



May 20, 2026

To: Baldwin County Sheriff's Office

Re: Sole Source Letter for Utility Associates, Inc. Integrated System

Utility Associates, Inc. ("Utility") is the only entity that designs and offers a fully integrated software and hardware solution that includes a Body Worn Camera ("BWC"), In-Car Video ("ICV") and mobile router communications hardware components that incorporate Automatic Vehicle Location ("AVL") and Geographic Information System ("GIS") functional enhancements. The BWC component, named BODYWORN®, the ICV and mobile router communications hardware, named CONNECT, and the software platform that CONNECTs and integrates these hardware devices, named Coreforce DEMS, collectively comprise the system Utility offers.

In order to acquire the use of all the products and services identified above, agencies normally engage up to four separate vendors. In contrast, Utility offers a single system that incorporates and includes these products and services in one, complete package. It is the only system of its kind on the market and there are no comparable market alternatives that meet the specifications set forth herein. Accordingly, the system has met the criteria set by most nationwide law enforcement agencies for a sole source procurement methodology.

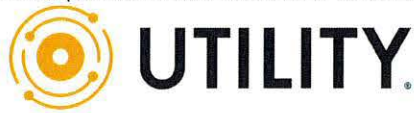
Each of the three components of the system includes unique capabilities detailed below.

CONNECT offers the following unique capabilities:

- CJIS compliant video evidence vault secured within the vehicle that collects and stores digital evidence captured by the ICV component of the CONNECT and BODYWORN® in real time.
- Automatic, secure data offload from the video evidence vault to a CJIS compliant GovCloud space for future use and reference while tracking and protecting the chain of custody.
- Automated policy-based ICV recording.
- Full device integration between the BODYWORN® and ICV components, meaning multiple video sources (both BODYWORN® and ICV based feeds) are viewable, searchable, and exported simultaneously.
- Speed and signal boosting internet connectivity (wi-fi/cellular hotspot) for all vehicle computing devices, including the MDC.
- Sound and audio capture through the use of a dedicated BODYWORN® meant to service as an integrated microphone.
- Secondary, redundant cellular connectivity available only via Utility's integrated "IoT CUBE" - (IOTCUBE-H-4001).
- A complete network security appliance that provides secure access to the internet including VPN support.

BODYWORN® offers the following unique capabilities:

- A smart computer for high-definition body camera video recording, viewing, and classification directly on the device.
- For select devices, a patented uniform integrated mounting design that ensures discreet, secure mounting and stable video collection.
- Realtime policy and software updates – meaning a device never needs to be docked to receive



- recording policy changes and important updates to the device firmware.
- Two-way enhanced communications for receipt and transmission of:
 - Amber, Silver, Be on the Lookout (“BOLO”) messages with suspect information and images
 - Automated video offload from the field via Wi-Fi and/or Cellular means, based on policy set priority
 - Potentially lifesaving “Officer Down” alerts, with the real-time location of a downed officer to alert resources in the vicinity, supervisors, command staff, dispatch, and other assigned users.
- Ability to activate video recording automatically during a physical altercation or when a sidearm is unholstered. This is the only automatic trigger on the market that initiates a recording when an officer deploys their duty firearm, while reporting to an AVL system to coordinate support resources.
- Live video streaming to dispatch or other authorized users.

COREFORCE DEMS offers the following unique capabilities:

- A data source agnostic digital evidence management system that optimizes investigative workflow, case management and data sharing. It supports camera registry, text or email based direct data request, and crowdsourcing of evidence.
- CJIS compliant, secure video evidence that is web accessible, requires no servers and installation disks to run, and remains updated.
- AVL software to monitor the location and health of all field assets, including Deputies and Vehicles, in an easy-to-use map-based interface.
- GPS, Geo-fence policy-based recording triggers to activate recordings at major public gatherings, sporting events, festivals, and during emergency situations like active shootings.
- Computer Aided Dispatch (“CAD”) integration that triggers cameras upon entry to a geographic action zone, and imports CAD information directly into the responding officer’s BODYWORN® and ICV video file.
- Automated smart redaction built directly into COREFORCE DEMS for ease of access and processing/sharing redacted videos.
- Smart holster technology activates the BODYWORN® video recording feature upon deployment of a firearm from its holster and can send an alert to dispatch as well as all other officers in a pre-defined radius.

Utility’s CONNECT and BODYWORN® are the first and only policy-based recording devices that can be intelligently activated based upon the industry’s largest suite of customizable recording triggers and updated over the air as recording policies evolve.

This Letter documents that Utility is the sole entity with authority, access, and ability to provide the complete, integrated system comprised of the BODYWORN®, CONNECT and COREFORCE DEMS products and associated services. Additionally, the system includes various patented features and functionalities only offered by Utility.

List of current U.S. Patents owned by Utility that may be incorporated into the system:

- *Integrating data from multiple devices*
 - US10205915
 - US10560668
- *Article of clothing with video recording device support*
 - US10230919



UTILITY.

- *US10812755*
 - *US11057584*
- *Method for switching from a first cellular network to a second cellular network*
 - *US8781475*
 - *US9282495*
- *System and method for securely distributing legal evidence*
 - *US9246898*
- *Video recording device holster*
 - *US10084500*
- *System and method for uploading files to servers utilizing GPS routing*
 - *US9432402*
 - *US10135908*
- *Mobile digital video recording system*
 - *US7768548*

Sincerely,

Signed by:
Jesse James
119C388C9304425...
Jesse James

5/12/2026

General Manager
Utility Associates, Inc.