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SINGLE SOURCE AWARD **BID # SS-15424-24**

Subject: Renewal of Premium PLX Software Maintenance and Support

Department: Sheriff's Office

Description of Purchase: Recommend approval of single source award to Pen-Link, Ltd. for the renewal of PenLink PLX Hardware and Software Maintenance and Support, Training and PLX mobile app subscription for the Jacksonville Sheriff's Office. Period of service is from May 1, 2024 through April 30, 2025. Total not to exceed expenditure in the amount of $147,072.50.

Funding Source: 00111.552104.546620.000000.00000000.00000.0000000 – To be encumbered by Purchase Order

Single Source Award To: Pen-Link, Ltd.

Price Justification: See attachment

Total Award: $147,072.50 **Requisition #:** PSS-50654-24

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

Certification as to Single Source: Larry Schmitt, Director of Police Services, JSO

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

Analyst: Olive Wallace-Cohen

Dustin Freeman, Chief
Procurement Division

RW

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

T.K. WATERS, SHERIFF

Serve • Protect • Community

March 25, 2024

TO: Dustin Freeman, Chief of Procurement

Thru: William Clement, CPA, Chief of Budget

FROM: Larry Schmitt, Director of Police Services

SUBJECT: Single Source Award Request – PenLink Renewal (75060)

We are requesting a single source award with Pen-Link LTD. Pen-Link LTD. is the vendor for the Penlink PLX System. The renewal is not to exceed the expenditure amount of $147,072.50. The funding source is 00111.552104.546620.000000. Attached are the single source request, vendor quote and the single source documents from Pen-Link LTD. A purchase order will be issued for this request.

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

JUSTIFICATION FOR SINGLE SOURCE (JSS)

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.

1. Requesting Agency:	Jacksonville Sheriff's Office (JSO)
2. Nature and/or description of the requirement being requested. ***Identify each item, component or service being procured. (Attach quote/proposal):*** ***Why does the city need these particular goods or services?***	2024 Renewal of PenLink PLX Hardware and Software maintenance and support, training and PLX mobile app subscription.
3. Provide a detailed justification as to why the requested goods/services can only be efficiently and effectively procured through the recommended Single Source vendor:	Pen-Link, Ltd. is the sole source provider of all PenLink Software Products, services (installation and training), maintenance, hardware and hardware configurations including PLX, Pen-Link Version 8.2 Product Suite, Xnet, and LINCOLN Administrative Software.
4. Date of Request	3/4/2024

5. Summary of Market Research

[Provide a description of the market research performed, how it was performed, by whom, and market research results. Please spell out acronyms.]

[We have researched the subscription/maintenance and have not found any other authorized supplier to provide maintenance. It is customary for the sole manufacturer to not allow other suppliers to provide subscription/maintenance for their software]

6. Conflict of Interest (Must Check)

√ By checking this box, I affirm that there are no actual, potential, or perceived conflicts of interest with the entity in which I am requesting a single source award. Conflict of Interest shall be interpreted consistent with *Chapter 112, Florida Statutes.*

7. Other Documentation (Check and attach all that apply)

√ Supplier Quote

☐ Single Source Memo signed by Director

PENLiNK

Quote

Company Address	5944 Vandervoort Dr. Lincoln, Nebraska 68516 United States	Quote Number	00039918
		Created Date	2/27/2024

711 Liberty St.
Jacksonville, Florida 32202
United States

United States

Prepared By	Alex Bellefleur	Expiration Date	4/30/2024
Freight Terms	FOB Origin	Payment Terms	Net 30

Quantity	Item Description	Sales Price	Discount Each	Total Price
1.00	PLX SOFTWARE MAINTENANCE AND SUPPORT - PREMIUM	USD 150,010.50	60,010.50	USD 90,000.00
1.00	PLX DATABASE SOFTWARE (FIRST INSTANCE)(25-299 Users)	USD 0.00		USD 0.00
1.00	LINCOLN ADMINISTRATIVE SOFTWARE (TELEPHONE)	USD 0.00		USD 0.00
29.00	PLX SOFTWARE LICENSE - INTERCEPT EDITION (PHONE) Intercept, analyze, and map real-time telco pen register data. Autoload, analyze, and map CDRs, cell tower data, and cell phone forensics data.	USD 0.00		USD 0.00
29.00	PLX SOFTWARE LICENSE - INTERCEPT EDITION (IP) to be combined with INTERCEPT EDITION (TELEPHONE) Intercept internet protocol data to include pens, log-in session data, social media, email, and other IP sources.	USD 0.00		USD 0.00
29.00	ADD-ON: PEN-PROXY FOR PLX SOFTWARE LICENSE - INTERCEPT EDITION (TELEPHONE) Connect to third-party data providers and i1020 link, set, and manage real-time alerts.	USD 0.00		USD 0.00
40.00	TARGET CONTENT LICENSE (TELEPHONE AND/OR IP)	USD 0.00		USD 0.00
1.00	PENPOINT 10-PACK PLX's mobile app maps target location data on iOS and Andriod devices: 1-year Subscription	USD 6,560.00		USD 6,560.00
1.00	PenLink Academy Training Subscription PenLink Academy Training Subscription (1-YR Subscription)	USD 16,933.64	4,933.64	USD 12,000.00
1.00	Custom Item Hardware Refresh	USD 30,000.00	0.00	USD 30,000.00
1.00	Third-Party Shipping	USD 600.00		USD 600.00
1.00	Annual Training Subscription - Free In-Person Seat	USD 0.00		USD 0.00
1.00	Annual Training Subscription - Free In-Person Seat	USD 0.00		USD 0.00
1.00	Annual Training Subscription - Free In-Person Seat	USD 0.00		USD 0.00

Pen-Link, Ltd is a U.S. - Based Small Business, DUNS: 195956636 / TIN: 47-0707585 / CAGE: 0K6H9

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TERMS AND CONDITIONS:

https://www.penlink.com/terms-and-conditions-north-america

PENLiNK

Quote

1.00	Annual Training Subscription - Free In-Person Seat	USD 0.00		USD 0.00
1.00	Annual Training Subscription - Free In-Person Seat	USD 0.00		USD 0.00
1.00	Annual Training Subscription - Free In-Person Seat	USD 0.00		USD 0.00
1.00	Annual Training Subscription - Free In-Person Seat	USD 0.00		USD 0.00
1.00	Annual Training Subscription - Free In-Person Seat	USD 0.00		USD 0.00
1.00	Annual Training Subscription - Free In-Person Seat	USD 0.00		USD 0.00
1.00	Annual Training Subscription - Free In-Person Seat	USD 0.00		USD 0.00
1.00	LINCOLN Install 3-Days, Single Engineer	USD 11,078.00	3,165.50	USD 7,912.50

Subtotal	USD 215,182.14
Discount	USD 68,109.64
Tax	USD 0.00
Total price	USD 147,072.50

Period of Performance: 5/1/2024 - 4/30/2025

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PENLiNK

March 25, 2024

Jacksonville Sheriffs Office

Dear Timothy Holochwost,

Pen-Link, Ltd. is the sole source provider of all PenLink Software Products, licenses, services (installation and training), maintenance, hardware and hardware configurations including PLX Product Suite, GeoTime, and LINCOLN Administrative Software. We utilize no agents, dealers, or distributors. PenLink's products are proprietary and can only be purchased directly from PenLink, Ltd., which is located in Lincoln, Nebraska. Pen-Link's Federal Tax I.D. # is 47-0707585.

Sincerely,

Alex Bellefleur | Territory Manager - Florida
531.201.1312 Office |772.480.0352 Cell
abellefleur@penlink.com

FINANCE & ADMINISTRATION DEPARTMENT, PROCUREMENT DIVISION

JUSTIFICATION FOR SINGLE SOURCE (JSS)	
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   ☐ Single Source Memo signed by Director