




PURCHASING DEPARTMENT

Madison County Board of Supervisors
146 West Center Street / Post Office Box 608
Canton, MS 39046
Office (601)-855-5534 ~ Fax (601) 859-5875

May 5, 2025

To: Board of Supervisors
From: Kesha Jackson, Purchasing Clerk 
Subject: Consideration of Declaration of Sole Source – Sheriff Department

The Madison County Sheriff Department has requisition Cellebrite, Inc., software and corresponding training to analysis of information extracted from cell phones for investigations. As the attached letter, indicates that Cellebrite, Inc., is the sole source manufacturer sole developer and manufacturer of respective items listed below in detail.

I recommend that the board declare this as a Sole Source, authorize the issuance of a purchase order to Cellebrite, Inc., for \$8,891.50 for software and corresponding training to analysis of information extracted from cell phones for investigations per attached quote.

Thank you in advance for your consideration of the above recommendations.

Cellebrite Inc.
8065 Leesburg Pike,
Suite T3-302
Vienna, VA 22182
USA

Tel. +1 800 942 3415
Fax. +1 201 848 9982
Tax ID#: 22-3770059
DUNS: 033095568
CAGE: 4C9Q7
Company Website:
<http://www.cellebrite.com>

Quote

Quote#: Q-453498-1
Date: Apr 15, 2025

Billing Information

Madison County Sheriffs Department
2941 U.S. Hwy 51
Canton, Mississippi 39046
United States

Contact: Kristen Byrd
Phone: 7692897167

Delivery Information

Kristen Byrd - Madison County Sheriffs
Department
2941 U.S. Hwy 51
Canton, MS 39046
United States

Contact: Kristen Byrd
Phone: 7692897167

Wire To:

Bank Routing Number: 021000021
Account Number: 761020590
Account Name: Cellebrite Inc.

Check Remittance (Only for NA):

Cellebrite Inc. ,
PO BOX 23551
New York, NY, 10087-3551

End Customer: Madison County Sheriffs Department (MS)

Click [here](#) to process with Credit Card payment

By clicking the link above and accepting this quote,

You are expressing your agreement and compliance to and with the terms contained on this quote.

Customer ID	Good Through	Payment Terms	Currency	Sales Rep
SF-00209459	May 30, 2025	Net 30	USD	Tommy Smith

#	Product Code	Product Name	Qty	Start Date	End Date	Net Price\Unit	Net Price
1	B-CNR-08-001	Inseyets Pro PA Stand Alone	1	Apr 15, 2025	Apr 14, 2026	4,284.00	4,284.00
2	S-UFD-20-007	Inseyets Pro PA Standalone Subscription	1	Apr 15, 2025	Apr 14, 2026	0.00	0.00
3	F-KAS-00-001	UFED Dongle Kit	1			0.00	0.00
4	B-TRN-03-040	In-Person/Virtual CCO+CCPA Inseyets (5 days)	1	Apr 30, 2025	Apr 29, 2026	4,607.50	4,607.50
5	U-TRN-02-118	In-Person/Virtual (CCO) - Cellebrite Certified Operator Inseyets (2 days)	1	Apr 30, 2025	Apr 29, 2026	0.00	0.00
6	U-TRN-02-119	In-Person/Virtual (CCPA) - Certified Physical Analyst Inseyets (3 days)	1	Apr 30, 2025	Apr 29, 2026	0.00	0.00

SubTotal	USD 8,891.50
Shipping & Handling	USD 0.00
Sales Tax	USD 0.00
Total	USD 8,891.50

Comments:

Terms and Conditions:

- This Quote/Proforma Invoice/Tax Invoice, together with the terms and conditions and license agreement listed below that are incorporated by reference to this Quote/Proforma Invoice (together, the "Agreement"), constitute an offer by Cellebrite. By signing this the Quote/Proforma Invoice, issuing a purchase order (or other ordering document) in connection with this the Quote/Proforma Invoice, or downloading and/or using the products identified in this the Quote/Proforma Invoice/Tax Invoice, the customer agrees to be bound by the terms of this Agreement. Any additional or different terms or conditions contained in any customer document, purchase order or other ordering document will not be binding upon Cellebrite unless expressly accepted in a document signed by a Cellebrite authorized signatory.
- Quote is subject to regulatory approval.

- Freight Terms: FCA (NJ)

- General: The following terms shall apply to any product at <http://legal.cellebrite.com/us/index.html>
- EULA: All Cellebrite Software is licensed subject to the end user license agreement available at <https://legal.cellebrite.com/End-User-License-Agreement.html>
- Advanced Services (CAS): The following terms apply to Cellebrite Advanced Services at <https://legal.cellebrite.com/CB-us-us/index.html>
- Premium: The following terms shall apply only to Cellebrite Premium at <http://legal.cellebrite.com/intl/PremiumUS.htm>
- Pathfinder: The following terms apply to Cellebrite Pathfinder at <https://legal.cellebrite.com/PF-Addendum.htm>
- Training Services: The following terms apply to Cellebrite Training Services at <http://legal.cellebrite.com/intl/Training.htm>
- SaaS: The following terms apply to Cellebrite SaaS Services at <https://legal.cellebrite.com/SaaS.htm>
- Endpoint SaaS: The following terms apply to Cellebrite Cellebrite Endpoint SaaS at <https://legal.cellebrite.com/Endpoint-SaaS.html>

In the event of any dispute as to which terms apply, Cellebrite shall have the right to reasonably determine which terms apply to a given purchase order.

Please indicate the invoice number when remitting payment

***SALES TAX DISCLAIMER:** Cellebrite Inc. is required to collect Sales and Use Tax for purchases made from the following certain U.S. States. Orders are accepted with the understanding that such taxes and charges shall be added, as required by law. Where applicable, Cellebrite Inc. will charge sales tax unless you have a valid sales tax exemption certificate on file with Cellebrite Inc. Cellebrite Inc. will not refund tax amounts collected in the event a valid sales tax certificate is not provided. If you are exempt from sales tax, you must provide us with your sales tax exempt number and fax a copy of your sales tax exempt certificate to Cellebrite Inc.

Please include the following information on your PO for Cellebrite UFED purchase:

- Please include the ORIGINAL QUOTE NUMBER (For example - Q-XXXXX) on your PO
- CONTACT NAME & NUMBER of individual purchasing and bill to address
- E-MAIL ADDRESS of END USER for monthly software update as this is critical for future functionality

I, the undersigned, hereby confirm that I am authorized to sign this Quote/Proforma Invoice on behalf the customer identified above, and I hereby approve that my signature is legally binding upon the customer identified above.

Customer Name: Madison County Sheriffs Department (MS)

Signature:

Effective Date:

____/____/____

Name (Print):

Title:

Please sign and email to **Tommy Smith** at **tommy.smith@cellebrite.com**

January 10, 2025

TO WHOM IT MAY CONCERN,

This letter is provided to inform you that a Sole Manufacturer justification exists because the solution identified in this document, required to satisfy the Agency's needs, are only manufactured, developed or made available from Cellebrite Inc. This letter identifies Cellebrite Inc. As the sole Developer, and Manufacturer of respective items listed below in detail:

Cellebrite InsEYEts Core / Pro / Offline

Cellebrite Inc. was established in 1999 and is based in Morristown, NJ and Vienna, VA, and is incorporated in the state of Delaware. Cellebrite Inc. supports customers and users around the globe including US, Latin America, Canada, and Mexico. With more than 60,000 extraction licenses deployed in multiple countries, Cellebrite's forensic extraction products have been deployed throughout the world, and our Cellebrite Pathfinder is an extension of these forensic extraction products. Our forensic extraction customers include the Department of Defense, Federal Government, Intelligence Organizations, Military, and Law Enforcement Divisions.

Agencies today are facing several challenges when it comes to Digital Forensics:

1. Access to locked and encrypted devices.
2. Volume of data collected.
3. Provide faster insights.
4. Variety of Data sources including Mobile devices, Computer, Cloud etc.

To address these challenges, Cellebrite Inseyets is equipped with unique capabilities that are exclusive to Cellebrite and not available from any other company. These capabilities include, Unlocking using AFU or Brute-Force and providing a Full File-system and/or Physical extraction from most of the leading Android vendors such as Samsung, Xiaomi, LG, Huawei, Motorola, Sony, Google and others in addition to

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Apple iOS devices including the latest iPhones and iOS versions. As Mobile devices play a major role during investigations, Cellebrite Inseyets technology provides Law Enforcement personnel access to the newest locked, encrypted, and updated Mobile devices. This capability enables the Law Enforcement to collect digital evidence such as phone logs, IM, chat messages, social media, emails, images, and other information that is locked and encrypted.

Furthermore, to face growing number of cases and data Cellebrite Inseyets is equipped with Automation capabilities that streamline the extraction to report process that saves valuable hours to our customers.

Our competitive advantages include:

- **Access Locked and Encrypted leading mobile devices.** Cellebrite Inseyets supports Full File-System, User data extraction and Physical extraction from the widest range of iOS and Android devices while bypassing, After-First-Unlocking or brute forcing the device passcode and other security measures. Cellebrite Inseyets is the only tool that provides both a Generic iOS and Generic Android devices in the same product. Inseyets support all the leading vendors in the market including Apple, Samsung, Huawei, Motorola, LG, OPPO, VIVO, Google, Sony, Xiaomi and many others.

In addition, Cellebrite Inseyets provide access (extraction and decoding) to leading Android secured containers such as Samsung secured folder, Huawei Private Space and Xiaomi 2nd Space.

Last, Cellebrite Inseyets allows Selective App extraction for both iOS and Android devices.

- **Broadest Device & App Support.** Cellebrite has the largest device inventory in the industry that holds more than 15K mobile devices from different vendors, OS, Locations, and years. Cellebrite is purchasing dozens of devices each month from different countries to support customer's needs.

- **Industry's leading Decoding and Reporting.** Cellebrite Physical Analyzer (PA) is the leading tool for Decoding and Reporting. PA is go-to-tool when it comes to Mobile Forensics analysis. UFED Report (UFDR) is the common format used by examiners and prosecutors in courts world-wide.

- **Extraction to UFDR streamline.** Harnessing Cellebrite unique capabilities of Access and Decoding, Cellebrite Inseyets can now Streamline the extraction all the way to a UFED Report (UFDR) which is a standard in Forensics. The new capabilities can accelerate processing speed of a case in 40%-70% which allows examiners to process more cases in less time.

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- **Large, Established User Community.** Since 2007, Cellebrite has deployed more than 60,000 Cellebrite UFED in 100+ countries to support law enforcement, intelligence services, border patrols, military forces, public safety agencies and commercial organizations.
- **Forensically Sound Evidence Every Time.** Unlike competitors' "black box" third-party boot loaders or other tools, Cellebrite Premium uses custom-designed, read-only methods, which ensure forensically sound File-System and Physical extractions.
- **Technology and Research and Development (R&D) Leadership.** Cellebrite provides the mobile forensic industry's most comprehensive Android, Apple iOS, Blackberry, and Windows Mobile support. Cellebrite has a staff of 250+ engineers—the most of any mobile forensics' solution provider. We are committed to investing in the ongoing R&D to innovate around customer and market needs.
- **Best-in Class Training Ensures a Repeatable, Reproducible Mobile Forensics Process.** Open to all user levels, from beginners to advanced, Cellebrite certification training provides hands-on experience with Cellebrite products and applications, delivering the tools and knowledge required for evidence collection data analysis, searching, and reporting.

Sincerely,

A handwritten signature in blue ink, appearing to read "Hagit Reuven".

Hagit Reuven

VP, Global Sales Operations



Cellebrite

Digital intelligence
for a safer world

Cellebrite Inc.

8065 Leesburg Pike, Ste. T3-302
Vienna, VA 22182
USA

January 1, 2025

This letter identifies Cellebrite Inc., with our U.S. based offices based in Vienna, Virginia, as the sole developer and provider of the Cellebrite Certification training and accompanying certifications deliverable in both the Instructor Led and Online formats. Cellebrite Training subscribes to Quality Matters rubric for better learning and employs those quality standards for the development of classes, certifications, and programs of instruction.

Digital device technology and Digital Forensic/Intelligence best practices are among the most rapidly evolving disciplines faced by investigators today. To effectively gather reliable evidence, investigators need current relevant instruction consistent with the current state of technology and forensic best practice. There is little static state with this type of skill set and the longevity of an instructor's transferable knowledge base. Digital forensics techniques and practices quickly become outdated unless the person is continually updating and increasing their knowledge through immersion in the subject matter, evolutions of technology, and personal educational development.

Cellebrite Global Training Division adheres to stringent instructor qualification and evaluation processes. Full-time internal staff and a select cadre of contracted practitioner/instructors stay fully immersed and up to date with rapid evolutions of Cellebrite technology, that match the pace of industries. During a peer-review instructor must prove they are worthy subject matter experts in digital device technology and forensic best practices.

Cellebrite's Global Training Division is the only entity authorized to provide and deliver both instructor-led, and online formats of training resulting in Cellebrite's official certifications (CCO, CCPA, CCME). Cellebrite is the sole entities that certifies users in the operation of the Cellebrite technology. Cellebrite has previously tried unsuccessfully to extend the training offering through third party trainers. Comparative student participant feedback revealed below standard users' experiences. Analysis of the feedback determined the best student participant experiences were achieved when the instruction was delivered by full time, fully immersed instructors. Additionally, instructions needed to provide reliable, repeatable, and standardized instructional materials for each Program of Instruction (POI). These POIs delivered by Cellebrite developed and qualified instructors, enable practitioners to access and complete a strategic series of knowledge and skill development courses. Completing a designated POI series qualifies the student participant to test and earn highly useful certifications.

Key Elements of the system include:

- *Standard digital forensics curricula for each POI* that includes practical training learning objectives and knowledge assessments. Learning objectives are associated with tasks, functions, and responsibilities typically performed by digital forensics practitioners and other personnel using Cellebrite products.
- *Guided practical exercises and activities* exist in each POI to help instructors consistently deliver performance-based instruction that build task-level competencies. Whether instructor-led or in an online format, learning objectives are linked directly to the standardized exercises and activities.



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The correlation between the learning objectives, exercises, and activities are essential to confirm the participant student's understanding of the course work. Emulators are used in the online formats to simulate the use of physical equipment encountered in instructor-led courses.

- With access to a student participant reference guide and in-course experiences, participants can apply their education to on-the-job incidents.
- *Certifications are aligned with and denote different expertise levels.* The credible Cellebrite certifications provide a means for practitioners to convey their level of qualification in court proceedings.

Please feel free to contact us with any questions.
Best Regards,

Zachary T Boisi

Zach Boisi
SVP of Customer Experience, Cellebrite Inc