SINGLE SOURCE AWARD **BID # SS-0409-19**

Subject: Additional Exacom Recording 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 Exacom recording equipment for the new Cecil Commerce Center 911 Back-up Communications Center. Total not to exceed expenditure in the amount of $110,322.00.

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

Single Source Award To: AK Associates

Price Justification: See attachment

Total Award: $110,322.00 **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 Rease, 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: Wednesday, February 27, 2019

TO: Gregory Pease
Chief of Procurement

THRU: Bill Clement, CPA
Chief of Budget

FROM: Tony Davis
Director of Police Services

SUBJECT: Award Request – Exacom Recording Equipment

The Jacksonville Sheriff's Office is requesting a Single Source award with A.K. Associates for the purchase and installation of additional Exacom recording equipment for the new Cecil Commerce Center 911 Back-up Communications Center. The not-to exceed expenditure amount is $110,322.00, the funding for this purchase will be SHPS173SS91-06429. Attached is the Single Source request, the letter from Exacom, and the quote from the vendor for your review.

Previous purchase was on PO607369/SS-0431-16

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:

Exacom Hindsight G2 P25/NG911 Multi-Media Logging Recording System to record all inbound and outbound 911 calls at the new Cecil Back-up Center

Previous equipment purchased on PO607369/SS-0431-16

AMOUNT OF PROJECT (attach quote): $110,322.00

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

Exacom Hindsight G2 P25/NG911 Multi-Media Logging Recording System to be integrated with new Solacom system location at the new Cecil Back-up Communications Center

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.

The maintenance and support of the mission critical 911 network is highly specialized technology and requires specific knowledge, training, and service availability.

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/NG911 recording technology. This is an expansion of the existing recording system used at all other JSO 911 centers 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 Sr.

(Name) (Title)

Date: February 26, 2019

Requesting Agency's Director's Signature: Dir. Gary Fain 6017

Phyllis C. Leonard, Duval 911 System Administrator
Jacksonville Sheriff's Office
501 East Bay Street
Jacksonville, Florida 32202
Phone: 904-630-2317

RE: Sole Authorized Reseller/Service/Support Declaration – AK Associates 9-1-1 Inc.

Reference: EXACOM "Hindsight-G2" P25/NG911 Multi-Media Logging Recording System e/w Motorola Astro P25 AIS Integration, and Solacom or Frequentis NG911 Integrations.

Dear Mrs. Leonard:
We are submitting this Sole Authorized Reseller/Service/Support Declaration regarding the EXACOM "Hindsight-G2" P25/NG911 Multi-Media Logging Recording System as proposed by AK Associates 9-1-1 Inc. for deployment in Duval County, and configured to support both the Motorola Astro P25 Trunked Radio System via AIS integration, and Solacom N911 or Frequentis NG911 via VoIP Integrations.

1. EXACOM, Inc., with corporate headquarters and manufacturing facility located at 99 Airport Road, Concord, NH 03301, is the original software developer and manufacturer for a specialized version of the "Hindsight-G2" P25/NG911 Multi-Media Logging Recording System, and has EXACOM - Southeast Regional Support based in Tampa, FL. which provides collaborative technical support of our factory authorized reseller/service/support partners.

2. AK Associates 9-1-1 Inc. is the sole EXACOM Authorized Reseller/Service/Support Partner supporting our P25/N911 recording technology in the Duval County area, and is in good standing with EXACOM, Inc.

3. The specialized P25/NG911 configuration of the "Hindsight-G2" recorder is not offered as an EXACOM Standard Reseller Product, nor is it available through general distribution. The proposed recording system is only available and supported directly by EXACOM factory authorized reseller/service/support partners due to the complexity of the application and the high level of technical expertise required for supporting this multi-media VoIP/RoIP/NG911 recording technology, particularly applications utilizing the Solacom N911 or Frequentis NG911 systems.

4. The "Hindsight-G2" P25/NG911 recorder has been lab tested and validated by Motorola Corporation for IP level AIS integration with their Astro P25 Trunked Radio System used by Duval County.

5. The "Hindsight-G2" is the only recording system that supports mixed mode recording, in that any combination of the Motorola Astro P25 Trunked Radio System, conventional radios, RoIP consoles and any combination of analog/digital/VoIP/NG911 telecommunication systems can be concurrently recorded in one Hindsight-G2 recorder. Additionally, the "Hindsight-G2" recorder supports multi-media recording of audio, video and data in one platform in alignment with NENA NG911-i3 standards via SIPREC protocol.

We look forward to supporting the specialized recording requirements of Duval County through the collaborative support plan proposed by AK Associates 9-1-1 Inc.

Please call me directly if you have any questions or concerns. Mobile: 603-491-3306

Respectfully,

Helmut Koch

Helmut Koch, EXACOM, Inc. - Chairman, Director/Business Advisor
Office: 603-228-0706 x535 Email: helmut.koch@exacom.com

AK ASSOCIATES

Quote Number: AK013119-300a

Site (name/#): Duval County, FL -Backup

Reference: Q-2019-EXA-00135

Date Issued: February 7, 2019

Scope of Work: Two recorders for disaster recovery

Equipment

Qty.	Part No.	Description	Unit Price	Total
2	9002207	HindSight 600 Series Multi-Media Recording Platform (includes HindSight Core Software, Single Processor System w/ 16GB RAM, 4-1TB Drives - 3TB RAID 5, Dual Hot Swap Pwr Sply, Windows Server 2016, Microsoft SQL Server 2016 Std, CD/DVD/KB/Mouse, 19" Monitor w/ Spkrs)	$11,592.00	$23,184.00
2	9000710	Quad NIC	$507.15	$1,014.30
2	9002215	HindSight NG911/i3 Active SIP Integration	$6,896.55	$13,793.10
2	9002200	HindSight ANI/ALI Serial Interface	$1,721.55	$3,443.10
96	9002601	HindSight Single-Channel VoIP SW License	$276.00	$26,496.00
4	9002411	HindSight G3 Standard Client Playback License	$479.55	$1,918.20
1	9000105-01	HindSight 600 Series Client Access System (5U, 64GB, Dual Proc)	$15,866.55	$15,866.55
10	9002411	HindSight G3 Standard Client Playback License	$479.55	$4,795.50
2	9002288	HINDSIGHT health and monitoring service. Supports SNMP and Email notifications.	Included	Included
2	9002289	Backup software for HINDSIGHT.	Included	Included
		Subtotal		***$90,510.75***

Services

Qty.	Part No.	Description	Unit Price	Total
		Installation, Configuration and Training		$4,500.00
		Freight		$882.00
		HW/SW Warranty/Service Year 1 (Remote support - Essentials) Years 2-5 will auto renew at a rate of $14,4229.25 per year		$14,429.25
		Subtotal		***$19,811.25***

Options

Qty.	Part No.	Description	Unit Price	Total

1	9000513	HindSight 300/600 series Storage Backup Solution w/ HS Backup	$5,171.55	$5,171.55
		HW/SW Warranty/Service Year 1 for NAS (Remote support - Essentials):		$824.45
		Years 2-5 will auto renew at a rate of $824.45 per year		
		Subtotal		***Optional***

Summary	Amount	Percent of Total
Equipment	$90,510.75	82%
Services	$19,811.25	18%
Options	Optional	
TOTAL PROPOSAL	**$110,322.00**	**100%**

Disclaimers: This quote is provided for the contact listed above 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-0431-16**

Subject: Exacom Hindsight G2 P25/NG911 Multi Media Logging Recording System for 911 Calls

Department: Jacksonville Sheriff's Office

Description of Purchase:
Recommend approval of Sole Source award to AK Associates for the purchase and installation of the Exacom Hindsight G2 P25/NG911 recording system for 911 calls for the Jacksonville Sheriff's Office. Period of service is one year from date of award, with a total not to exceed expenditure amount of $363,105.99.

Funding for this award to be encumbered by accounts:

- SHPS172SS91-06429 - $241,435.86
- SHPS64ABUSLE-06429-TRSH02 - $121,670.13

To be executed by Purchase Order(s).

Sole Source Award To: AK Associates

Price Justification: See Attached

Total Award: $363,105.99 **Requisition #** N/A

Attachments: Sole Source Form; Agency Memo; Vendor Letter; Vendor Quotes; Previous Awards

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

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

ANALYST: Chelsey Renfroe

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

Teresa R. Eisner
CHAIRMAN

03/03/16
DATE

James R. McCain

ACTION OF AWARDING AUTHORITY

DATE: 3/03/16

MR **APPROVED** ✓ **DISAPPROVED** _____

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

OTHER _____

SIGNATURE OF AUTHENTICATION Sam F. Mousa

FORM GB-114, Revised 12/2007

QWS3270X 3/6/2019 10:52 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