

Eddie Cathey

Sheriff of Union County

3370 Presson Road
Monroe, North Carolina 28112



Telephone: (704) 283-3789
Fax: (704) 292-2700

Email: eddiecathey@co.union.nc.us

To: Brian Matthews, County Manager

From: Sheriff Eddie Cathey, Union County Sheriff

Cc: Patrick Niland, Deputy County Manager

Dorothy Thomas, Public Safety Finance Administrator

Cheryl Wright, Director, Procurement

Date: April 21, 2025

Re: Exemption of RFP Process – Coban Technologies, Inc.

Pursuant to Union County Government Procurement Policy, Section 3.5, which states, in part, "Because there are no statutory requirements applicable to the procurement of such services, an Assistant County Manager (ACM) or the County Manager may exempt a service from the RFP process for good cause and when in the best interests of Union County. "The exemption of any such service exceeding \$50,000 shall be reported to the Board of Commissioners at its next regular meeting and shall include the justification for exemption."

BACKGROUND: The Union County Sheriff's Office requests an exemption of the RFP process for a Five (5) Year NEXUS Cloud Subscription from Coban Technologies, Inc. to provide Cloud services for Union County Sheriff's Office.

Upon receiving your approval, this service will be provided for a term of 60 months (5 yr.) for a total cost of \$371,940.00. Union County Sheriff's Office currently utilizes three different video evidence software storage systems. One of those systems has become obsolete and the data must be moved to Nexus Cloud server to maintain accessibility and support for said data. The remaining Coban video evidence will also be moved from its current storage platform to the Nexus Cloud server, making all Coban video evidence searchable and stored in one location. Utilizing a cloud-based system allows video evidence to be automatically uploaded, without having to return to the office and utilize an access point for the upload.

I respectfully request the exemption of the RFP process to award a contract/agreement to Coban Technologies, Inc. to provide the services listed above.

A handwritten signature in blue ink that reads "Brian W. Matthews".

Brian Matthews, County Manager

A handwritten date in blue ink that reads "4/22/25".

Date