



DATE: 2/23/2016

TO: Brenda J. Billingsley, Director of Purchasing

THRU: John Bruno, Chief Information Officer, Enterprise Technology Services

FROM: Dr. Craig Mallack, Office of Medical Examiner & Trauma Services; Alan Garcia, Water & WasteWater Services; Dr. Jennifer Jurado, Environmental Protection & Growth Management

PROJECT TITLE: Enterprise Agreement for Lablynx Replacement Contract for Software License, Maintenance and Support

REQUISITION No.:

SOLE SOURCE/SOLE BRAND REQUEST

I. REQUEST: Provide a description of the features of the product/service or Scope of Work.

On February 10, 2004, the Board of County Commissioners approved three related agreements for the Lablynx Laboratory Information Management System (LIMS) and Pretreatment Administration and Compliance System (PACS) software on behalf of Environmental Protection and Growth Management Department's Environmental Monitoring Laboratory (EML) and Water and Wastewater Operations Division Laboratory (WWOD). The Agreements (including System and Services, Software License and Support) were awarded through a competitive solicitation process, Request for Letters of Interest (RLI) No. 20020522-0-EVEE-01. Collectively, the Agreements replaced the existing, obsolete LIMS/PACS software, to meet OES/DPEP regulatory and laboratory certification needs for data management, tracking and regulatory compliance assessment for all permitted OES water/wastewater facilities and DPEP monitoring and tracking requirements. Lablynx LIMS software is currently used by these laboratories to manage analytical data including data storage and backup, quality assurance and the generation of a wide variety of reports for both regulatory and process control purposes.

On December 9, 2008, the Board of County Commissioners approved the existing Lablynx/EMedex System and Services Agreement on behalf of Medical Examiner's Office (MEO) through Request for Proposal (RFP) No. 20081003-0-ME-JR1. The solicitation resulted in the EMedex System and Services Agreement including system services, reimbursables and first year maintenance. MEO utilized the Lablynx LIMS software product originally acquired through the Lablynx Software License Agreement on February 10, 2004 and has since made significant modifications and customizations for use in its laboratory. The EMedex system provides a browser-based Software Application (which replaced the previously outdated system) and assists divisions in better communicating with law enforcement agencies throughout Broward County and amongst other Medical Examiner's Offices on a national level. The system currently manages Investigation, Forensic, Pathology, Photography, Laboratory, Cremation, Indigent Burials and Case Management functions.

While the original software purchased through the solicitation could be considered a commercial off-to-shelf (COTS) product, the LIMS product required significant modifications and customizations to effectively integrate into each laboratory's operations. This was made possible through defined System and Services Agreements for each laboratory's needs. Furthermore, a continual process of maintenance and updating was necessary to enable the Lablynx LIMS product to continue to meet the laboratories evolving data processing needs.

The purpose of this Sole Source request is to replace the existing Software License and Maintenance and System and Services Agreement. This action is necessary because the existing eMedex System and Services Agreement expires on April 11, 2016. The intent is to replace the existing Agreements (including Software License, Support and System and Services Agreements for EML, WWOD and MEO) with a single Software License, Maintenance and Support Agreement. The replacement Agreement will include three (3) distinct Statements of Work for EML, WWOD and MEO.

II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

Only Sole Source/ Uniqueness

- ☒ Proprietary Item - this vendor/source has the only rights to provide this service or commodity. A letter from the manufacturer or authorizing entity is included in this request.
- ☐ Technology Improvements - updates or upgrades to an existing system, software, software as a service (SaaS), hardware purchases.
- ☐ Engineering Direction - engineering drawing or specification identifies product; "no substitutes or equivalents will be acceptable."
- ☐ Only qualified supplier - reliability and maintainability of the product or service would be degraded unless specified supplier is used; may void warranty. This request includes a copy of the current warranty information.
- ☒ Other/or Additional information – the County requires this sole source, sole brand purchase for the following reasons:

The Lablynx LIMS software product was authored by Lablynx, Inc. which is its sole vendor. Lablynx is the only vendor capable of providing support and maintenance of this highly-customized and complex software package. The configuration and customization of Lablynx was executed by Lablynx staff along with staff from Environmental Protection & Growth Management (EPCRD), WWOD and MEO. Lablynx personnel are intimately familiar, not only with their LIMS software as written, but also with the configuration changes made to customize it for use by each of the laboratories. Furthermore, there are no vendors other than Lablynx, Inc. capable of providing service, support and maintenance of their LIMS software.

Business Case (One/Most Reasonable Source or One/Most Reasonable Brand)

- ☐ Operational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is included with this request.
- ☒ Ease of Maintenance - maintenance or retooling prohibits competition. Section III, Comparative Market Research includes estimated costs associated with changing current source and/or brand.
- ☒ Follow-On - potential for continued development or enhancement with same supplier and eliminates costs incurred by using different supplier. Section III, Comparative Market Research includes estimated costs for replacing current or existing system.
- ☒ Complies with existing community and safety standards, and/or laws, rules, and regulations.
- ☐ Exempted from the Procurement Code – per Section 21.18 of Broward County Administrative Code.
- ☒ Other/or additional informaton – using this sole source, sole brand purchase benefits the County for the following reasons:

Broward County has used the LabLynx laboratory information management system (LIMS) system since 2004. The LIMS system has aided in more accurate and quicker data-driven decisions for the County and more accurate reporting to designated authorities. The system has given the Medical Examiner's Office the ability to stay connected, exchanging ideas with other Medical Examiner's Offices all over the country. Establishing the LIMS solution across the organization and choosing to deploy a single LIMS will prove to significantly lower total cost of ownership and help the County achieve a quicker return on investment.

See attached Business Case for more information

III. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand or most reasonable source (attach extra sheets as needed).

Estimated project value:

Contract length (if applicable):

Expenses to date:

Has this commodity or service been previously provided to the County? ☒ Yes ☐ No

If yes, when and by whom?

Lablynx Inc Software License 2/10/2004 - present; Lablynx EMedex 12/9/2008 - 4/11/2016; Lablynx Support and System and Services for EPCRD and WWS 9/13/2011 - 10/18/2017

How was item/service procured?

What is the current contract (MA) or purchase order number?

If this is a sole brand, is there an "authorized" dealers list? ☐ Yes ☒ No (include "authorized" dealers list if Yes)

Cost/Benefit Analysis: What would the cost be to utilize an alternate vendor or source? This explanation should include the savings and/or additional costs to the County by not using the preferred vendor or source.

*Attach additional sheets if needed.

Background:
Broward County has been using the LabLynx Laboratory Information Management System (LIMS) since 2004 for Water and Wastewater Services and more recently Environmental Protection and Growth Management. When Broward County's Medical Examiner's Office elected to replace their existing, in-house written system in 2006? it was determined that the requirements included not only a case management component, but also a LIMS component. After following the County process for product acquisitions, LabLynx was chosen. LabLynx proceeded to develop a Medical Examiner Case Management capability that was integrated into their existing LIMS system. This integrated system has been used by the Broward County Medical Examiner's Office since 2010. An updated version of this system is now being used by Cook County, Illinois.

Analysis:
While performing this market analysis, it was discovered that most companies either offer a LIMS system or a case management system for Medical Examiners. There are also companies that offer an integrated LIMS and case management system, but is designed specifically for Medical Examiners' offices and not for use by water and environmental monitoring laboratories.

With the continuing goal of having an enterprise agreement to support the three using agencies, there appears to be only LabLynx that supports that type of diversity.

See Attached Market Analysis Spreadsheet

CERTIFICATION: I have thoroughly researched the sole source or sole brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole source contract for commodities or services."

(5) "Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084"

REQUESTOR/EVALUATOR
(PRINT)

REQUESTOR/EVALUATOR (SIGN)

DATE

Craig Mallak

DEPT./DIV. DIRECTOR OR
DESIGNEE (PRINT)

CRAIG MALLAK

Digitally signed by CRAIG MALLAK
DN: dc=city, dc=broward, dc=bc,
ou=Organization, ou=BCC, ou=METS,
ou=Users, cn=CRAIG MALLAK
Date: 2016.03.01 14:08:05 -05'00'

DEPT./DIV. DIRECTOR OR DESIGNEE
(SIGN)

DATE

The Purchasing Agent has reviewed the request and has completed the required due diligence per the Procurement Code Section(s) 21.34 and 21.35. The Purchasing Agent recommends the following:

☐ Sole Source ☐ Sole Brand ☒ Reasonable Source ☐ RFI attached ☐ Rejected

Additional Information: ☐ Request Authorization to Negotiate

KAREN WALBRIDGE

Digitally signed by KAREN WALBRIDGE
DN: dc=city, dc=broward, dc=bc, ou=Organization,
ou=BCC, ou=PU, ou=Users, cn=KAREN WALBRIDGE
Date: 2016.03.22 17:33:03 -04'00'

Purchasing Agent Signature:

Bernadette N. Green

Digitally signed by
begreen@broward.org
DN: cn=begreen@broward.org
Date: 2016.03.22 16:51:01 -04'00'

Date: 3/22/16

APPROVAL AUTHORITY

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature:

Brenda J. Billingsley

Digitally signed by Brenda J. Billingsley
DN: cn=Brenda J. Billingsley, o=Broward County, ou=Purchasing
Division, email=billingsley@broward.org, c=US
Date: 2016.03.31 11:22:51 -04'00'

Date:

Business Case for LabLynx Laboratory Information Management System (LIMS)

Broward County has used the LabLynx laboratory information management system (LIMS) system since 2004. The LIMS system has aided in more accurate and quicker data-driven decisions for the County and more accurate reporting to designated authorities. The system has given the Medical Examiner's Office the ability to stay connected, exchanging ideas with other Medical Examiner's Offices all over the country. Establishing the LIMS solution across the organization and choosing to deploy a single LIMS will prove to significantly lower total cost of ownership and help the County achieve a quicker return on investment.

Significant labor cost savings and cost avoidance has been achieved as LIMS improves the capacity and productivity of the laboratories, delaying staffing increases and associated recruitment costs. Increased sample loads have been handled with the same staffing levels. Savings have been made in eliminating most, if not all, of the non-technical and repetitive activities, reducing the amount of clerical work done by highly trained professionals.

LIMS and the accompanying instrument interfaces, reduce the need for data to be transcribed, increasing the integrity of the data. Automated features, such as exception handling, has virtually eliminated the need for human interaction for routine tasks.

Additionally, consistent development and enhancement through LabLynx minimizes costs incurred when using different vendors. Cost savings are accrued in training, installation and elimination of business interruption.

Manual processes, such as labelling samples, creating analysis requests and worksheets, manually entering results and reviewing entered data to reduce errors, is time consuming and costly. It slows down getting results to end users and the risk of incorrect data slipping through remains.

Benefits are achieved in the areas of

- process automation
- instrument integration
- barcoding and labelling
- reporting and data retrieval
- interfaces with enterprise, accounting and production systems

Other benefits of LIMS includes:

- Dramatically improved capacity: Automated tasks require minimal time from analysts
- Faster turnaround times for customers: Higher accuracy
- Low potential for data transcription error, limited to sample identification and results not available via interfaces. Data are entered once only, then from drop-down menus. Labels are printed error free
- Higher levels of certainty: Lab managers are known to return up to 30% of results for retesting upon review where no LIMS is in use – a huge cost factor

- Easy accreditation: High levels of traceability and accountability, audit logs and role based security
- Data at your fingertips: Search functionality eliminates tedious paper-handling tasks and lost or misfiled data.
- Interfaces with other departments: Fast accurate interfaces with accounting and production systems - no human error or paper
- Track Productivity: Generate productivity reports for lab managers to track turnaround times and exceptions
- Enhance Quality Control: Most LIMS include extensive QC measures, graphs and reports
- Low cost of reporting: Results certificates and routine reports at the push of a button
- Less paper. Paperless: Reduce the cost of printers, copiers, toner, file storage boxes and shelf space, the labor required to collate, file and retrieve paper, the risk of lost files

The County has the following LIMS modules:

- LabLynx Inc Software perpetual License 2/10/2004 - present;
- LabLynx EMedex 12/9/2008 - 4/11/2016;
- LSupport and System and Services for NRPMD and WWS 9/13/2011 - 10/18/2017.

Lablynx Market Analysis
2/19/2016

Top LabLynx Competitors*	Include ME/Lab?	Initial S/W Cost Per Agency	License Type	Monthly Cost	Customization Required?	Customization Cost	Learning Curve	Est. Initial Cost	Current S/W Release	Current Infrastrucutre Rlse	Database	Notes	Website
Core Informatics	Lab											Does not include ME module/capability	http://www.corelims.com/
GoLIMS	Lab											Does not include ME module/capability; cloud based solution only	http://www.golims.com/
GenoLogics	Lab											Does not include ME module/capability	http://www.genologics.com/
Chemware - Horizon LIMS	Lab											Does not include ME module/capability	http://www.chemware.com/Solutions/Pre-Configured/Water-Quality-Energy-and-Manufacturing
Khemia – Omega 11 LIMS	Lab											Does not include ME module/capability	http://khemia.com/omega-11/features/
Ethosoft – X-Lims	Lab											Does not include ME module/capability Original responder to RFP for ME; CASEManager/CMfw; requested technical and pricing information via email 2/17/16; No longer have an integratd LIMS system but could custom develep one as per Dennis.	http://ethosoft.com/x-lims/
QuincyTechnologies	ME											Original responder to RFP for ME; May require the acquisition of multiple modules: CME and VQ-LIMS products; requested technical and pricing information via email 2/17/16; As per Paula, their system could not handle WWS, etc.	http://www.quincytech.com/
VertiQ Software	ME								CME - V3 VQ-LIMS V?		MS-SQL		http://www.vertiq.com/ http://www.paramedicalexaminerssoftware.com/
Paradigm Medical Solutions	ME											Does not include Lab module/capability	http://www.forensicfiler.com/home.aspx
Forensic Filer	ME											Does not include Lab module/capability	http://www.coronerbase.com/
CoronerBase	ME											Does not include Lab module/capability	
									ME - V15.1 LIMS - V15.1 BrAD - V2.0 DNA Databank - V3.0 Object Repository AuthXAccess		MS-SQL/SharePoint	May require the acquisition of multiple modules: Lims, ME, BrAD/Breath Analyzer, DNA Databank, Object repository, and AuthXAccess; requested technical and pricing information via email 2/17/16; As per company VP, product would support ME only.	http://www.forensicadvantage.com/
Forensic Advantage	ME											Does not include Lab module/capability	https://coronerme.com/
eMECS	ME											Does not include Lab module/capability	
CoronerME	ME											Does not include Lab module/capability	

*As per Owler.com