SINGLE SOURCE AWARD **BID # SS-0441-19**

Subject: Additional Solacom Guardian Positions

Department: Sheriff's Office

Description of Purchase: Recommend approval of single source award to A.K. Associates for the purchase and installation of additional Solacom Guardian positions at the new Cecil Commerce Center 911 Back-up Communications Center and JSO and JFRD primary Communication Centers. Total not to exceed expenditure in the amount of $1,256,879.35.

Funding Source: SHPS173SS91-06429 $573,856.05 in FY19 and $683,023.30 in FY20 – To be encumbered by Purchase Order

Single Source Award To: A.K. Associates

Price Justification: See attachment

Total Award: $1,256,879.35 **Requisition #:** N/A

Attachments: Single Source Form, Vendor Letter, Quote and Previous Award

Certification as to Single Source: Tony Davis, Director of Police Services, JSO

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

Analyst: Taryn Manser

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 _____

Jacksonville Sheriff's Office

Duval County, Florida

Mike Williams, Sheriff

501 E. Bay Street
Jacksonville, FL 32202

DATE: Monday, April 01, 2019

TO: Gregory Pease
Chief of Procurement

THRU: Bill Clement, CPA
Chief of Budget

FROM: Tony Davis
Director of Police Services

SUBJECT: Award Request – Solacom Guardian positions

The Jacksonville Sheriff's Office is requesting a Single Source award with A.K. Associates for the purchase and installation of additional Solacom Guardian positions. This equipment will be installed at the new Cecil Commerce Center 911 Back-up Communications Center in FY19 and JSO and JFRD primary Communications Centers in FY20. The total not-to exceed expenditure amount is $1,256,879.35 with $573,856.05 in FY19 and $683,023.30 in FY20, the funding source is SHPS173SS91-06429 for both FY19 and FY20. Attached is the Single Source request, the letter from Solacom, and the quote from the vendor for your review.

Previous purchase was on PO509990/SS-0267-16

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

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: SHPS173SS91-06429

BRIEF DESCRIPTION OF GOODS/SERVICES:

Purchase of additional Solacom Guardian positions for the new 9-1-1 Cecil back-up communications center in FY19 and JSO and JFRD primary Communications centers in FY20.

Previous equipment purchased on PO509990/SS-0267-16

AMOUNT OF PROJECT (attach quote): $573.856.05 - FY19 & $683,023.30 - FY20

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):

Purchase and installation of new Solacom Guardian call-taking portions at the new 9-1-1 Cecil back-up communications center in FY19 and JSO and JFRD primary Communications centers in FY20. This equipment will be integrated with existing Solacom equipment located through Duval County to expand the reliability of and provide additional redundancies of the 9-1-1 system.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED SINGLE SOURCE PROVIDER:

9-1-1 currently utilizes Solacom Guardian equipment at 515 Julia St. 5th floor EOC and all three beach PSAP's and needs to utilize the same equipment at all our current PSAP's to create a streamlined and compatible system across the county.

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 an authorized Solacom Guardian reseller/service/support partner. A.K. Associates is the only organization with factory trained/certified personnel located in Florida with the requisite experience to perform full installation and maintenance on the Solocom equipment. They currently handle the maintenance and support services for other critical equipment used to 9-1-1.

Submitted by: Gregory J. Feazell — Budget & Management Analyst Sr.

(Name) (Title)

Date: April 1, 2019

Requesting Agency's Director's Signature: Dir. J. E. Pery 6017

Procurement Division _____

March, 2017

SOLACOM

Duval County Sheriff's Office
501 E. Bay St. #310
Jacksonville, FL 32202

Attn: Phyllis Leonard

Dear Mrs. Leonard,

This letter is about the Solacom equipment utilized in the processing of 9-1-1 calls that is currently in use by Duval County Florida. This equipment is referred to typically as the Guardian 9-1-1 system.

The system is maintained by AK Associates, an authorized Solacom distributor and service organization. AK Associates is the only such organization with factory trained/certified personnel located in Florida with the requisite experience to perform full installation and maintenance on your Solacom equipment. Any additions to the system such as additional positions would need to be procured through AK as the current service provider.

If you have any questions please call me at 937-609-1911.

Regards,

Anthony A. Parrott

Anthony A. Parrott
Vice President of Sales

80 Jean Proulx - Gatineau QC J8Z 1W1 - Canada
Tel 613 693 0641 - Fax 613 693 0642 - www.solacom.com

AK ASSOCIATES

Quote Number: AK021919-301

Site (name/#): Duval County, FL

Reference: 190204-02-TM_V02

Date Issued: February 19, 2019

Scope of Work: Add new positions

PSAP 1

Qty.	Part No.	Description	Unit Price	Total
	S-UpgradePos-v4	JSO BUCC PSAP		
23	P-SPKRBAR	Speaker Bar for Positions	$36.80	$846.40
23	SL-GUARDPOSLIC	Guardian Call Taker Position License	$7,662.45	$176,236.35
23	P-IRR	Dual IRR Recording Software License	$572.70	$13,172.10
23	P-PAC II	Position Audio Controller II w/ Jack Box	$1,843.45	$42,399.35
23	P-KYPADU6	Keypad - 24 Button 6' Cable W/10' ext	$97.75	$2,248.25
23	P-SUP POS-1M-5YS+	Superior Position with 1- 24" Monitor	$2,144.75	$49,329.25
		Includes 5 year Support		
	S-UpgradePos-v4	MIS Station		
1	P-STD POS-1M-5YS+	Standard Position with 1- 24" Monitor	$1,366.20	$1,366.20
		Includes 5 year Support		
		Subtotal		$285,597.90

PSAP 2

Qty.	Part No.	Description	Unit Price	Total
	S-UpgradePos-v4	JFRD BUCC PSAP		
16	P-SPKRBAR	Speaker Bar for Positions	$36.80	$588.80
16	SL-GUARDPOSLIC	Guardian Call Taker Position License	$7,662.45	$122,599.20
16	P-IRR	Dual IRR Recording Software License	$572.70	$9,163.20
16	P-PAC II	Position Audio Controller II w/ Jack Box	$1,843.45	$29,495.20
16	P-KYPADU6	Keypad - 24 Button 6' Cable W/10' ext	$97.75	$1,564.00
2	P-ES-CS1G24	Cisco Catalyst 2960 Series 24Gb Ports	$1,831.95	$3,663.90
16	P-SUP POS-1M-5YS+	Superior Position with 1- 24" Monitor	$2,144.75	$34,316.00
		Includes 5 year Support		
	S-UpgradePos-v4	MIS Station		
1	P-STD POS-1M-5YS+	Standard Position with 1- 24" Monitor	$1,366.20	$1,366.20
		Includes 5 year Support		
		Subtotal		$202,756.50

PSAP 3

Qty.	Part No.	Description	Unit Price	Total

	S-UpgradePos-v4	JFRD BUCC PSAP		
33	P-SPKRBAR	Speaker Bar for Positions	$36 80	$1,214.40
33	SL-GUARDPOSLIC	Guardian Call Taker Position License	$7,662.45	$252,860.85
33	P-IRR	Dual IRR Recording Software License	$572.70	$18,899.10
33	P-PAC II	Position Audio Controller II w/ Jack Box	$1,843.45	$60,833.85
33	P-KYPADU6	Keypad - 24 Button 6' Cable W/10' ext	$97.75	$3,225.75
2	P-ES-CS1G24	Cisco Catalyst 2960 Series 24Gb Ports	$1,831.95	$3,663.90
33	P-SUP POS-1M-5YS+	Superior Position with 1- 24" Monitor	$2,144.75	$70,776.75
		Includes 5 year Support		
2	P-SFP xceiver-1G-LX-LC Cis	SFP Xceiver 1G LX LC Cisco Compatible	$931.50	$1,863.00
	S-UpgradePos-v4	MIS Station		
1	P-STD POS-1M-5YS+	Standard Position with 1- 24" Monitor	$1,366.20	$1,366.20
		Includes 5 year Support		
		Subtotal		**$414,703.80**

PSAP 4

Qty.	*Part No.*	*Description*	*Unit Price*	*Total*
	S-UpgradePos-v4	JFRD BUCC PSAP		
16	P-SPKRBAR	Speaker Bar for Positions	$36 80	$588.80
16	SL-GUARDPOSLIC	Guardian Call Taker Position License	$7,662.45	$122,599.20
16	P-IRR	Dual IRR Recording Software License	$572.70	$9,163.20
16	P-PAC II	Position Audio Controller II w/ Jack Box	$1,843.45	$29,495.20
16	P-KYPADU6	Keypad - 24 Button 6' Cable W/10' ext	$97.75	$1,564.00
2	P-ES-CS1G24	Cisco Catalyst 2960 Series 24Gb Ports	$1,831.95	$3,663.90
16	P-SUP POS-1M-5YS+	Superior Position with 1- 24" Monitor	$2,144.75	$34,316.00
		Includes 5 year Support		
2	P-SFP xceiver-1G-LX-LC Cis	SFP Xceiver 1G LX LC Cisco Compatible	$931.50	$1,863.00
	S-UpgradePos-v4	MIS Station		
1	P-STD POS-1M-5YS+	Standard Position with 1- 24" Monitor	$1,366.20	$1,366.20
		Includes 5 year Support		
		Subtotal		**$204,819.50**

Spares

Qty.	*Part No.*	*Description*	*Unit Price*	*Total*
	S-Spare-v4	Spare parts		
1	P-SUP POS-5YS+	Superior Position PC	$2,144.75	$2,144.75
	Includes 5 year Support			
2	P-PAC II	Position Audio Controller II w/ Jack Box	$1,843.45	$3,686.90
		Subtotal		**$5,831.65**

Professional Services

Qty.	*Part No.*	*Description*	*Unit Price*	*Total*
	S-Installation-v4	Installation Services Offering		
10	SV-InstDaily	Installation Services - Daily Rate	$1,300.00	$13,000.00

1	SV-InstRemDaily	Remote Install Services - Daily Rate	$1,300.00	$1,300.00
1	SV-T&L1stD	Travel and Living Expenses - First Day	$1,700.00	$1,700.00
9	SV-T&LSubD	Travel and Living Expenses - Daily	$255.00	$2,295.00
		AK Installation Services	$44,000.00	Included
		*Included with Elite Premier Maintenance Contract		
	S-Professional Services-v2	Professional Services offering		
		AK Project Management	$10,000.00	Included
		*Included with Elite Premier Maintenance Contract		
5	SV-PMDaySd	Secondary Project Management -Daily Rate	$965.00	$4,825.00
		Subtotal		**$23,120.00**

Warranty/Support

Qty.	*Part No.*	*Description*	*Unit Price*	*Total*
	S-MAINTENANCE-V3	Maintenance and Support Offering		
88	MT-SSGUARD-01	Position Software Support - Year 1	$1,300.00	$114,400.00
	MT-Warranty	Guardian First Year HW Warranty		
		The Guardian first year warranty covers all Hardware for the first year.		
		Subtotal		**$114,400.00**

Shipping

Qty.	*Part No.*	*Description*	*Unit Price*	*Total*
1		Shipping and Handling		$5,850.00
		Subtotal		**$5,850.00**

Options

Qty.	*Part No.*	*Description*	*Unit Price*	*Total*
		Warranty/Maintenance- Year 2		
88	MT-SSGUARD-01	Position Software Support - Year 2	$1,300.00	$114,400.00
1	MT-HSGUARD-02	Guardian Hardware Support - Year 2	$7,857.08	$7,857.08
		Warranty/Maintenance- Year 3		
88	MT-SSGUARD-01	Position Software Support - Year 3	$1,300.00	$114,400.00
1	MT-HSGUARD-03	Guardian Hardware Support - Year 3	$8,249.93	$8,249.93
		Warranty/Maintenance- Year 4		
88	MT-SSGUARD-01	Position Software Support - Year 4	$1,300.00	$114,400.00
1	MT-HSGUARD-04	Guardian Hardware Support - Year 4	$8,662.43	$8,662.43
		Warranty/Maintenance- Year 5		
88	MT-SSGUARD-01	Position Software Support - Year 5	$1,300.00	$114,400.00
1	MT-HSGUARD-05	Guardian Hardware Support - Year 5	$9,095.55	$9,095.55
		Warranty/Maintenance- 5 Years Upfront Payment		
88	MT-SSGUARD-05	Position Software Support - Years 1 to 5	$4,680.00	$411,840.00
1	MT-HSGUARD-0205	Hardware Support - Years 2 through 5	$29,931.72	$29,931.72
		If Purchased Upfront; Annual Fees Listed in Options		
		Subtotal		**Optional**

Summary	Amount
PSAP 1	$285,597.90
PSAP 2	$202,756.50
PSAP 3	$414,703.80
PSAP 4	$204,619.50
Spares	$5,831.65
Professional Services	$23,120.00
Warranty/Support	$114,400.00
Shipping	$5,850.00
Options	Optional
TOTAL	$1,256,879.35

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. Quote is valid for 120 days.

SOLE SOURCE AWARD **BID # SS-0267-16**

Subject: Expansion of SolaCom Gateway Routers for JSO 911 Backup Call Center and Other Locations

Department: JSO

Description of Purchase: Recommend approval of sole source award to A.K. Associates for the expansion of the SolaCom Gateway routers for JSO 911 backup center and other locations. Period of service is from date of award through September 30, 2015. Total expenditure in the not to exceed amount of $383,340.42.

Funding Source: SHPS173SS91-06404 – To be encumbered by purchase order

Sole Source Award To: A.K. Associates

Price Justification: See attachment

Total Award: $383,340.42 **Requisition #:** 174475

Attachments: Sole Source Form, Vendor Quote and Previous Award

Certification as to Sole Source: T. R. Davis, Director of Police Services, Jacksonville Sheriff's Office

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

Analyst: Annette Burney

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN ***DATE*** 09/03/15

ACTION OF AWARDING AUTHORITY DATE: 9/03/15

APPROVED ✓ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

Sam E. Mousa
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No. 2015-05

FORM GB-113, Revised 12/2007

QWS3270X 4/3/2019 11:22 AM
FAML6350 V5.1 ** NW COJ FAMIS PRODUCTION ** 04/03/2019
LINK TO: ACCOUNT SUMMARY INQUIRY 11:21 AM

FISCAL MO/YEAR : 07 2019 CURRENCY CODE :
INDEX CODE : SHPS173SS91 E911 WIRELESS
SUBOBJECT : 06429 SPECIALIZED EQUIPMENT
PROJECT :
PROJECT DETAIL :
GRANT :
GRANT DETAIL :
USER CODE :

S	APR 2019	ANNUAL BALANCE	ALL YEARS BALANCE
ESTIMATED REVENUES	.00	.00	.00
REVENUES	.00	.00	.00
UNREALIZED REVENUES	.00	.00	.00
BUDGET	.00	1,185,000.00	1,685,000.00
EXPENDITURES	.00	.00	94,450.99
ENCUMBRANCES	723,799.90	723,799.90	723,799.90
PRE-ENCUMBRANCES	-723,799.90	.00	.00
REMAINING BALANCE	.00	461,200.10	866,749.11

F1-HELP F2-SELECT F4-PRIOR F5-NEXT
F9-LINK F10-PRIOR-MO F11-NEXT-MO

G014 - RECORD FOUND