




## MEMORANDUM

December 23, 2024

TO: GEORGEANNE A. WHITE, City Manager  
Office of the City Manager

FROM: MINDY CASTO, Interim Chief of Police  
Office of the Chief 

THROUGH: MELISSA PERALES, Purchasing Manager  
General Services Department, Purchasing Division

SUBJECT: AWARD A UNIQUELY QUALIFIED AGREEMENT WITH PERFORMA LABS, INC. TO PROVIDE SOFTWARE APPLICATION AND SUBSCRIPTION UTILIZING THE FY24 SAFER OUTCOMES: ENHANCING DE-ESCALATION AND CRISIS RESPONSE TRAINING FOR LAW ENFORCEMENT GRANT FUNDS IN AMOUNT NOT TO EXCEED \$160,000 OVER TWO YEARS; AND AUTHORIZE THE CHIEF OF POLICE OR THEIR DESIGNEE TO EXECUTE THE AGREEMENT

Performa, Inc. is the sole developer of the Performa Platform. The Performa Platform is a training application for mobile platforms which facilitates training of first responder training programs; specifically, Crisis Response Training.

The Performa Platform is among the most advanced application-based training programs available to first responders. The Performa platform provides the functionality and technology needed to support our agency's desire to provide Crisis Response Training to every officer in a quick and efficient manner with minimal cost. One of the key features of the platform is the ability to quickly train all police officers without disrupting staffing levels since the training will take place via mobile app and while on-duty. This method provides meaningful training and allows the Fresno Police Department to have Crisis Response Training curriculum that is approved by the California State Commission of Peace Officer Standards and Training or (P.O.S.T.) The app also allows the officer to resume training where they left off should they be interrupted. The program is linked to the individual officer's P.O.S.T. identification number and allows for a designated program manager to monitor progress and success of each officer. The program allows officers to watch a real police body camera video and evaluate appropriate responses. At the end of the learning block, the app provides the correct answers and not only grades the officer, but gives reaction times to the response. The officer must score an 80% to pass and move to the next phase of training. Once the training is completed, a notice of completed training is uploaded to P.O.S.T. and placed in their training records. Performa offers these unique features that

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MINDY CASTO, Interim Chief of Police  
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are not found in other products on the market today. The Performa Platform is proprietary and is not offered through any other vendors.

It is recommended the City Manager authorize the Chief of Police or their designee to specify Performa, Inc, without substitution for the subscription-based service of the Performa Platform under the uniquely qualified competitive bidding exception without an "or equal" provision in the specifications.

It is also recommended that a (2) year contract of up to \$160,000 be awarded to Performa, Inc for the subscription-based service of the Performa Platform.

The Safer Outcomes: Enhancing De-Escalation and Crisis Response Training for Law Enforcement grant funding awarded to the Fresno Police Department specific to Crisis Response Training will cover the two (2) year costs totaling \$160,000.

☒ Approve Request

☐ Deny Request

  
Melissa Perales, Purchasing Manager

01/27/2025  
Date

☒ Approve Request

☐ Deny Request

  
Georgeanne A. White, City Manager

4/29/25  
Date

Attachment(s):  
Report to City Council  
Performa Contract and Quote