SINGLE SOURCE AWARD **BID # SS-0407-19**

Subject: Additional Solacom Guardian Equipment for the New Cecil Commerce Center

Department: Sheriff's Office

Description of Purchase: Recommend approval of single source award to AK Associates for the purchase and installation of additional Solacom Guardian backroom equipment for the new Cecil Commerce Center 911 Back-up Communications Center. Total not to exceed expenditure in the amount of $356,243.00.

Funding Source: SHPS173SS91-06429 – To be encumbered by Purchase Order

Single Source Award To: AK Associates

Price Justification: See attachment

Total Award: $356,243.00 **Requisition #:** N/A

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

FORM GB-113, Revised 12/2007

Jacksonville Sheriff's Office

Duval County, Florida

Mike Williams, Sheriff

501 E. Bay Street
Jacksonville, FL 32202

DATE: Monday, March 04, 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 backroom equipment

The Jacksonville Sheriff's Office is requesting a Single Source award with A.K. Associates for the purchase and installation of additional Solacom Guardian backroom equipment for the new Cecil Commerce Center 911 Back-up Communications Center. The not-to exceed expenditure amount is $356,243.00, the funding for this purchase will be SHPS173SS91-06429. 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 geo-diverse equipment for the new 9-1-1 Cecil back-up communications center.

Previous equipment purchased on PO509990/SS-0267-16

AMOUNT OF PROJECT (attach quote): $356,243.00

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 geo-diverse equipment at the new 9-1-1 Cecil back-up communications center. This equipment will integrate 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 new 9-1-1 Cecil back-up communications center

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 exerience 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: March 4, 2019

Requesting Agency's Director's Signature: [signature]

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
Vice President of Sales

80 Jean Proulx - Gatineau QC J8Z 1W1 - Canada
Tel: 613.693 0641 - Fax: 613 693 0642 - www.solacom.com

ISO 9001:2000 Certified

AK ASSOCIATES

Quote Number: AK021919-300a

Site (name/#): Duval County, FL

Reference: 190204-03-TM_V02

Date Issued: February 19, 2019

Scope of Work: 2 Geo-Diverse Systems

System 1- Side A

Qty.	Part No.	Description	Unit Price	Total
	S-CE-v2	System 1 - Side A		
1	P-CABINET-42U	42U Cabinet Kit with Sides	$2,714.00	$2,714.00
1	P-KVM 8 PORT	KVM (Keyboard,Video,Mouse) Switch 8 Port	$1,458.20	$1,458.20
1	P-IQ1000	IQ1000 Chassis Kit	$4,317.10	$4,317.10
1	P-HDVOIP	High Density 512 Port VoIP Card	$14,158.80	$14,158.80
1	P-ENH ADMIN-R-GA-5YS+	Administrative Server	$4,542.50	$4,542.50
	Includes 5 year Support			
1	P-FTAPP-GA-5YS+	Fault-Tolerant Application Server A	$17,168.35	$17,168.35
1	P-ESK-RESGEO-C	Switch Kit Resilient Geo-D System Cisco	$3,990.50	$3,990.50
1	P-IP_SERIAL-8P	8-Ports Serial to 100BT Converter	$1,117.80	$1,117.80
1	SL-GUARDSOFTLIC-GEO	Guardian Controller License	$11,194.10	$11,194.10
	Geo-Diverse Side A			
1	P-T1	T1 16 Span Card	$12,974.30	$12,974.30
		Subtotal		**$73,635.65**

System 1- Side B

Qty.	Part No.	Description	Unit Price	Total
	S-CE-v2	System 1 - Side B		
1	P-CABINET-42U	42U Cabinet Kit with Sides	$2,714.00	$2,714.00
1	P-KVM 8 PORT	KVM (Keyboard,Video,Mouse) Switch 8 Port	$1,458.20	$1,458.20
1	P-IQ1000	IQ1000 Chassis Kit	$4,317.10	$4,317.10
1	P-HDVOIP	High Density 512 Port VoIP Card	$14,158.80	$14,158.80
1	P-ENH ADMIN-GB-5YS+	Administrative Server	$4,542.50	$4,542.50
		Includes 5 year Support		
1	P-FTAPP-GB-5YS+	Fault-Tolerant Application Server B	$17,168.35	$17,168.35
1	P-ESK-RESGEO-C	Switch Kit Resilient Geo-D System Cisco	$3,990.50	$3,990.50
1	P-IP_SERIAL-8P	8-Ports Serial to 100BT Converter	$1,117.80	$1,117.80
1	SL-GUARDSOFTLIC-GEO-B	Guardian Controller License	$11,194.10	$11,194.10
		Geo-Diverse Side B		
1	P-T1	T1 16 Span Card	$12,974.30	$12,974.30

		Subtotal		**$73,635.65**

System 2- Side A

Qty.	*Part No.*	*Description*	*Unit Price*	*Total*
	S-CE-v2	System 2 - Side A		
1	P-CABINET-42U	42U Cabinet Kit with Sides	$2,714.00	$2,714.00
1	P-KVM 8 PORT	KVM (Keyboard,Video,Mouse) Switch 8 Port	$1,458.20	$1,458.20
1	P-IQ1000	IQ1000 Chassis Kit	$4,317.10	$4,317.10
1	P-HDVOIP	High Density 512 Port VoIP Card	$14,158.80	$14,158.80
1	P-ENH ADMIN-R-GA-5YS+	Administrative Server	$4,542.50	$4,542.50
		Includes 5 year Support		
1	P-FTAPP-GA-5YS+	Fault-Tolerant Application Server A	$17,168.35	$17,168.35
1	P-ESK-RESGEO-C	Switch Kit Resilient Geo-D System Cisco	$3,990.50	$3,990.50
1	P-IP_SERIAL-8P	8-Ports Serial to 100BT Converter	$1,117.80	$1,117.80
1	SL-GUARDSOFTLIC-GEO	Guardian Controller License	$11,194.10	$11,194.10
		Geo-Diverse Side A		
1	P-T1	T1 16 Span Card	$12,974.30	$12,974.30
		Subtotal		**$73,635.65**

System 2- Side B

Qty.	*Part No.*	*Description*	*Unit Price*	*Total*
	S-CE-v2	System 2 - Side B		
1	P-CABINET-42U	42U Cabinet Kit with Sides	$2,714.00	$2,714.00
1	P-KVM 8 PORT	KVM (Keyboard,Video,Mouse) Switch 8 Port	$1,458.20	$1,458.20
1	P-IQ1000	IQ1000 Chassis Kit	$4,317.10	$4,317.10
1	P-HDVOIP	High Density 512 Port VoIP Card	$14,158.80	$14,158.80
1	P-ENH ADMIN-GB-5YS+	Administrative Server	$4,542.50	$4,542.50
		Includes 5 year Support		
1	P-FTAPP-GB-5YS+	Fault-Tolerant Application Server B	$17,168.35	$17,168.35
1	P-ESK-RESGEO-C	Switch Kit Resilient Geo-D System Cisco	$3,990.50	$3,990.50
1	P-IP_SERIAL-8P	8-Ports Serial to 100BT Converter	$1,117.80	$1,117.80
1	SL-GUARDSOFTLIC-GEO-E	Guardian Controller License	$11,194.10	$11,194.10
		Geo-Diverse Side B		
1	P-T1	T1 16 Span Card	$12,974.30	$12,974.30
		Subtotal		**$73,635.65**

Spares

Qty.	*Part No.*	*Description*	*Unit Price*	*Total*
	S-Spare-v4	Spare parts		
1	P-HDVOIP	High Density 512 Port VoIP Card	$14,158.80	$14,158.80
		Subtotal		**$14,158.80**

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-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	$15,000.00	Included
		*Included with Elite Premier Maintenance Contract		
	S-Professional Services-v2	Professional Services offering		
		AK Project Management	$7,000.00	Included
		*Included with Elite Premier Maintenance Contract		
5	SV-PMDaySd	Secondary Project Management -Daily Rate	$965.00	$4,825.00
		Subtotal		**$21,820.00**

Warranty/Support

Qty.	Part No.	Description	Unit Price	Total
	S-MAINTENANCE-V3	Maintenance and Support Offering		
4	MT-FTAPP1P	Stratus Support - 1 Year	$4,430.40	$17,721.60
		With 2 Hour Response		
0	MT-Warranty	Guardian First Year HW Warranty		
		The Guardian first year warranty covers all Hardware for the first year.		
		Subtotal		**$17,721.60**

Shipping

Qty.	Part No.	Description	Unit Price	Total
1		Shipping and Handling		$8,000.00
		Subtotal		**$8,000.00**

Options

Qty.	Part No.	Description	Unit Price	Total
		System 1 - Side A		
1	P-EGN400-KIT	Emergency Gateway to Legacy SR - 4 FXS	$725.65	$725.65
1	P-FORTIFw	Fortinet Firewall	$752.10	$752.10
1	P-M1K-CHASSIS-DP	Mediant 1000 Chassis - Dual Power	$2,094.15	$2,094.15
		Mediant 1000 chassis w/ Dual AC power supply		
1	P-M1K-FXO	Mediant 1000 FXO Module	$419.75	$419.75
		Single module quad FXO trunks		
1	P-M1K-FXS	Mediant 1000 FXS Module	$533.60	$533.60
		Single module quad FXS trunks		
1	P-MGN400-KIT	Gateway to Legacy POTS Line - 4 FXO	$667.00	$667.00
		System 1 - Side B		
1	P-EGN400-KIT	Emergency Gateway to Legacy SR - 4 FXS	$725.65	$725.65
1	P-FORTIFw	Fortinet Firewall	$752.10	$752.10
1	P-M1K-CHASSIS-DP	Mediant 1000 Chassis - Dual Power	$2,094.15	$2,094.15

		Mediant 1000 chassis w/ Dual AC power supply		
1	P-M1K-FXO	Mediant 1000 FXO Module	$419.75	$419.75
		Single module quad FXO trunks		
1	P-M1K-FXS	Mediant 1000 FXS Module	$533.60	$533.60
		Single module quad FXS trunks		
1	P-MGN400-KIT	Gateway to Legacy POTS Line - 4 FXO	$667.00	$667.00
		System 2 - Side A		
1	P-EGN400-KIT	Emergency Gateway to Legacy SR - 4 FXS	$725.65	$725.65
1	P-FORTIFw	Fortinet Firewall	$752.10	$752.10
1	P-M1K-CHASSIS-DP	Mediant 1000 Chassis - Dual Power	$2,094.15	$2,094.15
		Mediant 1000 chassis w/ Dual AC power supply		
1	P-M1K-FXO	Mediant 1000 FXO Module	$419.75	$419.75
		Single module quad FXO trunks		
1	P-M1K-FXS	Mediant 1000 FXS Module	$533.60	$533.60
		Single module quad FXS trunks		
1	P-MGN400-KIT	Gateway to Legacy POTS Line - 4 FXO	$667.00	$667.00
		System 2 - Side B		
1	P-EGN400-KIT	Emergency Gateway to Legacy SR - 4 FXS	$725.65	$725.65
1	P-FORTIFw	Fortinet Firewall	$752.10	$752.10
1	P-M1K-CHASSIS-DP	Mediant 1000 Chassis - Dual Power	$2,094.15	$2,094.15
		Mediant 1000 chassis w/ Dual AC power supply		
1	P-M1K-FXO	Mediant 1000 FXO Module	$419.75	$419.75
		Single module quad FXO trunks		
1	P-M1K-FXS	Mediant 1000 FXS Module	$533.60	$533.60
		Single module quad FXS trunks		
1	P-MGN400-KIT	Gateway to Legacy POTS Line - 4 FXO	$667.00	$667.00
		Managed Services		
2	SV-ARM-SETUP	Active Remote Monitoring - Setup	$3,547.00	$7,094.00
2	P-MSApp	Appliance for Managed services	$860.00	$1,720.00
		Includes 5 Years Support		
		Warranty/Maintenance- Year 2		
4	MT-FTAPP1P	Stratus Support - Year 2	$4,430.40	$17,721.60
		With 2 Hour Response		
1	MT-HSGUARD-02	Guardian Hardware Support - Year 2	$7,499.68	$7,499.68
		Warranty/Maintenance- Year 3		
4	MT-FTAPP1P	Stratus Support - Year 3	$4,430.40	$17,721.60
		With 2 Hour Response		
1	MT-HSGUARD-03	Guardian Hardware Support - Year 3	$7,874.66	$7,874.66
		Warranty/Maintenance- Year 4		
4	MT-FTAPP1P	Stratus Support - Year 4	$4,430.40	$17,721.60
		With 2 Hour Response		
1	MT-HSGUARD-04	Guardian Hardware Support - Year 4	$8,268.39	$8,268.39
		Warranty/Maintenance- Year 5		

4	MT-FTAPP1P	Stratus Support - Year 5	$4,430.40	$17,721.60
		With 2 Hour Response		
1	MT-HSGUARD-05	Guardian Hardware Support - Year 5	$8,681.81	$8,681.81
		Warranty/Maintenance- 5 Years Upfront Payment		
4	MT-FTAPP5P	Stratus Support - 5 Years	$21,044.40	$84,177.60
		With 2 Hour Response		
1	MT-HSGUARD-0205	Hardware Support - Years 2 through 5	$28,570.20	$28,570.20
		If Purchased Upfront; Annual Fees Listed In Options		
		Subtotal		**Optional**

Summary	Amount
System 1- Side A	$73,635.65
System 1- Side B	$73,635.65
System 2- Side A	$73,635.65
System 2- Side B	$73,635.65
Spares	$14,158.80
Professional Services	$21,820.00
Warranty/Support	$17,721.60
Shipping	$6,000.00
Options	Optional
TOTAL PSC	**$356,243.00**

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

MK 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 3/6/2019 10:59 AM
FAML6350 V5.1 ** NW COJ FAMIS PRODUCTION ** 03/06/2019
LINK TO: ACCOUNT SUMMARY INQUIRY 10:52 AM

FISCAL MO/YEAR : 06 2019 CURRENCY CODE :
INDEX CODE : SHPS173SS91 E911 WIRELESS
SUBOBJECT : 06429 SPECIALIZED EQUIPMENT
PROJECT :
PROJECT DETAIL :
GRANT :
GRANT DETAIL :
USER CODE :

S	MAR 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	.00	.00	.00
PRE-ENCUMBRANCES	.00	.00	.00
REMAINING BALANCE	.00	1,185,000.00	1,590,549.01

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

G014 - RECORD FOUND