17

**SINGLE SOURCE AWARD** **BID # SS-14447-23**

**Subject:** CRADLEPOINT NCX SOFTWARE AND MOBILE GATEWAY DEVICES

**Department:** FIRE AND RESCUE

**Description of Purchase:**
Recommend approval of a Single Source award to Step CG, LLC for the purchase of Cradlepoint NCX Software and Mobile Gateway Devices for use on all JFRD apparatus. The purchase of this software solution and devices will increase JFRD's ability to communicate in areas of low cellular signal where transmitting patient care is critical. Period of service is for two (2) years from date of award. Total award expenditure amount not-to-exceed $77,520.21.

**Funding Source:** 00111.123004.546620.000000.00000000.00000.0000000

**Single Source Award To:** Step CG, LLC

**Price Justification:** See attachment

**Total Award:** $77,520.21 **Requisition #:** FRFO-500816-23

**Attachments:** Agency Memo, Single Source Form, Supplier Letter/Quote

**Certification as to Single Source:** Margret M. Sidman, Director/Council Secretary

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

Analyst: Olive Wallace-Cohen

Dustin Freeman, 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

# OFFICE OF THE CHIEF OF RESCUE

July 13, 2023

**TO:** Dustin Freeman, Director of Procurement

**FROM:** Keith Powers, Director/Fire Chief

**RE:** **Single Source Award for Cradlepoint NCX Software and Mobile Gateway Devices**

The Jacksonville Fire and Rescue Department (JFRD) requests the approval of a Single Source Purchase Order from Step CG, LLC for the purchase of Cradlepoint NCX Software and Mobile Gateway Devices for use on all JFRD apparatus. The purchase of this software solution and devices will increase our ability to communicate in areas of low cellular signal where transmitting patient care reports is critical. These devices allow multiple SIM cards to be used in conjunction to increase telecommunications. In addition, Cradlepoint with allow continuous data transmission with no CAD data loss.

Step CG, LLC is the only authorized dealer/reseller of Cradlepoint products and services. We request to move forward with the purchase from Step CG, LLC of the Cradlepoint NCX Software and Mobile Gateway Devices to continue to provide excellent patient care and services for the citizens of Jacksonville.

**Total award: $77,520.21**

**Funding Source: 00111.123004.546620.0.0.0.0**



515 N. Julia Street | Jacksonville, FL 32202-4128 | Phone: 904.255.3302 | Fax: 904.255.7787 | davids@coj.net

FINANCE & ADMINISTRATION DEPARTMENT, PROCUREMENT DIVISION

| 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 Fire & Rescue |
| ***2. Nature and/or description of the requirement being requested.***<br><br>***Identify each item, component or service being procured. (Attach quote/proposal):***<br><br>***Why does the City need these particular goods or services?*** | Cradlepoint NCX Software and Mobile Gateway Devices for use on all JFRD apparatus. The purchase of this software solution and devices will increase our ability to communicate in areas of low cellular signal where transmitting patient care is critical. |
| ***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:*** | These devices allow multiple SIM cards to be used in conjunction to increase telecommunications. Cradlepoint NCX software will allow continuous data transmission with no CAD data loss due to low cellular signal areas within the City of Jacksonville. |
| ***4. Date of Request*** | 7/19/2023 |

***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.]*

[ Step CG, LLC is the authorized dealer/reseller of Cradlepoint products and services. Cradlepoint NCX is already being used in some JFRD apparatus and uses the same WWAN broadband to communicate. ]

***6. Other Documentation (Check and attach all that apply)***

√ Supplier Quote

√ Single Source Memo signed by Director

☐ Other [Click here to list other documentation. ]

STEPcg

**STEP CG, LLC**
50 E. Rivercenter Bldg, Suite 900
Covington, KY 41011

# Quote

Quote Date: Apr 26, 2023
Valid Till: May 31, 2023
Quote Number : Q-24069

**BILL TO:**

**Jacksonville Fire Department**

Jacksonville, FL

**SHIP TO:**

**Jacksonville Fire Department**

Jacksonville, FL

Contact Name:

Quote Stage:Budgetary

| S.No. | Product Details | Qty | List Price | Discount | Total |
|---|---|---|---|---|---|
| 1. | **Cradlepoint NCX-0022-SGAS4GBPS**<br>2-yr PROMO NetCloud Exchange Service Gateway Active + Standby, self-hosted virtual appliance with 4 Gbps throughput | 1 | $ 42,000.00 | $ 12,180.00 | $ 29,820.00 |
| 2. | **Cradlepoint NCX-0002-SCL**<br>2-yr PROMO NetCloud Exchange Secure Connect - Large Site Add-on; Requires NetCloud Essentials | 301 | $ 150.00 | $ 13,093.50 | $ 32,056.50 |
| 3. | **STEPcg Professional Services**<br>Router Config, WLAN Controller, PM planning for NCX deployment<br>SOW details to follow quote | 1 | $ 15,643.71 | $ 0.00 | $ 15,643.71 |
| | | | | Sub Total | $ 77,520.21 |
| | | | | Tax | $ 0.00 |
| | | | | **Grand Total** | **$ 77,520.21** |

## Terms and Conditions

NOTICE: Due to the ongoing supply chain shortage, your order may be delayed due to availability. All orders placed will normally ship when entire order is in-stock, instead of partial shipments as inventory becomes available.

If you chose to allow partial shipments and invoicing, your order will ship and invoice as supply becomes available and may speed up the total order fulfillment. If you would like to have your order partially shipped, please notify your sales rep for an authorization form.

43220000-Naspo-19-ACS

cradlepoint

# AUTHORIZED RESELLER LETTER

Effective: June 16, 2023

To whom it may concern,

This letter is to **CERTIFY,** that **Step CG** is an **AUTHORIZED RESELLER** of Cradlepoint products and services for the United States.

For any assistance please contact:

Contact: Jeff Holt

Address: 50 E. RiverCenter Blvd Suite 900 Covington, KY 41011

E-mail: jholt@stepcg.com

Web: www.stepcg.com

Phone: (513) 795-6000

**Step CG** has the responsibility to promote, sell, relabel and offer technical assistance for the data communications & telecommunications networking equipment products offered by Cradlepoint. Authorized Resellers are not agents of Cradlepoint and are subject to change without advance notice.

If you have any questions, please do not hesitate to contact me.

Regards,

DocuSigned by:

*Chris Cook*

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**Christopher Cook | Global Partner & Distribution Operations Manager | Cradlepoint**
1111 W. Jefferson St. | Boise, ID 83702
chris.cook@cradlepoint.com | http://www.cradlepoint.com

STEPcg
Where Innovation Meets Execution

06/23/23

Subject: Sole Source Justification for Cradlepoint Device Software (NCX)

To Whom It May Concern:

This letter is written to justify the selection of NCX from Cradlepoint and Step CG as the single source for the R1900 devices purchased on RFP ESC- 0438-22. This decision was made after considering specific needs, Step CG's unique capabilities, and the Cradlepoint software's features.

It has been determined that Step CG is the only supplier capable of meeting specific requirements due to the following reasons:

1. **Expertise and Experience**: Step CG possesses unique expertise and extensive experience in providing and provisioning Cradlepoint devices. They have a proven track record in successfully delivering these devices to other organizations within your industry. They are the only partner in the Southeast who can deploy.
2. **POC:** Step CG is the only partner who is engineering and performing the POC for NCXSG (ESXi)
3. **Licensing:** Step CG holds the POC licensing for 30 days and developed tunnels for NCS software.
4. **Product Specifications**: The Cradlepoint NCX software offered by Step CG is the only one to meet your specific technical requirements.
5. **Customer Support and Service**: Step CG is the only company managing the setup and service with the Mobile Gateway Project in progress.
6. **Compatibility**: The Cradlepoint NCX software from Step CG is compatible with your implemented systems, making them a cost-effective solution vs. outside vendors using 3rd party software. This is the only software that is integrated within NetCloud Manager.

Please feel free to reach out if you need further information or justification for this procurement decision.

Thank you for your understanding and support.

Sincerely,
Jeffrey Holt
Regional Account Manager
jholt@stepcg.com