



AMERICAN RECOVERY AND REINVESTMENT ACT
“STIMULUS” FUNDS
ARE AVAILABLE
FOR FIGHTING VIOLENT CRIME

March 31, 2009



Introduction

2

- **Welcome**
- **Dial-in for the audio portion of the presentation**
 - **1-800-377-8846**
 - **Pass code 26901245#**
- **Question & Answer session to follow speaker presentations**

Today's Presenters

3

Kareem Murphy, a partner at **The Ferguson Group**, is a top lobbyist in the areas of homeland security and emergency management. He helped to form a coalition of lobbyist and national organizations that in 2001 successfully lobbied Congress and the Administration for an initial \$3.5 billion in homeland security funding.

Ron Stein, Director of Product Management and Product Marketing at **ShotSpotter, Inc.** Ron drives innovation and strategic direction and has delivered key presentations and demonstrations at leading law enforcement events as well as directly to members of the U.S. Department of Homeland Security.

Overview of Today's Presentation

4

- Summary of funding available for law enforcement
- Brief company and technology overview
- Discuss alignment of ShotSpotter's wide-area acoustic surveillance for gunshot detection with grant programs
- Actual customer case study successes
- Latest stimulus news and key deadlines
- Q&A Session
- End

US Department of Justice

5

- **Justice Assistance Grants Program (available now)**
 - \$2 billion total for local governments
 - Funding for a host of law enforcement needs, including gunshot detection systems
 - Applications due May 18th
- **Byrne Discretionary Program: Data Driven Solutions for Reducing Violence Crime**
 - Must follow a national model (e.g., Weed and Seed, GREAT, etc) to reduce crime)
 - Nationwide competition
 - No cap on awards, but awards in previous cycles have averaged roughly \$750,000. There is \$225 million available for this competition

US Department of Justice

6

- **Edward Byrne Discretionary: Rural Law Enforcement**
- **\$125 million available**
 - Rural states, and rural communities (defined by USDA) are eligible to compete
 - Individual awards will be no less than \$50,000
- **Southern Border and High Drug Trafficking Area**
 - \$40 million available nationwide
 - HIDTA areas must have HIDTA coordinator approve of the local agency as the applicant for the region. There will be one application per HIDTA region.
 - Local law enforcement agencies in border states may apply on their own and do not need permission from any other controlling authority (unless applying for HIDTA priority).

US Department of Homeland Security

7

- **Port Security Grant Program**
 - \$150 million available through the stimulus
 - Funds support target hardening and other methods of threat reduction for nation's largest commercial ports
 - Awards made to port owners and port operators (can be one-in-the-same)
 - Funding decisions made port operators
- **Transit Security Grant Program**
 - \$150 million available through the stimulus
 - Only for high-threat urban areas (UASI), which are pre-determined by DHS
 - Funding decisions usually made by regional funding award committee

How Communities Can Use Funds

8

- **Locals should be working right now to apply for their JAG awards**
 - These are formula-based awards for which most law enforcement activities are eligible
 - Decisions on which services would be supported by grant funds is completely local

Case Study: ShotSpotter

9

- Introduction to ShotSpotter
- Brief Background on Funding Opportunities

Fighting Violent Crime

10



WIDE-AREA ACOUSTIC SURVEILLANCE FOR GUNSHOT & EXPLOSION DETECTION

ShotSpotter, Inc.

11

- Brief company and technology overview
- Discuss alignment of ShotSpotter's wide-area acoustic surveillance for gunshot detection with grant programs
- Actual customer case study successes

Background on ShotSpotter, Inc.

12

- Protecting urban areas for over 14 years
- Over 90% market share (US Public Safety)
- Sole-source procurements
- Results achieved
 - violent crime reductions of as much as 40%
 - overall gunfire reductions of as much as 60% to 80%
 - thwart domestic terrorism

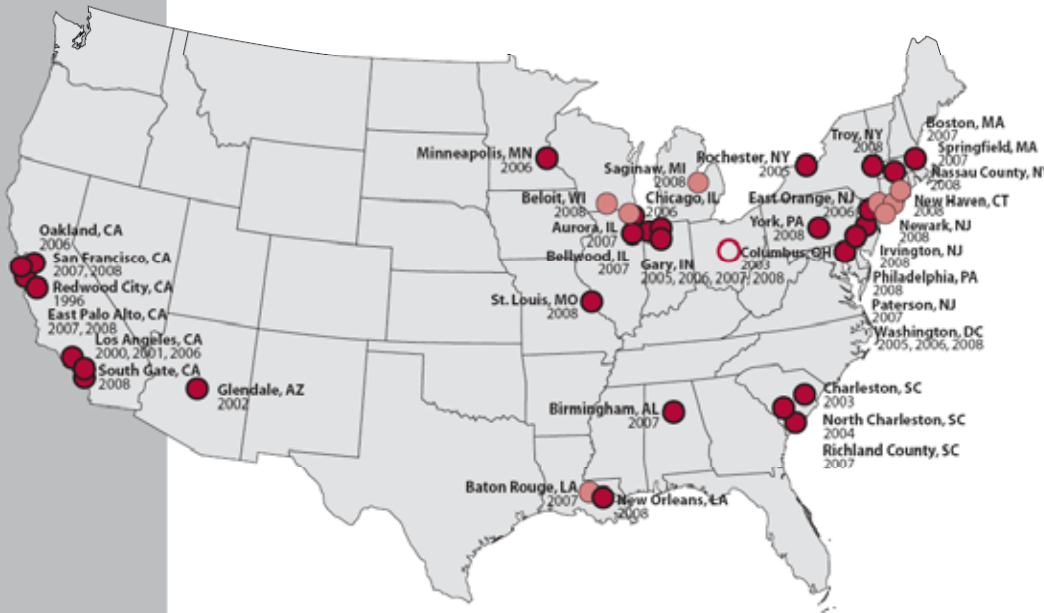
Background on ShotSpotter, Inc.

13

First Quarter 2009

ShotSpotter Deployments

Aurora, IL (deploying)
 Baton Rouge, LA (deploying)
 Bellwood, IL
 Beloit, WI (deploying)
 Birmingham, AL
 Boston, MA
 Charleston, SC
 Chicago, IL
 East Orange, NJ
 East Palo Alto, CA
 FBI (two systems)
 Gary, IN
 Glendale, AZ
 Irvington, NJ (deploying)
 Los Angeles, CA (two systems)
 Minneapolis, MN
 Nassau County, NY (deploying)
 New Haven, CT (deploying)
 Newark, NJ (deploying)
 New Orleans, LA
 NLECTC, SC
 North Charleston, SC
 Oakland, CA
 Paterson, NJ
 Philadelphia, PA
 Redwood City, CA
 Richland Co., SC
 Rochester, NY
 Saginaw, MI (deploying)
 San Francisco, CA
 Springfield, MA
 St. Louis, MO
 South Gate, CA
 Troy, NY
 Washington D.C.
 York, PA



- 36 live deployments
- Several pending deployments
- 11 customers have expanded
- Many procurements received grant funds

● Operational System

● First Quarter 2009

○ FBI's "Ohio Sniper" System
 subsequently re-deployed to Washington, DC

ShotSpotter's Capabilities

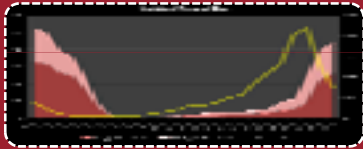
14



Wide-Area Acoustic Surveillance



with Audio Analytics



**yields Actionable Intelligence &
Forensic Evidence**



and Real-Time Data Export



**for Interoperability
& Common Operating Picture Fusion**

Actionable Intelligence – Tactical Response

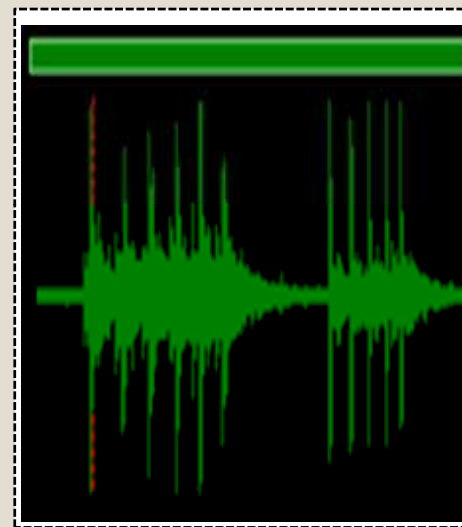
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**IMMEDIATE
ALERTS**



**LOCATION
ACCURACY**

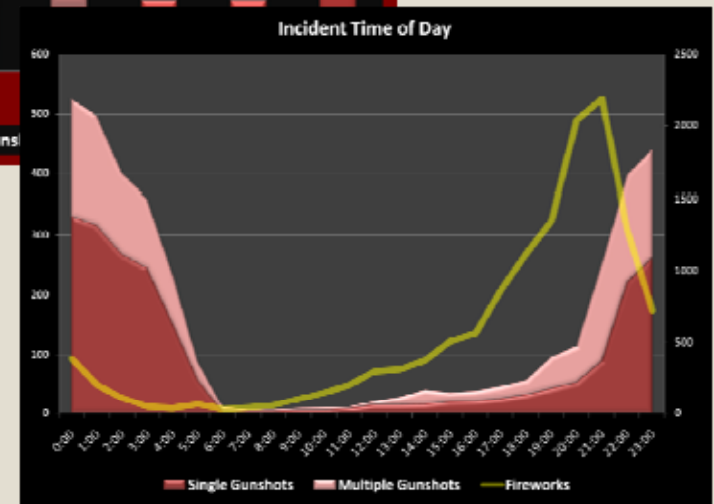
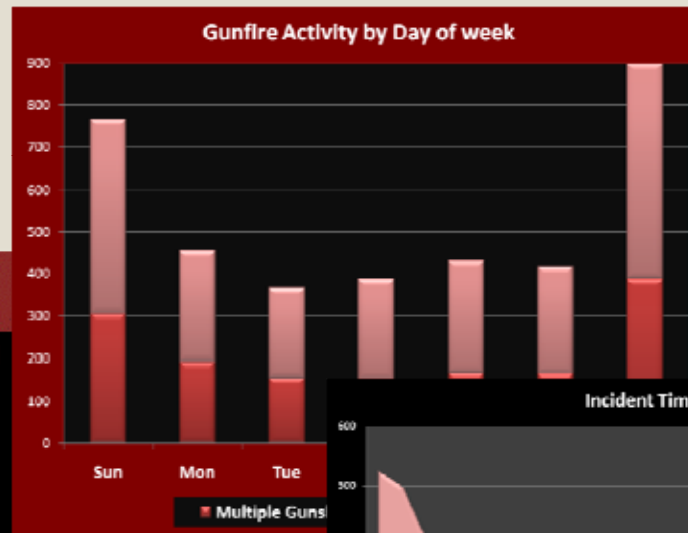
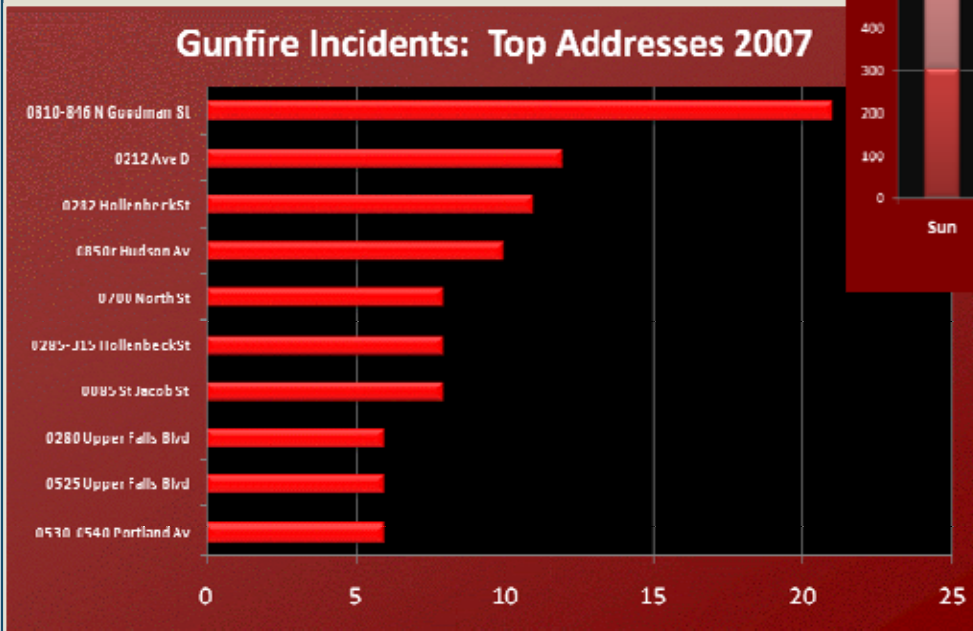


**INCIDENT
SEVERITY**

Actionable Intelligence – Strategic Operations

17

- Analytic reports detailing activity, patterns, and trends
- Supports CompStat, Crime Analysis, and Investigations



Forensic Evidence Supports Prosecutions

18



Forensic Incident Report



Reference Date : 09 SEP 07
Customer's Ref. #: CR-07-216266-RDC
Report Date : 11 MAR 08

Certified Forensic Report

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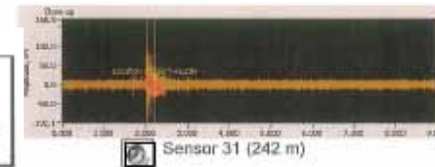
Forensic Incident Report



Reference Date : 09 SEP 07
Customer's Ref. #: CR-07-216266-RDC
Report Date : 11 MAR 08

Site-specific Acoustics:

The sound of the first incident can be heard on several sensors. Below is a pictorial representation of the audio file and a link to the .wav file for the three sensors closest to the location of the first incident.



Individual Shots:

Figure 1 - ShotSpotter Coverage Area The following image shows the location of the individual shots which comprised each incident. This image is created by post-processing the archived data. The location algorithms were re-run for each individual gunshot. The large red dot indicates the location of the single gunshot incident #36141 and the small red dots indicate the location of each gunshot in incident #36142. The locations calculated by post-processing are not identical to but within normal limits of what the GLS calculated in real-time.



Actionable Intelligence + Evidence

19



Available Funding

20



Alignment with Funding Criteria

21

- Affirms fiscal responsibility and transparency
- Fast application submissions (~~impact studies~~)
- Alignment with performance goals
 - Crime prevention / Crime reduction
 - Agency and officer efficiency
- Instant Measurable Results
 - Political Capital & Repeat Funding (for expansion programs)

Federal Programs



22

- Equipment applicable for
 - prevention and control of crime
 - Violent crime
 - drug traffic interdiction
- Byrne JAG: **\$2.915 Billion + \$225 Million**
- Project Safe Neighborhoods: **\$12 Million**
- Weed and Seed: **\$25 Million**
- HIDTA + SBI: **\$190 Million + \$40 Million**

- **Rapid Tactical Response**
- **Intelligence-led Policing**
- **Enhanced Investigations**



DHS Authorized Equipment

Gunshot Location Systems

Other ...

Other ...

DHS Programs



Homeland
Security

24

- Equipment applicable for
 - Homeland Security defense
 - Detection & surveillance
 - prevent, detect, respond to and recover from attacks
 - State Homeland Security Grant: **\$950 Million**
 - UASI & Transit Security: **\$1.387 Billion**
 - Port Security Grant: **\$550 Million**
- **Rapid Tactical Response**
▪ **Situational Awareness**
▪ **Common Op Picture Fusion**

Funds ARE Available for ShotSpotter GLS

25

- ShotSpotter customers have received grants
 - For initial procurements
 - For expansions
- ShotSpotter customers have achieved credible results
- Here are 2 actual case study samples ...

Funding Successes



26

City of Rochester, NY

- Highest per-capita murder rate in NY 2003-2005
- Determined that a ShotSpotter GLS would help
- Obtained \$281,000 in funding supplement their own
- Felony arrest & life saved within first 48 hours
- 43% reduction of gunfire in first 18 months
- Average 1 arrest per month

Funding Successes



27

City of Gary, IN

- Among highest per-capita murder rate in USA
- Small GLS deployment New Years 2005/2006
 - 15 arrests and 45 firearm confiscations
 - \$195,000 for initial deployment
 - ~\$1.5 million for several expansions
 - ~\$1.7 million in total
- 28% fewer homicides in 2008 versus 2007

Summary

28

- **Mission-Essential Crime Fighting Tool**
- **Tactical value: respond, resolve, convict**
- **Strategic value: suppress crime patterns and trends**
- **Forensic evidence**
- **Direct applicability to funding programs**
- **Next steps ...**

Getting Started

29

- **Contact ShotSpotter**
 - www.shotspotter.com/stimulus
 - Funding program information & Regional account rep
- **See ShotSpotter at ...**
 - ISC West 2009, 4/1 – 4/3, Booth # 41025
 - IACP LEIM Training Conference and Exposition, 5/18 – 5/21
- **Accelerating the time to results**
 - Borrow from general fund, then replenish after funding
 - Pre-deployment planning while funding is in process
LOI commitment begins site survey and deployment planning

Key Deadlines and Latest News

30

- **Deadlines vary by program**
- **States that get JAG awards have to apply by April 9th (apply for statewide programs and state funds that are allocated to non-entitlement areas)**
- **Local law enforcement JAG applications are due May 18th**
- **Byrne Grants are due by April 27th**
- **Rural Law Enforcement applications are due by April 22nd**
- **Southern Border and HIDTA applications are due by April 17th**

Q&A

31

- Type your questions in the text box on the right of your screen



Thank You



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