SINGLE SOURCE AWARD **BID # SS-9774-21**

Subject: Upgrade of Exacom Recording System

Department: Sheriff's Office

Description of Purchase:
Recommend approval of single source award to AK Associates for the upgrade and maintenance of the 911 Exacom recording system for the Jacksonville Sheriff's Office. Period of service is for one (1) year from date of award. Total not-to-exceed expenditure is $187,243.43.

Funding Source: 10703.552103.564290.000000.00000195.00000.0000000 – To be encumbered by Purchase Order

Single Source Award To: AK Associates

Price Justification: See attachment

Total Award: $187,243.43 **Requisition #:** PSSS-501359-21

Attachments: Agency Letter, Single Source Form, Vendor Letter and Quote

Certification as to Single Source: Derrick Lewis, Director of Police Services

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

Analyst: Olive Wallace-Cohen

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN ***DATE***

ACTION OF AWARDING AUTHORITY DATE: _____

APPROVED_____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

SINGLE SOURCE REQUEST

Pursuant to the City of Jacksonville Procurement Code § 126.206 & § 126.312, when requesting a purchase from a vendor subject to the referenced sections, please complete this form to justify your request and submit to Procurement with applicable attachments.

REQUESTING AGENCY (DEPT./DIVISION): Office of the Sheriff - 9-1-1 communications

FUNDING SOURCE: 10703.552103.564290.000000.00000195.00000.0000000

BRIEF DESCRIPTION OF GOODS/SERVICES:
2nd tier maintenance services for Exacom recording system , for
serial # 2042,2044,2045,2046,2047,2048,2049,2051,2052, 2053, 2363, & 2364

AMOUNT OF PROJECT (attach quote): $187,243.43

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):
2nd tier maintenance services for Exacom recording system
includes upgrades, updates, and patches for the recording software and related components.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED SINGLE SOURCE PROVIDER:
A.K. Associates is the regional reseller of Exacom equipment and is currently under agreement with the Jacksonville Sheriff's Office for technical assistance related to this and other aspects of the 9-1-1 system.

ASSERT THAT YOU HAVE RESEARCHED THE AVAILABILITY OF THE REQUESTED GOODS/SERVICES FROM OTHER SOURCES IN APPLICABLE MARKETS AND HAVE DISCUSSED AND EVALUATED THE SAME WITH COJ'S PROCUREMENT AND EBO DIVISIONS:

A.K. Associates is the sole Exacom authorized reseller/service/support partner supporting the P25/NG9-1-1 recording technology. The additional channels/card are only available and supported directly by Exacom factory authorized resellers/service/support partners due to the complexity of the application and level of technical expertise needed for the integrated system

Submitted by: Gregory J. Feazell — Budget & Management Analyst Principal
(Name) (Title)

Date: August 31, 2020

Requesting Agency's Director's Signature:

Jacksonville Sheriff's Office

MIKE WILLIAMS, SHERIFF

Serve • Protect • Community

TO: Gregory Pease
Chief of Procurement

THRU: Bill Clement, CPA
Chief, Budget

FROM: Derrick Lewis
Director, Police Services

SUBJECT: Award Request – Upgrade of Exacom Recording System AK

DATE: Wednesday, December 23, 2020

The Jacksonville Sheriff's Office is requesting a Single Source award with AK Associates for upgrade of the 911 Exacom recording system. The not to exceed expenditure amount for the period is $187,243.43, the funding for this purchase will be 10703.552103.564290.000000.00000195.00000.0000000. Attached is the Single Source request, the letter from AK Associates, and the quote from the vendor for your review.

Please let me know if you require any additional information, thank you for your assistance.

AK ASSOCIATES

Where Technology, Creativity and Quality Service Meet

August 28, 2020

Mrs. Phyllis C. Leonard, 911 Coordinator
Jacksonville Sheriff's Office
501 East Bay Street
Jacksonville FL 32202

Dear Mrs. Leonard:

The Duval County 9-1-1 system is unique in its configuration and unlike any other 9-1-1 system in Florida. It consists of carefully engineered systems that include Frequentis Protect and Cassidian Patriot call taking equipment, Solacom IQ gateways selective routers, Data Master DBMS and components that provide the means to connect the Duval 9-1-1 system to the North Florida Routing Regional 9-1-1 Network.

The only company to have trained and certified technicians with experience to install and maintain the Duval County 9-1-1 system is AK Associates. AK Associates is the only vendor in Florida that is a certified reseller and has certified technicians by the equipment manufacturers Frequentis, Solacom and Cassidian for you integrated 9-1-1 system used by Duval County.

In addition, AK Associates is presently under a maintenance contract with Duval County to provide installation and maintenance support. Under the current contract, AK Associates provides the labor for installation and maintenance services to all the 9-1-1 equipment installed by AK Associates. This contract also provides Duval County with free ancillary services and discounts on additional equipment purchases. AK will also provide Duval County with Cassidian, Solacom and Frequentis extended maintenance without an additional mark up.

Cassidian will not sell their extended warranty (maintenance) directly to a customer, and they only provide this coverage through the existing channel partner. Since AK Associates is under contract with Duval County, AK Associates is the only company that can offer this service without voiding the existing contract. If I can provide additional information please do not hesitate to contact me.

Sincerely,

Arthur Kraus

Arthur Kraus, VP
AK Associates

Kraus Associates Inc., d/b/a AK Associate, 326 Porta Rosa Cir, St Augustine, Florida 32092

PO Box 2880
Concord, NH 03302
http://www.akassociates911.com/
(603) 432-5755

AK ASSOCIATES

Exacom Refresh

Prepared by:

AK Associates

Julie Chase
(603) 432-5755 x.215
Fax (603) 432-0900
jchase@AKAssociates911.com

Prepared for:

Duval County, FL

501 E. Bay St.
Room 312
Jacksonville, FL 32202
Lori Leonard
(904) 630-2317
phyllis.leonard@jaxsheriff.org

Quote Information:

Quote #: 000483

Version: 2
Delivery Date: 12/15/2020
Expiration Date: 03/09/2021

Quote Summary

Description	Amount
JSO Primary and Secondary	$68,761.95
BUCC	$10,343.10
UNF	$8,062.65
Jacksonville Beach	$10,822.65
Neptune Beach	$9,442.65
Atlantic Beach	$9,442.65
Services	$19,000.00
SW/HW Support	$49,678.75
Shipping	$1,689.03
Total:	**$187,243.43**

Disclaimers: This quote is provided for the listed contact and is not to be shared or disseminated without written consent by AK Associates. This quote null and voids any previous version.

AK Associates

Signature: Julie Chase

Name: Julie Chase

Title: President

Date: 12/15/2020

Duval County, FL

Signature:

Name: Lori Leonard

Date:

PO Box 2880
Concord, NH 03302
http://www.akassociates911.com/
(603) 432-5755

AK ASSOCIATES

SW/HW Support

Description		Price	Qty	Ext. Price
9004000 HS-SUP-E	**Exacom HW/SW Warranty/Service** Jacksonville Beach PD	$3,748.80	1	$3,748.80
9004000 HS-SUP-E	**Exacom HW/SW Warranty/Service** Neptune Beach PD	$2,956.80	1	$2,956.80
9004000 HS-SUP-E	**Exacom HW/SW Warranty/Service** Atlantic Beach	$3,000.80	1	$3,000.80

Subtotal: **$49,678.75**

Shipping

Description		Price	Qty	Ext. Price
ShippingFee	**Shipping and Handling** Shipping and Handling	$1,689.03	1	$1,689.03

Subtotal: **$1,689.03**

Payment Terms

Description	Qty
Terms of Sale: • Hardware and software will be invoiced upon shipment • Services will be invoiced upon completion • Payment Terms are Net 30	

PO Box 2880
Concord, NH 03302
http://www.akassociates911.com/
(603) 432-5755

AK ASSOCIATES

Atlantic Beach

Description		Price	Qty	Ext. Price
9002431	**HindSight Concurrent Client License Refresh**	$341.55	2	$683.10
Discount	**License Transfer Credit** Discount	($9,787.65)	1	($9,787.65)

Subtotal: **$9,442.65**

Services

Description		Price	Qty	Ext. Price
EXACOM-ICT	**Installation, Configuration, and Training** JSO Primary and Secondary Recorder	$6,000.00	1	$6,000.00
EXACOM-ICT	**Installation, Configuration, and Training** BUCC	$3,000.00	1	$3,000.00
EXACOM-ICT	**Installation, Configuration, and Training** UNF	$2,500.00	1	$2,500.00
EXACOM-ICT	**Installation, Configuration, and Training** Jacksonville Beach	$2,500.00	1	$2,500.00
EXACOM-ICT	**Installation, Configuration, and Training** Neptune Beach	$2,500.00	1	$2,500.00
EXACOM-ICT	**Installation, Configuration, and Training** Atlantic Beach	$2,500.00	1	$2,500.00

Subtotal: **$19,000.00**

SW/HW Support

Description		Price	Qty	Ext. Price
9004000 HS-SUP-E	**Exacom HW/SW Warranty/Service** JSO Primary and Secondary	$30,196.65	1	$30,196.65
9004000 HS-SUP-E	**Exacom HW/SW Warranty/Service** BUCC	$7,236.35	1	$7,236.35
9004000 HS-SUP-E	**Exacom HW/SW Warranty/Service** UNF	$2,539.35	1	$2,539.35

PO Box 2880
Concord, NH 03302
http://www.akassociates911.com/
(603) 432-5755

AK ASSOCIATES

Neptune Beach

Description		Price	Qty	Ext. Price
9000161	"HindSight 60 Series Multi Media Recording Platform (includes HindSight Core Software, 8GB RAM, 2-1TB Drives - 1 TB RAID 1, Windows Server 2019, Microsoft SQL Server 2019 Std, Monitor/Spkr/CD/DVD/KB/Mouse)"	$4,968.00	1	$4,968.00
9000715	HindSight 8-Channel Analog Card - LT	$1,380.00	1	$1,380.00
9000517	"HindSight 25/50 series Storage Backup (NAS) Solution w/ HS Backup Software - 2TB RAID 1"	$2,411.55	1	$2,411.55
9002215	HindSight NG911/i3 Active SIP Integration	$6,896.55	1	$6,896.55
9002600	HINDSIGHT Single-Channel A/D SW License	$172.50	8	$1,380.00
9002601	HindSight Single-Channel VoIP SW License	$276.00	2	$552.00
9002412	HindSight Concurrent User Client License	$479.55	2	$959.10
9002431	HindSight Concurrent Client License Refresh	$341.55	2	$683.10
Discount	License Transfer Credit Discount	($9,787.65)	1	($9,787.65)

Subtotal: **$9,442.65**

Atlantic Beach

Description		Price	Qty	Ext. Price
9000161	"HindSight 60 Series Multi Media Recording Platform (includes HindSight Core Software, 8GB RAM, 2-1TB Drives - 1 TB RAID 1, Windows Server 2019, Microsoft SQL Server 2019 Std, Monitor/Spkr/CD/DVD/KB/Mouse)"	$4,968.00	1	$4,968.00
9000715	HindSight 8-Channel Analog Card - LT	$1,380.00	1	$1,380.00
9000517	"HindSight 25/50 series Storage Backup (NAS) Solution w/ HS Backup Software - 2TB RAID 1"	$2,411.55	1	$2,411.55
9002215	HindSight NG911/i3 Active SIP Integration	$6,896.55	1	$6,896.55
9002600	HINDSIGHT Single-Channel A/D SW License	$172.50	8	$1,380.00
9002601	HindSight Single-Channel VoIP SW License	$276.00	2	$552.00
9002412	HindSight Concurrent User Client License	$479.55	2	$959.10

PO Box 2880
Concord, NH 03302
http://www.akassociates911.com/
(603) 432-5755

AK ASSOCIATES

UNF

Description		Price	Qty	Ext. Price
9002431	HindSight Concurrent Client License Refresh	$341.55	2	$683.10
9002288	"HINDSIGHT health and monitoring service. Supports SNMP and Emailnotifications."	$0.00	1	$0.00
Discount	License Transfer Credit Discount	($8,549.10)	1	($8,549.10)

Subtotal: **$8,062.65**

Jacksonville Beach

Description		Price	Qty	Ext. Price
9000161	"HindSight 60 Series Multi Media Recording Platform (includes HindSight Core Software, 8GB RAM, 2-1TB Drives - 1 TB RAID 1, Windows Server 2019, Microsoft SQL Server 2019 Std, Monitor/Spkr/CD/DVD/KB/Mouse)"	$4,968.00	1	$4,968.00
9000717	HindSight 24-Channel Analog Card- LT	$2,760.00	1	$2,760.00
9000517	"HindSight 25/50 series Storage Backup (NAS) Solution w/ HS Backup Software - 2TB RAID 1"	$2,411.55	1	$2,411.55
9002215	HindSight NG911/i3 Active SIP Integration	$6,896.55	1	$6,896.55
9002600	HINDSIGHT Single-Channel A/D SW License	$172.50	24	$4,140.00
9002601	HindSight Single-Channel VoIP SW License	$276.00	5	$1,380.00
9002412	HindSight Concurrent User Client License	$479.55	2	$959.10
9002431	HindSight Concurrent Client License Refresh	$341.55	2	$683.10
9002288	"HINDSIGHT health and monitoring service. Supports SNMP and Email notifications."	$0.00	1	$0.00
9002289	Backup software for HINDSIGHT.	$0.00	1	$0.00
Discount	License Transfer Credit Discount	($13,375.65)	1	($13,375.65)

Subtotal: **$10,822.65**

PO Box 2880
Concord, NH 03302
http://www.akassociates911.com/
(603) 432-5755

AK ASSOCIATES

JSO Primary and Secondary

Description		Price	Qty	Ext. Price
9002288	"HINDSIGHT health and monitoring service. Supports SNMP and Email notifications." *Included	$0.00	1	$0.00
9002289	Backup software for HINDSIGHT. *Included	$0.00	1	$0.00
Discount	License Transfer Credit Discount	($133,632.30)	1	($133,632.30)

Subtotal: **$68,761.95**

BUCC

Description		Price	Qty	Ext. Price
9000513	"HINDSIGHT 300/600 series Storage Backup Solution w/ HS Backup Software - 6TB RAID 5"	$5,171.55	2	$10,343.10
9002285	HINDSIGHT Motorola P25 AIS Interface Module - 7.17 (Primary only)	$20,696.55	1	$20,696.55
9002602	HINDSIGHT Single-Channel P25-RoIP License	$414.00	32	$13,248.00
9002603	HindSight Tertiary-Channel License	$34.50	32	$1,104.00
Discount	License Transfer Credit Discount	($35,048.55)	1	($35,048.55)

Subtotal: **$10,343.10**

UNF

Description		Price	Qty	Ext. Price
9000160-01	HindSight 50 Series Multi Media Recording Platform (includes HindSight Core Software, 8GB RAM, 2-1TB Drives - 1 TB RAID 1, Windows 10, Microsoft SQL Server 2019 Std, Monitor/Spkr/CD/DVD/KB/Mouse)	$4,968.00	1	$4,968.00
9000517	HindSight 25/50 series Storage Backup (NAS) Solution w/ HS Backup Software - 2TB RAID 1	$2,411.55	1	$2,411.55
9000718-01	"Reuse existing cards for refreshed system. One LDA809EH 8 ch analog ($2750.00)and one NGX800EH 8 ch digital ($4250.00)"	$4,830.00	1	$4,830.00
9002600	HINDSIGHT Single-Channel A/D SW License	$172.50	16	$2,760.00
9002412	HindSight Concurrent User Client License	$479.55	2	$959.10

PO Box 2880
Concord, NH 03302
http://www.akassociates911.com/
(603) 432-5755

AK ASSOCIATES

JSO Primary and Secondary

Description		Price	Qty	Ext. Price
	Jacksonville Sheriff's Office Primary & Secondary, sn 2044, 2045			
9000101-02	HindSight 600 Series Multi Media Recording Platform - Dual Proc (includes HindSight Core Software, Dual Processor, 16GB RAM, 3-2TB Drives - 4TB RAID 5, Dual Hot Swap Pwr Sply, Windows Server 2019, Microsoft SQL Server 2019 Std, D/DVD/KB/Mouse, 19" Monitor	$12,972.00	2	$25,944.00
9000300	HSX/60X 1TB Internal Storage Addition	$407.10	6	$2,442.60
9000710	Quad NIC	$507.15	2	$1,014.30
9000712	Dual Serial Card	$86.25	2	$172.50
9000513	"HINDSIGHT 300/600 series Storage Backup Solution w/ HS Backup	$5,171.55	2	$10,343.10
9002215	HindSight NG911/i3 Active SIP Integration	$6,896.55	2	$13,793.10
9002200	HINDSIGHT ANI/ALI Serial Interface	$1,721.55	2	$3,443.10
9002285	HINDSIGHT Motorola P25 AIS Interface Module - 7.17 (Primary only)	$20,696.55	1	$20,696.55
9000718-01	Reuse existing HindSight 24-Channel Digital PBX/(PRI/BRI) Card	$6,037.50	2	$12,075.00
9002600	HINDSIGHT Single-Channel A/D SW License	$172.50	48	$8,280.00
9002601	HINDSIGHT Single-Channel VoIP SW License	$276.00	128	$35,328.00
9002602	HINDSIGHT Single-Channel P25-RoIP License	$414.00	32	$13,248.00
9002603	HindSight Tertiary-Channel License	$34.50	32	$1,104.00
9002412	HindSight Concurrent User Client License	$479.55	10	$4,795.50
9002431	HindSight Concurrent Client License Refresh	$341.55	10	$3,415.50
	Access System, sn 2046			
9000105-01	HindSight 600 Series Client Access System (5U, 64GB, Dual Proc)	$15,866.55	1	$15,866.55
9002001	HINDSIGHT Quality Assurance SW Package	$6,896.55	1	$6,896.55
9002415	HINDSIGHT-G3 Quality Assurance Per Seat Assessor License	$272.55	2	$545.10
9002412	HindSight Concurrent User Client License	$479.55	28	$13,427.40
9002431	HindSight Concurrent Client License Refresh	$341.55	28	$9,563.40

PO Box 2880
Concord, NH 03302
http://www.akassociates911.com/
(603) 432-5755

AK ASSOCIATES

Tuesday, December 15, 2020

Duval County, FL
Lori Leonard
501 E. Bay St.
Room 312
Jacksonville, FL 32202
phyllis.leonard@jaxsheriff.org

Dear Lori,

Thank you for giving us the opportunity to provide Duval County, FL with a quote for a Exacom Refresh. We are excited to work with you. Should you have any questions on this project please feel free to reach out to any member of the AK Associates team!

Julie Chase

Julie Chase
President
AK Associates

AK ASSOCIATES

We have prepared a quote for you

Exacom Refresh

Quote # 000483
Version 2

Prepared for:

Duval County, FL

Lori Leonard
phyllis.leonard@jaxsheriff.org

OFFICE OF THE SHERIFF
ORDER REQUEST FORM

Request For: 9-1-1 Administration (Work Unit) | Communications (Division) | Services (Dept.)

Requestor: Phyllis C Leonard (Name) | 7017 (ID #) | 9046302317 (Phone) | 12/15/2020 (Date)

Deliver To Location: Jacksonville Sheriff's Office Room 216E 501 E Bay St Jacksonville FL 32202

Item No.	Description and Model No.	JSO Stock No.	QTY.	Unit Cost	Total
1	JSO Primary and Secondary		1	#########	$ 68,761.95
2	BUCC		1	10,343.10	10,343.10
3	UNF		1	8,062.65	8,062.65
4	Jacksonville Beach		1	10,822.65	10,822.65
5	Neptune Beach		1	9,442.65	9,442.65
6	Atlantic Beach		1	9,442.65	9,442.65
7	Services		1	19,000.00	19,000.00
8	SW/HW Support		1	49,678.75	49,678.75
9	Shipping		1	1,689.03	1,689.03
10					
11					
12					
13					
14					
15					
				TOTAL REQUEST	$ 187,243.43

Suggested Vendor: AK Assoiciates Julie Chase

Vendor Phone: 603 432 5755 ext 215

Vendor Address / E-mail: jchase@AKAssociates911.com

☐ Proprietary
☐ Sole Source

If Proprietary / Sole Source, attach appropriate form and letter from vendor.

Special funding to be used for this purchase?
☐ Loan Pool / Banking Fund
☐ Grant *
☐ Trust Fund *

* Enter name and # of Grant or Trust Fund

Justification / Repetitive Request Authorization / Notes:

This will be purchased from the 911 budget

Approvals:

1. Phyllis C Leonard (Signature) | 7017 (ID #) | 12/15/2020 (Date)
2. (Signature) | (ID #) | (Date)
3. (Signature) | (ID #) | (Date)
4. (Signature) | (ID #) | (Date)

Required approval level (per General Order 54):
$0 to $2,500 - Assistant Chief or higher
$2,501 to $5,000 - Chief or higher
$5,001 or more - Director or higher

Budget Office Use Only
Index ____ Subobject ____
Analyst ____ Date ____

P-1532 Rev 12/2011