzed data from after-action reports and officers involved in the cases. The analytical reports are used to

develop improved, faster and better ways for first responders to respond to an active shooter scene. [READ MORE](#)

## The FBI is trying Amazon's facial-recognition software



NextGov

The FBI is piloting Amazon's facial matching software—Amazon Rekognition—as a means to sift through mountains of video surveillance footage the agency routinely collects during investigations. The pilot kicked off in early 2018 following a string of high-profile counterterrorism investigations that tested the limits of the FBI's technological capabilities, according to FBI officials. [READ MORE](#)

## 'Tuning in' to people's feelings, body language and voice tones



By Frank R. Myers



I do not claim to be an expert, psychologist or therapy worker; however, I do believe I have a knack for "tuning in" to what people are projecting to me through their various mannerisms. With time and experience, anyone can fine tune their people "reading" capabilities through dealing with them on a day-to-day basis. This is especially true when your line of work is in the medical field. Over several years of being a crew member and

then officer on an ALS (advanced life support) rescue unit with my former department, I could quickly determine what is real and what is not real. [READ MORE](#)

## Police: No drones allowed around Super Bowl event sites



The Associated Press via Times Union

Atlanta police are reminding the public that no drones are allowed around sites hosting events related to the Super Bowl. Police spokesman Carlos Campos said in an email Sunday that there would be a zero-tolerance policy for drones flying in areas that include Mercedes-Benz Stadium, the Georgia World Congress Center, State Farm Arena, Centennial Olympic Park and the Fox Theatre. [READ MORE](#)

### GSHNSP NEWS

## Upcoming webinars



GSHNSP

The following are webinars being offered by GSHSNP through its partner Justice Clearinghouse.

- **Jan. 30:** [Justice Agencies & Future Planning for Dark Net, Cryptocurrency and Blockchain](#)

- **Jan. 31:** Investigating Animal Crimes: What Law Enforcement and Other Justice Professionals Need to Know
- **Jan. 31:** Abusive Head Trauma for Prosecutors & Investigators
- **Feb. 6:** Patrol Work Scheduling
- **Feb. 6:** Moral Courage and Ethical Lessons Learned from Iraq's Most Notorious War Crime
- **Feb. 7:** Demystifying Terrorism: A Critical Examination of Modern Terrorism
- **Feb. 7:** Police Liability: Recent Developments under Section 1983

## Homeland Security Certifications



GSHNSP

The Certified Homeland Protection Professional (CHPP) and Certified Homeland Protection Associate (CHPA) levels I through IV certification programs were established by the National Sheriffs' Association in partnership with the Global Society of Homeland and National Security Professionals. The designations certify that individuals have demonstrated competency, knowledge, skills and abilities in the blended discipline of Homeland Protection through a rigorous qualification program.

For an overview of the Certified Homeland Protection Professional program, [click here](#).

For an overview of the Certified Homeland Protection Associate program, [click here](#).

## ■ TRAINING

### Certified Homeland Protection Professional (CHPP) Review Course & Test



GSHNSP

**Feb. 12, 2019**

If you are an individual who possesses the experience, knowledge, skills and abilities to be considered a Homeland Protection Professional and you want to be recognized as a certified professional in the homeland security field, then you have the opportunity to become a Certified Homeland Protection Professional (CHPP) during the 2019 National Sheriffs Association Winter Conference. **READ MORE**

### Operations Based Threat, Risk, and Vulnerability Assessment training



GSHNSP

The Operations Based Threat, Risk, and Vulnerability Assessment is a comprehensive assessment that defines a community, evaluates a community's strengths and weaknesses, identifies critical infrastructure and key resources, identifies the threats to the community from an all hazard perspective, identifies and prioritizes Critical Infrastructure/Key Resources and provides a comprehensive vulnerability assessment. **READ MORE**

### School Based Threat, Risk and Vulnerability Assessment training



GSHNSP

The School Based Threat, Risk and Vulnerability Assessment is a comprehensive assessment that evaluates a school system's strengths and weaknesses in regard to



safety and security, identifies critical infrastructure and key resources, identifies the threats to the schools from an all-hazard perspective, and provides a comprehensive vulnerability assessment. **READ MORE**

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### **Active shooter training for officers will be a key focus in 2019**





By Bambi Majumdar

Law enforcement officers across the country are undergoing intensive active shooter training sessions. Recent active shooter incidents and their tragic consequences have been sobering learning experiences, but experts are using those experiences to create preventive programs. They have extracted and analyzed data from after-action reports and officers involved in the cases. The analytical reports are used to

develop improved, faster and better ways for first responders to respond to an active shooter scene. [READ MORE](#)

## The FBI is trying Amazon's facial-recognition software



NextGov

The FBI is piloting Amazon's facial matching software—Amazon Rekognition—as a means to sift through mountains of video surveillance footage the agency routinely collects during investigations. The pilot kicked off in early 2018 following a string of high-profile counterterrorism investigations that tested the limits of the FBI's technological capabilities, according to FBI officials. [READ MORE](#)

## 'Tuning in' to people's feelings, body language and voice tones



By Frank R. Myers

I do not claim to be an expert, psychologist or therapy worker; however, I do believe I have a knack for "tuning in" to what people are projecting to me through their various mannerisms. With time and experience, anyone can fine tune their people "reading" capabilities through dealing with them on a day-to-day basis. This is especially true when your line of work is in the medical field. Over several years of being a crew member and

then officer on an ALS (advanced life support) rescue unit with my former department, I could quickly determine what is real and what is not real. [READ MORE](#)

## Police: No drones allowed around Super Bowl event sites



The Associated Press via Times Union

Atlanta police are reminding the public that no drones are allowed around sites hosting events related to the Super Bowl. Police spokesman Carlos Campos said in an email Sunday that there would be a zero-tolerance policy for drones flying in areas that include Mercedes-Benz Stadium, the Georgia World Congress Center, State Farm Arena, Centennial Olympic Park and the Fox Theatre. [READ MORE](#)

## ■ GSHNSP NEWS

## Upcoming webinars



GSHNSP

The following are webinars being offered by GSHSNP through its partner Justice Clearinghouse.

- **Jan. 30: Justice Agencies & Future Planning for Dark Net, Cryptocurrency and Blockchain**

- **Jan. 31:** Investigating Animal Crimes: What Law Enforcement and Other Justice Professionals Need to Know
- **Jan. 31:** Abusive Head Trauma for Prosecutors & Investigators
- **Feb. 6:** Patrol Work Scheduling
- **Feb. 6:** Moral Courage and Ethical Lessons Learned from Iraq's Most Notorious War Crime
- **Feb. 7:** Demystifying Terrorism: A Critical Examination of Modern Terrorism
- **Feb. 7:** Police Liability: Recent Developments under Section 1983

## Homeland Security Certifications



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The Certified Homeland Protection Professional (CHPP) and Certified Homeland Protection Associate (CHPA) levels I through IV certification programs were established by the National Sheriffs' Association in partnership with the Global Society of Homeland and National Security Professionals. The designations certify that individuals have demonstrated competency, knowledge, skills and abilities in the blended discipline of Homeland Protection through a rigorous qualification program.

For an overview of the Certified Homeland Protection Professional program, [click here](#).

For an overview of the Certified Homeland Protection Associate program, [click here](#).

## TRAINING

### Certified Homeland Protection Professional (CHPP) Review Course & Test



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**Feb. 12, 2019**

If you are an individual who possesses the experience, knowledge, skills and abilities to be considered a Homeland Protection Professional and you want to be recognized as a certified professional in the homeland security field, then you have the opportunity to become a Certified Homeland Protection Professional (CHPP) during the 2019 National Sheriffs Association Winter Conference. **READ MORE**

### Operations Based Threat, Risk, and Vulnerability Assessment training



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The Operations Based Threat, Risk, and Vulnerability Assessment is a comprehensive assessment that defines a community, evaluates a community's strengths and weaknesses, identifies critical infrastructure and key resources, identifies the threats to the community from an all hazard perspective, identifies and prioritizes Critical Infrastructure/Key Resources and provides a comprehensive vulnerability assessment. **READ MORE**

### School Based Threat, Risk and Vulnerability Assessment training



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The School Based Threat, Risk and Vulnerability Assessment is a comprehensive assessment that evaluates a school system's strengths and weaknesses in regard to

safety and security, identifies critical infrastructure and key resources, identifies the threats to the schools from an all-hazard perspective, and provides a comprehensive vulnerability assessment. **READ MORE**

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### In this issue...

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  2. [Bump stocks will soon be illegal, but that's not stopping sales](#)
  3. [U.S. to prosecute District's armed ex-convicts in federal court in surge against gun violence](#)
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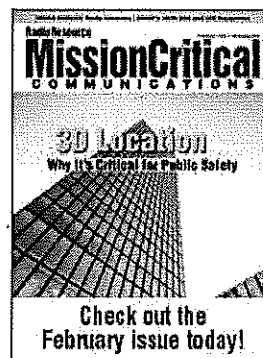
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**Stone, Andrea**

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**From:** GovTech Biz <newsletters@govtech.com>  
**Sent:** Tuesday, March 12, 2019 11:27 AM  
**To:** D Jeremy DeMar  
**Subject:** All the Gov Tech at South by Southwest

**GovTech Biz**

government  
technology

TOP NEWS

**All the Gov Tech at South by Southwest** From election security to data privacy, from smart cities to the stress of the police beat, *Government Technology's* team on the ground in Austin, Texas, captured the ideas and trends on display at this year's SXSW. They were also there for the annual technology pitch to mayors from around the country (read about it here; listen here). Here is a rundown of all the coverage.

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**Nexus Software Hopes to Make Parole Decisions Evidence-Based** The new platform hopes to ease the workload for parole officers and inform smarter responses to parolee behavior by automating communications, notifications, data collection and other aspects of the probation process.

**5G First Responder Lab Reveals First Cohort of Companies** Five companies have three months to work with Verizon's new Washington, D.C., lab and its 5G network to produce next-generation solutions

for first responders, with help on marketing and use-case testing.

**Denver Offers Blockchain Voting to Military, Overseas Voters** The city will use the Voatz app, which West Virginia also offered to military and overseas voters in the 2018 midterm elections. The concept of mobile phone-based voting is controversial, but gaining steam.

**Behind the Investor Push Against Amazon's Facial Recognition** The Seattle-based global commerce and technology giant was pushed past ExxonMobil and Chevron in 2019, receiving the most shareholder resolutions focused on corporate environmental, social and governance issues.

**Leaders Weighs Pros and Cons of ShotSpotter in Durham, N.C.** Over the past three years, the Durham Police Department has averaged 2,356 shots fired calls per year, according to the city. Now the City Council is considering gunfire detection sensors, but not all are convinced.

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#### **Join us at the next 10 Laws of Government Sales and Marketing Webcast**

Get actionable insights to reach your public sector buyers faster and more efficiently. Attend our LIVE webcast on March 20. Our panel of experts will be discussing proven strategies and tactics used to create a successful public sector marketing campaign with Accela Chief Marketing Officer Heidi Lorenzen. You'll also learn the five key components that are vital for

your marketing campaigns to be successful. At the end of the webcast, get your most pressing questions answered LIVE and take away knowledge you can readily apply to your state and local government marketing campaigns. [Register here.](#)

## WATCHLIST

*GovTech companies on our radar this week:*

**Dilli Labs**: A consultancy and app builder offering services as well as a portfolio of products ranging from email address validation to profanity filtering. Dilli is working with the city of Henderson, Nev., via the Startup in Residence program to give residents the ability to interact with city services using their voices.

*Run a GovTech company? Get on our radar [here](#).*



## BIZ NOTES

>**CityFlag** has been **selected** as one of 10 participants in the inaugural class of the **Arcadis City of 2030 Accelerator** in the Netherlands, which **Techstars** is also organizing.

## WHAT WE'RE READING

**"It's Not a 'Laugh at Bad Tech' Moment; It's Scary"** (Soren Spicknall/Twitter)



**The U.S. Federal Government Appears to be  
Rushing Facial Recognition in Airports** (Buzzfeed  
News)

**Sam Altman Steps Down from Y Combinator**  
(TechCrunch)

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© 2019 e.Republic. All rights reserved. 100 Blue Ravine Rd, Folsom, CA 95630, USA.  
Phone: 916-932-1300

**Stone, Andrea**

---

**From:** Jeremy Savage <jeremy.savage@vigilantsolutions.com>  
**Sent:** Tuesday, March 12, 2019 11:16 PM  
**To:** mKwatowski@springfieldpolice.net  
**Subject:** Sgt. Mel Kwatowski. Parking Enforcement Solutions  
**Attachments:** Parking Solutions Sell Sheet.pdf; Parking Solutions Brochure.pdf



Hi Sgt. Mel Kwatowski,

Hope all is well.

As you develop your technology strategy and budget for 2019-2020, Vigilant Solutions is here to help you with your department's continued success.

Some of the solutions we offer include: License Plate Recognition, Facial Recognition, Ballistics Analysis and Gun Crime Mapping. You can learn more about our solutions on [our website](#).

We are currently running 30-day trials on select products. If you are interested in learning more about our solutions, you can contact me at [jeremy.savage@vigilantsolutions.com](mailto:jeremy.savage@vigilantsolutions.com) or (925) 398-2079 ext. 712. I really appreciate your consideration and look forward to speaking with you.

Warm regards,

Be smart. Be safe. Be Vigilant.

**Jeremy Savage** | Inside Sales Representative

P: (925) 398-2079 ext. 712 | F: (925) 398-2113

M: (817) 975-0353 | [www.vigilantsolutions.com](http://www.vigilantsolutions.com)

[Jeremy.Savage@vigilantsolutions.com](mailto:Jeremy.Savage@vigilantsolutions.com)



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# PARKING SOLUTIONS

## IDENTIFY SCOFFLAWS. RECOVER FINES. INCREASE REVENUE.

Empower your parking operation with LPR enforcement to identify scofflaws, resulting in better compliance and increased revenue.

### **LEVERAGE LICENSE PLATE RECOGNITION (LPR) TECHNOLOGY**

Vigilant's license plate recognition (LPR) cameras and software have been trusted by law enforcement for more than 10 years to locate suspect vehicles and solve crimes faster. These cameras and software are now available to parking agencies — providing a cost-effective enforcement solution. With access to Vigilant's commercial data network, parking agencies can now discover scofflaw vehicles to collect outstanding fines, more efficiently enforce paid and permit parking spots, or take other appropriate actions.

Choosing Vigilant gives parking enforcement officers the ability to standardize equipment and software to work more efficiently with local law enforcement. From permit to paid parking, alerts can be delivered in near real-time making it easy for officers to quickly enforce on-street spaces and off-street lots.

### **LPR CAMERAS AND IN-CAR SOFTWARE**

Vigilant camera systems are easy to install on existing enforcement vehicles to provide accurate plate reads. Hotlist and whitelist uploads are easy to manage from the Client Portal and enforcement officers can also set and manage zones from the field.

### **COMMERCIAL DATA**

Through Vigilant's expansive commercial data network, for the first time, customers have the option to receive real-time alerts on scofflaw detections without the need to invest in LPR cameras.

### **WEB-BASED USER INTERFACE**

Access to Client Portal includes license plate detection images along with the date, time, and location of the sighting. This data is stored on our secure server in Virginia as a record that can be searched only by authorized personnel.

### **LPR CAMERAS** (Optional)

Equip enforcement vehicles with Vigilant's mobile LPR cameras and in-vehicle CarDetector Mobile software for the most effective parking enforcement.

# LICENSE-PLATE ENABLED PARKING ENFORCEMENT



## PAID PARKING

Vigilant's open-API architecture easily integrates with leading pay station, pay by cell and access control parking vendors. Through the API, Vigilant can identify which vehicles have paid, alert enforcement officers of offending vehicles, and communicate with other tools to issue citations.



## PERMIT PARKING

Through a combination of back-office and in-vehicle software, Vigilant can enforce permit-only parking areas. Through Client Portal, parking operations can configure a list of permitted vehicles and receive alerts when an unauthorized vehicle is present. For permit-only access to gated locations, Vigilant offers LPR cameras and software that can be used in conjunction with a gate of the customer's choice. When a permitted license plate is detected the software will trigger the gate to open.



## SCOFFLAW ENFORCEMENT

Vigilant's Parking Solutions allow parking operations to locate scofflaws using license plate recognition. Simply upload a hotlist of offending vehicles and generate alerts from Vigilant's web-based Client Portal or CarDetector Mobile (CDM). Quickly search through billions of records to identify the best place to locate a vehicle that is eligible for booting or towing in an effort to collect fines. There are two scofflaw options:

### ➤ Scofflaw Data Subscription (no hardware)

With Vigilant's commercial data, parking operators can generate alerts and emails with the location of the scofflaw vehicle.

### ➤ Scofflaw Enforcement with LPR Cameras and CDM

Utilize LPR cameras and Vigilant's CarDetector Mobile in-car software and receive alerts when an LPR-equipped vehicle identifies a license plate on a scofflaw list.



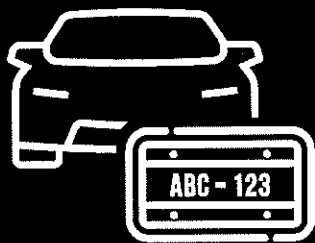
## CHALKING

When using chalking with Vigilant's CarDetector Mobile, users will be alerted if a vehicle has overstayed a time-limited zone. Users can then review a comparison of vehicle images to determine if that vehicle should be ticketed.

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**CHOOSE VIGILANT.**

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# **PARKING SOLUTIONS**

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**IDENTIFY SCOFFLAWS. RECOVER FINES. INCREASE REVENUE.**



# CONTENTS

## **3 INDUSTRY**

3 AMONG THE KEY FINDINGS

## **3 PARKING SOLUTIONS OVERVIEW**

3 PAYMENT VALIDATION

3 SCOFFLAW ENFORCEMENT

3 CHALKING TIMED LIMITS

## **4 LICENSE-PLATE ENABLED PARKING ENFORCEMENT**

4 LEVERAGE LICENSE PLATE RECOGNITION TECHNOLOGY

4 LPR CAMERAS

4 COMMERCIAL DATA

4 WEB-BASED USER INTERFACE

## **5 PAID PARKING AUTHORIZATION**

5 PAID PARKING (SHORT-TERM)

5 PERMIT PARKING (LONG-TERM)

## **6 SCOFFLAW ENFORCEMENT**

6 FIND SCOFFLAWS

## **7 CHALKING**

7 CHALKING CAR DETECTION

# INDUSTRY

The National Parking Association recently released a new research report: *Parking in Perspective: The Size and Scope of Parking in America*.

## ■ AMONG THE KEY FINDINGS:

- The United States parking industry is an \$18 billion dollar industry.
- There are approximately 143,000 parking professionals.
- The top two states, California and New York, account for one-third of all parking facilities.
- The top five states with parking facilities are California, New York, Texas, Florida and Illinois. These states generate more than 51% of parking industry revenue.

Empower your parking enforcement program and collect outstanding fines with license plate-enabled parking (LEP) enforcement coupled with vehicle location data.

## PARKING SOLUTIONS OVERVIEW

### ■ PAYMENT VALIDATION

Payment validation utilizes License Plate Recognition (LPR) technology to validate that a vehicle has paid to park in a certain location. This can be short-term (paystation, meter, pay-by-phone) or long-term (permit).

### ■ SCOFFLAW ENFORCEMENT

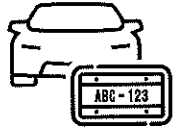
Scofflaw enforcement uses Vigilant-owned commercial data and/or camera systems to identify vehicles owing money due to scofflaws (unpaid parking tickets).

### ■ CHALKING TIMED LIMITS

Chalking uses LPR to replace the old method of manually chalking vehicles on foot to monitor how long a vehicle has been in an area with a posted "maximum parking time."

# LICENSE-PLATE ENABLED PARKING ENFORCEMENT

Empower your parking enforcement program with license plate-enabled parking (LEP) enforcement coupled with vehicle location data to collect outstanding fines.



## ■ LEVERAGE LICENSE PLATE RECOGNITION TECHNOLOGY

Vigilant's license plate recognition (LPR) cameras and software have been trusted by law enforcement for more than 10 years to locate suspect vehicles and solve crimes faster. These cameras and software are now available to parking operations — providing a cost-effective enforcement solution. As the *only* provider in the industry with a nationwide data network, parking operations now have the option to identify alerts on the location of vehicles on a scofflaw list, without the hardware investment.



## ■ LPR CAMERAS (OPTIONAL)

Equip patrol vehicles with Vigilant's mobile LPR cameras and in-vehicle CarDetector Mobile software for the most effective scofflaw enforcement.



## ■ COMMERCIAL DATA

Leverage Vigilant's expansive commercial data network collected from nationwide asset recovery agents.



## ■ WEB-BASED USER INTERFACE

Access to our Client Portal includes vehicle images along with the date, time and location of the sighting. This data is stored on our secure server in Virginia as a record that can be searched only by authorized personnel.



# PAYMENT VALIDATION

Collect outstanding fines with license plate-enabled parking (LEP) enforcement and vehicle location data.



## ■ PAID PARKING (SHORT-TERM)

Vigilant's open-API architecture easily integrates with leading pay station and access control parking vendors. Through the API's, Vigilant can identify which vehicles have been paid for, alert enforcement officers of offending vehicles, and communicate with other tools to issue citations.

### **Short-Term / Transient**

Parking is considered short-term when a customer pays at a paystation, meter or cell phone app for a period of time – typically minutes or hours.

#### **The process is simple:**

1. Paid parking locations and enforcement hours are configured within Client Portal using a simple drawing tool.
2. Through an API, the location is assigned a whitelist that automatically refreshes with the most recent paid parking data.

3. Locations sync with CarDetector Mobile, which then automatically grabs the latest paid parking data for the area the enforcement officer is patrolling.

### **Non-recognized vehicle**

When a vehicle is *not* recognized as paid, the system prompts the user, while also validating in real time, that the plate has not been added to the paid list since the last whitelist synchronization.



## ■ PERMIT PARKING (LONG-TERM)

Vigilant offers mobile LPR cameras, in-vehicle CarDetector Mobile software, and our web-based Client Portal for permit only parking. Parking operation staff can upload a whitelist of permitted vehicles and receive alerts in CarDetector Mobile when an unauthorized vehicle is present. For permit-only access to access controlled locations, Vigilant offers LPR cameras and software that can be used in conjunction with a gate of the customer's choice. When a permitted license plate is detected, the software will trigger the gate to open.

# SCOFFLAW ENFORCEMENT

Leverage Vigilant's Parking Solutions to identify scofflaws and recover outstanding fines owed to your municipality.



## FIND SCOFFLAWS

Vigilant's Parking Solutions allow parking operations to locate scofflaws using license plate recognition. Simply upload a hotlist of offending vehicles and generate alerts from Vigilant's web-based Client Portal or CarDetector Mobile (CDM). Quickly search through billions of records to identify the best place to intercept a vehicle that is eligible for booting or towing in an effort to collect fines.

There are two scofflaw options:

### ➤ Scofflaw Data Subscription (no hardware)

With Vigilant's commercial data, parking operators can generate alerts and emails with the location of the scofflaw vehicle.

### ➤ Scofflaw Enforcement with LPR Cameras and CDM

Utilize LPR cameras and Vigilant's CDM in-car software and receive alerts when an LPR-equipped vehicle identifies a license plate on a scofflaw list.



#### Upload Hotlist

Upload your hotlist into Client Portal and receive alerts in Vigilant's Mapping Alert System (MAS) and via email when your vehicle in question is spotted.



#### Get Alerts in Vigilant's Mapping Alert System (MAS) and via Email

For customers with mobile patrols, Mobile Hit Hunter can be used as a standalone tool (no cameras required) or complete mobile kits can be purchased for the most effective scofflaw enforcement.

## CRUNCHING THE NUMBERS

LPR vehicle detections can help you recover outstanding fines. Each record includes an image of the plate, vehicle and mapped location so you can take appropriate action without changing current processes.

### REPRESENTATIVE SCENARIO:

Scofflaw List	6,000
Average Value Per Violation	\$1,000
Commercial Data Alert (per day)	10

### FINANCIAL IMPACT:

Daily (10)	\$10,000
Monthly (300)	\$300,000
Annually (3,650)	\$3,650,000

# CHALKING

Vigilant uses LPR technology to compare the detection of a vehicle against a prior detection of that same vehicle to see if it has overstayed a posted time limit.



## ■ CHALKING CAR DETECTION

When using chalking with Vigilant's CarDetector Mobile, users will be alerted if a vehicle has overstayed a time-limited zone. Users can then review a comparison of vehicle images to determine if that vehicle should be ticketed.

## ■ VIGILANT SOLUTIONS HAS MADE USING CHALKING AS ENFORCEMENT AS EASY AS THREE SIMPLE STEPS:

1.

NAME YOUR  
LOCATION

2.

CREATE YOUR  
BOUNDARY  
PERIMETER

3.

SET YOUR TIME  
PARAMETERS

These time parameters allow grace periods for duplicates and set a maximum period to drop old detections.

**IDENTIFY SCOFFLAWS.  
RECOVER FINES.  
INCREASE REVENUE.**

---

**CHOOSE VIGILANT.**

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VS-032018-PS-BR-02-en

**Stone, Andrea**

---

**From:** dana.crawford@gmail.com  
**Sent:** Friday, March 15, 2019 12:10 PM  
**To:** 'Xu, Jiansong'  
**Subject:** RE: Suspect Technologies - Video Analytics Platform

**Importance:** High

Hello Jiansong,

Just to give you a quick update.....the Westborough Police Department has agree to test drive our automated video & audio redaction software with frame-by-frame review capability, the Brookline Police Department will be receive a demonstration of our product next week, Brunswick, Maine Police Department hosted a face-to-face meeting with Suspect Technologies last week and has already begun to test drive our software and the Kennebunk, Maine Task Force hosted a visit from Suspect Technologies last week as well and from that briefing we had the US Department of State inquire about our software.

We are eager to make sure Springfield Police Department has an opportunity to experience this application as well.

Further to this.....

We are due to officially launch our facial recognition software product to the law enforcement market on 06/01/19.

With this in mind we are in search of law enforcement agencies / departments that are willing to participate in our beta program between now and 06/01/19. Our goal would be to integrate our facial recognition software with your video management or record management system and help test our software over a (30) day period.

For the law enforcement agencies / departments willing to participate in our beta program, we will be offering a minimum number of licenses for our facial recognition software at a 50% discount for the balance of this calendar year.

Please let me know if leading the law enforcement market with cutting edge facial recognition technology in solving crimes is of interest to you.

Kind Regards,

Dana Crawford  
Vice President, Business Development

**Suspect Technologies**  
618 Cambridge Street  
Cambridge, Massachusetts 02141

Mobile #: 508-389-3240

Email: Dana.Crawford@suspecttech.com



# SUSPECT TECHNOLOGIES

---

**From:** dana.crawford@gmail.com <dana.crawford@gmail.com>

**Sent:** Tuesday, March 12, 2019 1:03 PM

**To:** 'Xu, Jiansong' <jiansong@springfieldpolice.net>

**Subject:** RE: Suspect Technologies - Video Analytics Platform

Hello Jiansong,

Many thanks for your reply.

I will patiently await a further update from you regarding a scheduled date.

Kind Regards,

Dana Crawford  
Vice President, Business Development

**Suspect Technologies**

618 Cambridge Street  
Cambridge, Massachusetts 02141

Mobile #: 508-389-3240

Email: [Dana.Crawford@suspecttech.com](mailto:Dana.Crawford@suspecttech.com)



# SUSPECT TECHNOLOGIES

---

**From:** Xu, Jiansong <[jiansong@springfieldpolice.net](mailto:jiansong@springfieldpolice.net)>

**Sent:** Tuesday, March 12, 2019 11:06 AM

**To:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)

**Subject:** Re: Suspect Technologies - Video Analytics Platform

Hi

I am not trying to ignore you. I am still lining all the player up.

I will get back to you as soon as I can.

Jiansong

On Mar 12, 2019, at 9:53 AM, "[dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)" <[dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)> wrote:

Hello Jiansong,

Just checking in to ascertain whether you've had any progress in obtaining a date & time to brief your colleagues on our technology.

We have time this month to meet with you and your colleagues before we are scheduled to participate at ISC West in Las Vegas, April 9<sup>th</sup> thru 11<sup>th</sup>.

I welcome your feedback.

Kind Regards,

Dana Crawford  
Vice President, Business Development

**Suspect Technologies**  
618 Cambridge Street  
Cambridge, Massachusetts 02141

Mobile #: 508-389-3240  
Email: [Dana.Crawford@suspecttech.com](mailto:Dana.Crawford@suspecttech.com)

<image002.jpg>

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**From:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com) <[dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)>  
**Sent:** Thursday, March 7, 2019 4:55 PM  
**To:** [Jiansong@SpringfieldPolice.net](mailto:Jiansong@SpringfieldPolice.net)  
**Subject:** RE: Suspect Technologies - Video Analytics Platform

Hello Jiansong,

My apologies for my persistence, however, I'm confident that our automated video / audio redaction and facial recognition applications will be of great value to the Springfield Police Department.

Thus, my interest in meeting with you and detective colleagues to brief them on how we can save them time that can otherwise be used for more critical policing tasks.

Many thanks for your feedback!

Kind Regards,

Dana Crawford  
Vice President, Business Development

**Suspect Technologies**  
618 Cambridge Street  
Cambridge, Massachusetts 02141

Mobile #: 508-389-3240  
Email: [Dana.Crawford@suspecttech.com](mailto:Dana.Crawford@suspecttech.com)

<image004.jpg>

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**From:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com) <[dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)>  
**Sent:** Monday, March 4, 2019 4:15 PM  
**To:** [Jiansong@SpringfieldPolice.net](mailto:Jiansong@SpringfieldPolice.net)  
**Subject:** RE: Suspect Technologies - Video Analytics Platform

Hello Jiansong,

Just a friendly follow-up to ensure you received my email and whether you had any preliminary thoughts on when we might be able to schedule a joint meeting.

We are fully booked on Friday, 03/08/19. We are scheduled to meet with the Brunswick, ME PD in the Morning and the York County, ME Detectives Task Force (see attached) in the afternoon the same day. Otherwise, we have time early this week and next week as well.

Many thanks for your feedback.

Kind Regards,

Dana Crawford  
Vice President, Business Development

**Suspect Technologies**  
618 Cambridge Street  
Cambridge, Massachusetts 02141



Mobile #: 508-389-3240  
Email: [Dana.Crawford@suspecttech.com](mailto:Dana.Crawford@suspecttech.com)

<image006.jpg>

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**From:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com) <[dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)>  
**Sent:** Friday, March 1, 2019 9:53 AM  
**To:** [Jiansong@SpringfieldPolice.net](mailto:Jiansong@SpringfieldPolice.net)  
**Subject:** Suspect Technologies - Video Analytics Platform

Hello Jiansong,

It was a pleasure speaking with you this morning.

As I stated during our telephone discussion this morning, I work for a company called **Suspect Technologies** as their VP, Business Development.

We are the leading provider of video analytics software; specifically, automated video & audio redaction software with frame-by-frame review, facial recognition and video conversion applications powered by artificial intelligence for the public safety & critical infrastructure markets.

We have deployments nationwide; sold via direct and indirect channels (primarily camera manufacturers). The NYPD, Miami PD, Phoenix PD and Oakland PD are a sample of our customers today. One of our financial investors (amongst others) is Mark Cuban who has deployed our software in the Dallas Maverick's locker room.

Our automated video & audio redaction software saves detectives / investigators significant time and money (\$\$\$) in preparing a video file for the justice system and public consumption. Furthermore, the application allows the detectives / investigators to review the video frame-by-frame in order to isolate the most critical information for solving crime and presenting clear evidence to the judicial system.

I'm of the strong belief that our video analytical platform would be of great value for the Springfield Police Department in help to solve local crime.

As requested, I'm providing you with (2) documents:

1. Our automated video & audio redaction application
2. Our facial recognition application

The Suspect Technologies website is under construction and will provide more content by early March.

We would welcome the opportunity to brief your detective unit on our video analytics platform and provide a demo of the same. Please let me know what date(s) / time(s) will accommodate your schedule.

Many thanks for your feedback.

Kind Regards,

Dana Crawford  
Vice President, Business Development

**Suspect Technologies**  
618 Cambridge Street  
Cambridge, Massachusetts 02141

Mobile #: 508-389-3240  
Email: [Dana.Crawford@suspecttech.com](mailto:Dana.Crawford@suspecttech.com)

<image008.jpg>

**Stone, Andrea**

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**From:** dana.crawford@gmail.com  
**Sent:** Monday, March 18, 2019 4:18 PM  
**To:** 'Xu, Jiansong'  
**Subject:** RE: Suspect Technologies - Video Analytics Platform

**Importance:** High

Hello Jiansong,

I once again apologize for my persistence, however, I'm thoroughly convinced our automated video and audio redaction software with frame-by-frame review capability will save your technicians & detectives time & money. Additionally, the application will help to isolate critical information needed in solving crime and providing undisputable evidence to the judicial system.

We look forward to briefing your colleagues on our company / software and providing a demo of the same.

Please let me know what date(s) / time(s) will accommodate your schedule.

Many thanks for the feedback.

Kind Regards,

Dana Crawford  
Vice President, Business Development

**Suspect Technologies**  
618 Cambridge Street  
Cambridge, Massachusetts 02141

Mobile #: 508-389-3240  
Email: Dana.Crawford@suspecttech.com



**SUSPECT  
TECHNOLOGIES**

---

**From:** dana.crawford@gmail.com <dana.crawford@gmail.com>  
**Sent:** Friday, March 15, 2019 12:10 PM  
**To:** 'Xu, Jiansong' <jiansong@springfieldpolice.net>

**Subject:** RE: Suspect Technologies - Video Analytics Platform

**Importance:** High

Hello Jiansong,

Just to give you a quick update.....the Westborough Police Department has agree to test drive our automated video & audio redaction software with frame-by-frame review capability, the Brookline Police Department will be receive a demonstration of our product next week, Brunswick, Maine Police Department hosted a face-to-face meeting with Suspect Technologies last week and has already begun to test drive our software and the Kennebunk, Maine Task Force hosted a visit from Suspect Technologies last week as well and from that briefing we had the US Department of State inquire about our software.

We are eager to make sure Springfield Police Department has an opportunity to experience this application as well.

Further to this.....

We are due to officially launch our facial recognition software product to the law enforcement market on 06/01/19.

With this in mind we are in search of law enforcement agencies / departments that are willing to participate in our beta program between now and 06/01/19. Our goal would be to integrate our facial recognition software with your video management or record management system and help test our software over a (30) day period.

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Kind Regards,

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Vice President, Business Development

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Cambridge, Massachusetts 02141

Mobile #: 508-389-3240  
Email: [Dana.Crawford@suspecttech.com](mailto:Dana.Crawford@suspecttech.com)



# SUSPECT TECHNOLOGIES

---

**From:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com) <[dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)>

**Sent:** Tuesday, March 12, 2019 1:03 PM

**To:** 'Xu, Jiansong' <[jjiansong@springfieldpolice.net](mailto:jjiansong@springfieldpolice.net)>

**Subject:** RE: Suspect Technologies - Video Analytics Platform

Hello Jiansong,

Many thanks for your reply.

I will patiently await a further update from you regarding a scheduled date.

Kind Regards,

Dana Crawford  
Vice President, Business Development

**Suspect Technologies**  
618 Cambridge Street  
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# SUSPECT TECHNOLOGIES

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**From:** Xu, Jiansong <[jjiansong@springfieldpolice.net](mailto:jjiansong@springfieldpolice.net)>

**Sent:** Tuesday, March 12, 2019 11:06 AM

**To:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)

**Subject:** Re: Suspect Technologies - Video Analytics Platform

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<image002.jpg>

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Many thanks for your feedback.

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Email: [Dana.Crawford@suspecttech.com](mailto:Dana.Crawford@suspecttech.com)

<image008.jpg>

**Stone, Andrea**

---

**From:** dana.crawford@gmail.com  
**Sent:** Wednesday, March 20, 2019 10:24 AM  
**To:** 'Xu, Jiansong'  
**Subject:** RE: Suspect Technologies - Video Analytics Platform

Hello Jiansong,

Just another update to help you with scheduling a joint meeting.....

I met with the Sudbury, Ma PD yesterday and they have agreed to test drive our software prior to purchase and the Framingham, Ma PD (population 68K) have agreed to a face-to-face meeting to learn more about Suspect Technologies and see a demonstration of our technology.

In addition, we will be attending the Massachusetts Chief of Police Association conference & exhibition on April 3<sup>rd</sup> in Marlboro, Ma at the Best Western Royal Plaza Hotel. We would welcome the opportunity to meet with any representatives from the Springfield PD during the event.

Kind Regards,

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**Subject:** RE: Suspect Technologies - Video Analytics Platform  
**Importance:** High

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We are eager to make sure Springfield Police Department has an opportunity to experience this application as well.

Further to this.....

We are due to officially launch our facial recognition software product to the law enforcement market on 06/01/19.

With this in mind we are in search of law enforcement agencies / departments that are willing to participate in our beta program between now and 06/01/19. Our goal would be to integrate our facial recognition software with your video management or record management system and help test our software over a (30) day period.

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<image008.jpg>



**Stone, Andrea**

---

**From:** GovTech Today <newsletters@govtech.com>  
**Sent:** Thursday, March 21, 2019 10:31 AM  
**To:** John Barbieri  
**Subject:** Texas Awards \$28M Contract for New Medicaid System



**GOVTECH TODAY**

**PRESENTED BY CARAHSOFT**

MARCH 21, 2019

**Judges, Private Sector Spread Online Dispute  
Resolution in Courts**

Those involved with the development and use of online dispute resolution platforms see opportunities for the systems that extend well past divorces and small claims court. [READ MORE](#)

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## OTHER TOP STORIES

### **By the Numbers: Identity Access Management in the U.S.**

In a survey of state and local government technology leaders, we look at what identity management tools are gaining ground, what challenges agencies face and what role ID access plays across the country. [READ MORE](#)

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A new restraining tool is being marketed to law enforcement in the U.S. and abroad as non-lethal and potentially painless. The company is now led by former TASER International co-founder Thomas Smith. [READ MORE](#)

### **Get Ready for Customer Experience Technology (Contributed)**

Live chat, chatbots and artificial intelligence have changed for the better how companies interact and help customers in the private sector. Now, it's time for government to do the same with the latest in CX technology. [READ MORE](#)

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## QUESTION OF THE DAY

**This research project aims to eliminate what in**

wearable tech?

ANSWER

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**Equipping government to continually adapt and innovate**

Together, SAP and Google Cloud seamlessly bring infrastructure and applications together to deliver maximum performance and reliability while reducing infrastructure costs.

Join us on April 16 for a GCP and SAP webinar.

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**Humans and Machines Can Improve Accuracy When They Work Together**

**Decades of Death Records Go Online in San Diego County**

**DHS, NSA Renew Missouri S&T Cybersecurity Research Accreditation**

**Ohio House to Start Livestreaming Committee Hearings**

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**High-Tech Traffic Management Center Goes Live in Augusta, Ga.**

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**Can Street Sweepers Do More than Just Clean  
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**Preserve Your Pavement: A Road Map to Data-  
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Phone: 916-932-1300

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© 2019 e.Republic. All rights reserved. 100 Blue Ravine Rd, Folsom, CA 95630, USA.  
Phone: 916-932-1300



**Stone, Andrea**

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**From:** dana.crawford@gmail.com  
**Sent:** Monday, March 25, 2019 9:57 AM  
**To:** 'Xu, Jiansong'  
**Subject:** RE: Suspect Technologies - Video Analytics Platform

Hello Jiansong,

Just an FYI.....Suspect Technologies will be attending the upcoming Massachusetts Chiefs of Police Association Conference in Marlboro, MA on April 3<sup>rd</sup>. Assuming the Springfield Police Department will be attending as well, we would welcome the opportunity to speak with your colleagues to arrange a face-to-face meeting at your facility.

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**Sent:** Tuesday, March 12, 2019 1:03 PM  
**To:** 'Xu, Jiansong' <[jiansong@springfieldpolice.net](mailto:jiansong@springfieldpolice.net)>  
**Subject:** RE: Suspect Technologies - Video Analytics Platform

Hello Jiansong,

Many thanks for your reply.

I will patiently await a further update from you regarding a scheduled date.

Kind Regards,

Dana Crawford  
Vice President, Business Development

**Suspect Technologies**  
618 Cambridge Street  
Cambridge, Massachusetts 02141

Mobile #: 508-389-3240  
Email: [Dana.Crawford@suspecttech.com](mailto:Dana.Crawford@suspecttech.com)



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**Sent:** Tuesday, March 12, 2019 11:06 AM  
**To:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)  
**Subject:** Re: Suspect Technologies - Video Analytics Platform

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<image002.jpg>

**From:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com) <[dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)>

**Sent:** Thursday, March 7, 2019 4:55 PM

**To:** [jiansong@SpringfieldPolice.net](mailto:jiansong@SpringfieldPolice.net)

**Subject:** RE: Suspect Technologies - Video Analytics Platform

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<image004.jpg>

**From:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com) <[dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)>

**Sent:** Monday, March 4, 2019 4:15 PM

**To:** [Jiansong@SpringfieldPolice.net](mailto:Jiansong@SpringfieldPolice.net)

**Subject:** RE: Suspect Technologies - Video Analytics Platform

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<image006.jpg>

**From:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com) <[dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)>

**Sent:** Friday, March 1, 2019 9:53 AM

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**Subject:** Suspect Technologies - Video Analytics Platform

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I'm of the strong belief that our video analytical platform would be of great value for the Springfield Police Department in help to solve local crime.

As requested, I'm providing you with (2) documents:

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The Suspect Technologies website is under construction and will provide more content by early March.

We would welcome the opportunity to brief your detective unit on our video analytics platform and provide a demo of the same. Please let me know what date(s) / time(s) will accommodate your schedule.

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<image008.jpg>

**Stone, Andrea**

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**From:** dana.crawford@gmail.com  
**Sent:** Friday, March 29, 2019 10:59 AM  
**To:** 'Xu, Jiansong'  
**Subject:** RE: Suspect Technologies - Video Analytics Platform

Hello Jiansong,

To assist you in your internal efforts to help schedule a face-to-face meeting in order to brief you on our company and technology, can you provide me with the name and contact information (tel # and email address) of the appropriate individual within your investigative unit so that I can send him / her an email as well.

Many thanks for your feedback!

Kind Regards,

Dana Crawford  
Vice President, Business Development

**Suspect Technologies**  
618 Cambridge Street  
Cambridge, Massachusetts 02141

Mobile #: 508-389-3240  
Email: Dana.Crawford@suspecttech.com



---

**From:** dana.crawford@gmail.com <dana.crawford@gmail.com>  
**Sent:** Monday, March 25, 2019 9:57 AM  
**To:** 'Xu, Jiansong' <jiansong@springfieldpolice.net>  
**Subject:** RE: Suspect Technologies - Video Analytics Platform

Hello Jiansong,

Just an FYI.....Suspect Technologies will be attending the upcoming Massachusetts Chiefs of Police Association Conference in Marlboro, MA on April 3<sup>rd</sup>. Assuming the Springfield Police Department will be attending as well, we would welcome the opportunity to speak with your colleagues to arrange a face-to-face meeting at your facility.



I welcome your feedback.

Kind Regards,

Dana Crawford  
Vice President, Business Development

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618 Cambridge Street  
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Mobile #: 508-389-3240  
Email: [Dana.Crawford@suspecttech.com](mailto:Dana.Crawford@suspecttech.com)



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**From:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com) <[dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)>  
**Sent:** Monday, March 18, 2019 4:18 PM  
**To:** 'Xu, Jiansong' <[jiansong@springfieldpolice.net](mailto:jiansong@springfieldpolice.net)>  
**Subject:** RE: Suspect Technologies - Video Analytics Platform  
**Importance:** High

Hello Jiansong,

I once again apologize for my persistence, however, I'm thoroughly convinced our automated video and audio redaction software with frame-by-frame review capability will save your technicians & detectives time & money. Additionally, the application will help to isolate critical information needed in solving crime and providing undisputable evidence to the judicial system.

We look forward to briefing your colleagues on our company / software and providing a demo of the same.

Please let me know what date(s) / time(s) will accommodate your schedule.

Many thanks for the feedback.

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# SUSPECT TECHNOLOGIES

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**From:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com) <[dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)>

**Sent:** Friday, March 15, 2019 12:10 PM

**To:** 'Xu, Jiansong' <[jjiansong@springfieldpolice.net](mailto:jjiansong@springfieldpolice.net)>

**Subject:** RE: Suspect Technologies - Video Analytics Platform

**Importance:** High

Hello Jiansong,

Just to give you a quick update.....the Westborough Police Department has agree to test drive our automated video & audio redaction software with frame-by-frame review capability, the Brookline Police Department will be receive a demonstration of our product next week, Brunswick, Maine Police Department hosted a face-to-face meeting with Suspect Technologies last week and has already begun to test drive our software and the Kennebunk, Maine Task Force hosted a visit from Suspect Technologies last week as well and from that briefing we had the US Department of State inquire about our software.

We are eager to make sure Springfield Police Department has an opportunity to experience this application as well.

Further to this.....

We are due to officially launch our facial recognition software product to the law enforcement market on 06/01/19.

With this in mind we are in search of law enforcement agencies / departments that are willing to participate in our beta program between now and 06/01/19. Our goal would be to integrate our facial recognition software with your video management or record management system and help test our software over a (30) day period.

For the law enforcement agencies / departments willing to participate in our beta program, we will be offering a minimum number of licenses for our facial recognition software at a 50% discount for the balance of this calendar year.

Please let me know if leading the law enforcement market with cutting edge facial recognition technology in solving crimes is of interest to you.

Kind Regards,

Dana Crawford  
Vice President, Business Development

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**SUSPECT  
TECHNOLOGIES**

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<image002.jpg>

**From:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com) <[dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)>  
**Sent:** Thursday, March 7, 2019 4:55 PM  
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<image004.jpg>

**From:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com) <[dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)>  
**Sent:** Monday, March 4, 2019 4:15 PM  
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<image006.jpg>

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<image008.jpg>

**Stone, Andrea**

---

**From:** perf@memberclicks-mail.net on behalf of PERF Daily Clips <perf@memberclicks-mail.net>  
**Sent:** Thursday, April 04, 2019 7:02 AM  
**To:** jbarbieri@springfieldpolice.net  
**Subject:** PERF Daily Clips - April 4, 2019



**POLICE EXECUTIVE  
RESEARCH FORUM**

## **PERF Daily Clips - April 4, 2019**

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  8. [BART Police Chief Carlos Rojas to retire from the transit agency next month](#)
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Pittsburgh City Council on Tuesday voted to approve a package of controversial bills aimed at banning certain weapons in the city and keeping guns out of the hands of people deemed public threats. Council voted 6-3 to send the bills to the desk of Mayor Bill Peduto, who said he would sign them.

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## **New York Times: DNA is solving dozens of cold cases. Sometimes it's too late for justice.**

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This email was sent to [jbarbieri@springfieldpolice.net](mailto:jbarbieri@springfieldpolice.net) by [perfclips@policeforum.org](mailto:perfclips@policeforum.org)

Police Executive Research Forum · 1120 Connecticut Ave. NW, Suite 930, Washington, District of Columbia  
20036, United States

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**Subject:** PERF Daily Clips - April 4, 2019



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**Sent:** Thursday, April 04, 2019 10:31 AM  
**To:** John Barbieri  
**Subject:** Tracy McKee on Bringing an Innovation Mindset to Charleston



**GOVTECH TODAY**

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APRIL 4, 2019

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Newly appointed Charleston, S.C., Chief Innovation Officer Tracy McKee spent nearly two decades years working in GIS for the city, rounding out her resume with a stint as the chief data officer in Baltimore. [READ MORE](#)

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**How your Agency can Increase Productivity, Visibility, and Security, while Reducing Costs**

The average ROI for our IT service customers is 450%. See how agency trailblazers are getting more done.

[Read the Short Brief](#)

OTHER TOP STORIES

**Former Boston CIO Franklin-Hodge Joins Remix in**



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Colorado's Front Range expects its population to grow by more than 1 million in 20 years, making regional, smart mobility solutions an absolute must, say panelists at the annual Smart Cities Connect Conference. [READ MORE](#)

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Free maps of physical curb assets such as signs, paint lines and fire hydrants are available for neighborhoods in six cities, with more to come. Coord wants this to be

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MORE**

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### *QUESTION OF THE DAY*

**These self-driving cars are learning to drive like  
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### ANSWER

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**From:** GovTech Biz <newsletters@govtech.com>  
**Sent:** Tuesday, April 16, 2019 11:17 AM  
**To:** D Jeremy DeMar  
**Subject:** UrbanLeap-ELGL Innovation Partnership Project Targets Small and Rural Governments

**GovTech**Biz

government  
technology

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## TOP NEWS

### **New Innovation Project Targets Small and Rural Governments**

The program, launched through a partnership between ELGL and UrbanLeap, is specifically focusing on cities, counties and towns with fewer than 30,000 residents. Other similar projects have often focused on big cities.

#### *CONTENT PROVIDED BY MYTOWN*

### **Smart City Projects Are Not Only Big City Projects**

Thinking that the Smart City phenomenon only applies to large, urban communities would be a mistake. It's not only possible for small and medium-sized municipalities to become smart, it's a lot easier than most people realize. It need not be complicated or expensive. The first step is to meaningfully engage citizens.

[Visit the MyTown website to learn more](#)

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### **Startup Debuts Tractor for Gluing Fiber to the**

**Ground** It's called the FiberTRAXtor, and it looks like some kind of riding lawnmower. The machine uses a protective substance to glue fiber to the ground at

500 feet per hour, hoping to cut install time and costs.

### **Carbyne-Cisco Partnership Means IoT Data for**

**911 Dispatch** Cisco's platform makes its first foray into 911 response through a partnership with Carbyne, allowing call centers to collect data from both 911 callers and government-owned Internet of Things devices.

### **Motorola Solutions Adds Situational Awareness**

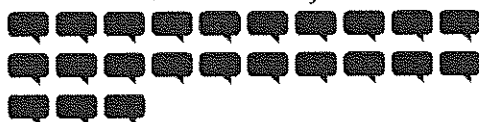
**to Emergency Suite** Motorola Solutions is the latest on a growing list of companies to offer cloud-based software that collect data from IoT devices and send it to first responders and call centers with its CommandCentral Aware platform.

### **Neighborland Makes Public Engagement Tool for**

**Transportation** Rich data, qualitative feedback, smarter maps and involved citizens lead to more successful projects and an ever-evolving platform, according to the citizen engagement company based in Boulder, Colo.

## MARKET SPOTLIGHT

Broadband/Connectivity/Internet



**23**

Cybersecurity



**9**

**How Many Governors Talked About Technology in State of the State Speeches?** We break down which subject areas received the most attention [here](#).

## WEBINARS

**>e.Republic:** How do you best engage non-tech

influencers like elected officials in tech deals? Join **Bill Leighty** — former chief of staff for Virginia governors Tim Kaine and Mark Warner — on **April 18** for actionable insights on how elected officials and business leaders shape technology purchasing decisions. Leighty is the featured guest on our next 10 Laws of Government Sales and Marketing webcast. Register [here](#) for this free, information-packed event.

**>Avenu Insights and Analytics:** City and county governments face pressure to offer more access to their services, but resources available don't allow for consistent Amazon-like experiences. This webinar will show examples of governments that are offering digital services that showcase innovation and cost effectiveness. Join GovTech magazine's **Ben Miller** and Avenu's IT Director **Roger Murphy** for a free webinar **April 30** to learn about cases where IT is meeting end-user challenges. Register [here](#).

## WATCHLIST

*GovTech companies on our radar this week:*

**IPgallery:** Design, integration and implementation of smart city applications and solutions. IPgallery is working with the city of Fremont, Calif., through the Startup in Residence program.

*Run a GovTech company? Get on our radar [here](#).*



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## WHAT WE'RE READING

**China is Using Mass Surveillance and Facial Recognition to Track Muslims** (New York Times)

**Amazon Shareholders Will Vote May 22 on Whether to Ban Company from Selling Facial Recognition Tech to Government** (TechSpot)

GovTechBiz is our weekly newsletter covering the companies, deals and trends in the business of gov tech. Got a news tip? Other feedback? We're listening. Send it to GovTechBiz Writer Ben Miller at [biz@govtech.com](mailto:biz@govtech.com).

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**Stone, Andrea**

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**From:** perf@memberclicks-mail.net on behalf of PERF Daily Clips <perf@memberclicks-mail.net>  
**Sent:** Thursday, April 18, 2019 7:02 AM  
**To:** jbarbieri@springfieldpolice.net  
**Subject:** PERF Daily Clips - April 18, 2019



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**Stone, Andrea**

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**From:** dana.crawford@gmail.com  
**Sent:** Wednesday, April 24, 2019 10:24 AM  
**To:** Jiansong@SpringfieldPolice.net  
**Subject:** RE: Suspect Technologies - Video Analytics Platform

**Importance:** High

Hello Jiansong,

I apologize for my persistence, however, Worcester Police Department is implementing a pilot program for body worn cameras and we will be in discussion with them to more effectively manage their anticipated volume of video files.

I have to imagine the Springfield Police Department is in need of video analytics either now or in the very near future.

Can you provide me with the name / email address of the appropriate senior detective that I can brief on our technology as well?

BTW, one of our advisors for the company is the former Police Commissioner, Ed Davis.

Many thanks for your feedback.

Kind Regards,

Dana Crawford  
Vice President, Business Development

**Suspect Technologies**  
618 Cambridge Street  
Cambridge, Massachusetts 02141

Mobile #: 508-389-3240  
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**From:** [dana.crawford@gmail.com](mailto:dana.crawford@gmail.com) <[dana.crawford@gmail.com](mailto:dana.crawford@gmail.com)>

**Sent:** Friday, March 1, 2019 9:53 AM

**To:** [Jiansong@SpringfieldPolice.net](mailto:Jiansong@SpringfieldPolice.net)

**Subject:** Suspect Technologies - Video Analytics Platform

Hello Jiansong,

It was a pleasure speaking with you this morning.

As I stated during our telephone discussion this morning, I work for a company called **Suspect Technologies** as their VP, Business Development.

We are the leading provider of video analytics software; specifically, automated video & audio redaction software with frame-by-frame review, facial recognition and video conversion applications powered by artificial intelligence for the public safety & critical infrastructure markets.

We have deployments nationwide; sold via direct and indirect channels (primarily camera manufacturers). The NYPD, Miami PD, Phoenix PD and Oakland PD are a sample of our customers today. One of our financial investors (amongst others) is Mark Cuban who has deployed our software in the Dallas Maverick's locker room.

Our automated video & audio redaction software saves detectives / investigators significant time and money (\$\$\$) in preparing a video file for the justice system and public consumption. Furthermore, the application allows the detectives / investigators to review the video frame-by-frame in order to isolate the most critical information for solving crime and presenting clear evidence to the judicial system.

I'm of the strong belief that our video analytical platform would be of great value for the Springfield Police Department in help to solve local crime.

As requested, I'm providing you with (2) documents:

1. Our automated video & audio redaction application
2. Our facial recognition application

The Suspect Technologies website is under construction and will provide more content by early March.

We would welcome the opportunity to brief your detective unit on our video analytics platform and provide a demo of the same. Please let me know what date(s) / time(s) will accommodate your schedule.

Many thanks for your feedback.

Kind Regards,

Dana Crawford  
Vice President, Business Development

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