



Enterprise Technology Services
1 N University Drive, Suite 4300A • Plantation, Florida 33324 • 954-357-8500 • FAX 954-357-5601

DATE: 02/24/2017
TO: Brenda J. Billingsley, Director
Purchasing Division
FROM: Keith A. Wolf, Information Systems Administrator, Infrastructure Services
Enterprise Technology Services
SUBJECT: Request for Sole Source Sole Brand Both (Check the applicable box)

 KEITH WOLF
2017.02.24
15:51:41 -05'00'

Permission to Negotiate Two-Party Agreement with Mission Critical Systems Inc. for Sole Source Procurement of Sole Brand Checkpoint Hardware and Support & Licensing Services

I have reviewed the following sole source justification and concur with subject request, fully understanding 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."

Discussion on this requirement took place in previous uninterrupted years for this product.

The submission of this memorandum is to approve Mission Critical Systems Inc. as the "Only One Reasonable Source" provider of Checkpoint Firewall Appliance Hardware, License Subscription and Premier Support, hereby recommended as a "Sole" Brand product. Mission Critical Systems as a "Premier" reseller of Checkpoint equipment handles the administrative account maintenance between Checkpoint and Broward County. The involvement of Mission Critical requires a heavy integration of their services for the County's use of this product line. Using Checkpoint's "Support Center," Mission Critical is the only vendor who can provide the administrative information on the County's equipment guarantees (warranty), support programs, subscription licensing records, and support history. Master Agreement R1315813Q1 awarded on 03/19/2015 (expiration 03/31/2018) is a result of an RFQ providing services for ETS with a not to exceed amount of \$379,545. With the heightened awareness surrounding information technology security (cybersecurity), additional Agencies are now requesting use of this Master Agreement as they reinforce their individual networks and the existing threshold cannot support these requests. ETS seeks to incorporate the commodities of this agreement (RFQ) and negotiate the proper terms and conditions superseding the RFQ for expansion of services and procurements to other Agencies under a three year contract with (2) one year renewal options. The potential estimated total five-year value of this action is \$1,625,000 or \$325,000 per year.

Mission Critical Systems Inc. continues to support and consult on Firewall services and holds extremely sensitive security information on the County's perimeter network security, as well as exposure to Sensitive Security Information (SSI) data for the Aviation division. This request will now incorporate the "SCADA" network required to meet Department of Homeland Security (DHS) regulations with procurements by the Water and Wastewater Services Division. In addition, Firewall products and services are now prevalent in the digital Traffic and Engineering Signaling network. During steady state assistance, (and provider of previous and future equipment), Mission Critical is aware of the County's Firewall configurations and the software rules associated with the opening and closing of network ports into the County network. The configuration information used defines the parameters to connect systems into the Enterprise network.

As this request relates to equipment managed by a Central Administrative console, the standard of Checkpoint, and the uninterrupted support of equipment purchased through Mission Critical, makes for "only one reasonable source" to continue utilizing the vendor who procures the necessary equipment, processes coterminous warranty information for the County's Checkpoint Support subscription, and provide the required Premier Support. The sensitive nature of the associated work, places the County in a position where an abundant amount of caution warrants consideration of only one reasonable source with this type of procurement.

Mission Critical Systems Inc. was Board Standardized as a Sole Source on 11/08/05, item #7 for Nokia IP based Firewalls. After the discontinuation of the Nokia product line, Mission Critical (and Nokia) was De-Standardized. The reasoning to name Mission Critical as an Only One Reasonable Source remains as presented in 2005.

Checkpoint Firewalls are exclusive throughout all entry points into the County's Enterprise Network and this action is necessary to expand the County's services into the Main Courthouse Campus, Water and Wastewater Services, Aviation, Emergency Operations Center, and the Traffic and Engineering Signal network. All devices on the County network report into a centrally managed application console. The Checkpoint console management allows standard software rules to replicate out to all Firewalls within the environment, and provides management of failover capabilities at the entry points. Checkpoint Systems is highly recommended to remain as a Sole Brand in order to avoid disparate systems, decentralized management, and maintenance of separate configuration rules. Additionally, ETS heavily invested in the required training and certification of staff members who maintain the Firewall environment. The introduction of additional brands will require investments in training to duplicate the skill sets of staff.

Thank you for your attention in this matter, for technical questions, please do not hesitate to contact Keith A. Wolf at 954-357-5918 or via e-mail at kawolf@broward.org.

EC: / John Bruno, CIO

**** DO NOT WRITE BELOW THIS LINE. FOR PURCHASING DIVISION USE ONLY**

KAREN WALBRIDGE
Digitally signed by KAREN WALBRIDGE
DN: dc=cty, dc=broward, dc=bc, ou=Organization,
ou=BCC, ou=PU, ou=Users, cn=KAREN WALBRIDGE
Date: 2017.04.04 16:29:46 -0400

I, Maryann Berchiolli, concur with the above request, which has been examined by me, and the required due diligence has been performed (See Procurement Code Section 21.34 Sole Source Procurement, and 21.35 Sole Brand Procurement).

Date: 4-4-17

Estimated Amount: \$ 325,000/year

- Only one source
- Only one reasonable source
- Rejected – See additional information
- Authorize to Negotiate
- Sole Brand
- RFI Attached

Additional Information:

Contract No. R1315813Q1 had been amended (Exhibit 1), as a result expenditures on the contract reached the delegation authority of the Director of Purchasing. A 90-day extension through 6/30/17, was put in place to allow time to replace the contract. (Exhibit 2). Purchasing Agent recommends negotiation of a two-party Agreement with Checkpoint's authorized reseller, Mission Critical, due to the firm's ability to provide the level of service required by Broward County.

MARYANN BERCHIOLLI
Digitally signed by MARYANN BERCHIOLLI
DN: dc=cty, dc=broward, dc=bc, ou=Organization,
ou=BCC, ou=PU, ou=Users, cn=MARYANN BERCHIOLLI
Date: 2017.04.04 16:22:39 -0400

KAREN WALBRIDGE
Digitally signed by KAREN WALBRIDGE
DN: dc=cty, dc=broward, dc=bc, ou=Organization,
ou=BCC, ou=PU, ou=Users, cn=KAREN WALBRIDGE
Date: 2017.04.04 16:29:46 -0400

EXHIBITS: (Attach Supporting Documentation)

- Exhibit 1 - Sole Source Memo dated 8-6-15
- Exhibit 2 - 90-Day Extension dated 3-23-17

BRENDA BILLINGSLEY
Digitally signed by BRENDA BILLINGSLEY
DN: dc=cty, dc=broward, dc=bc,
ou=Organization, ou=BCC, ou=PU,
ou=Users, cn=BRENDA BILLINGSLEY
Date: 2017.04.11 14:30:00 -0400

Signature _____
Approved by the appropriate Award Authority

Title

Date



Enterprise Technology Services
1 N University Drive, Suite 4300A • Plantation, Florida 33324 • 954-357-8500 • FAX 954-357-5601

DATE: 08/06/2015

TO: Brenda J. Billingsley, Director
Purchasing Division

FROM: Keith A. Wolf, Director, Infrastructure Services
Enterprise Technology Services

SUBJECT: Request for Sole Source Sole Brand Both (Check the applicable box)

KEITH WOLF
dc=cty, dc=broward, dc=bc,
ou=Organization, ou=9CC, ou=ETS,
ou=IS, ou=Users, cn=KEITH WOLF
2015.08.10 09:16:41 -0400

Procurement of Checkpoint Firewall Appliances Software Subscription and Support

I have reviewed the following sole source justification and concur with subject request, fully understanding 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."

Discussion on this requirement took place in previous uninterrupted years for this product.

The submission of this memorandum is for approval of Mission Critical Systems Inc. as the "Only One Reasonable Sole Source" provider of Checkpoint Firewall Appliance Hardware, License Subscription and Premier Support, hereby recommended as a "Sole" Brand product. Mission Critical Systems as a "Premier" reseller of Checkpoint equipment handles the administrative account maintenance between Checkpoint and Broward County. The involvement of Mission Critical requires a heavy integration of their services for the County's use of this product line. Using Checkpoint's "Support Center," Mission Critical is the only vendor who can provide the administrative information on the County's equipment guarantees (warranty), support programs, subscription licensing records, and support history. Under Master Agreement R1315813Q1, ETS is requesting the following additional line items (See Attachment A) for use in pending procurements estimated at \$195,962.22. This request includes Firewall security product, annual Subscriptions and Premier Support services as related to the County's Main Courthouse construction readiness. In addition, ETS will procure related equipment for the replacement of "end of life" Firewalls. ETS replacements include equipment found at the Emergency Operations Center, Aviation, and the County's main Data Center.

Mission Critical Systems Inc. continues to support and consult on Firewall services and holds extremely sensitive security information on the County's perimeter network security, as well as exposure to Sensitive Security Information (SSI) data for the Aviation division. During the course of their work, and provider of previous equipment, Mission Critical is aware of the County's Firewall configurations and the software rules associated with the opening and closing of network ports into the County network. This includes the configuration information used to connect the Airport Information systems into the County Enterprise network. As this request relates to equipment managed by a central administrative console, the standard of Checkpoint, and the uninterrupted support of equipment purchased through Mission Critical, makes this only one reasonable source to continue utilizing the vendor who procures the necessary equipment, processes coterminous warranty information into the County's Checkpoint Support subscription, and provide the required Premier Support. The sensitive nature of the associated work places the County in a position

where an abundant amount of caution warrants consideration of only one reasonable source with this type of procurement.

Mission Critical Systems Inc. was Board Standardized as a Sole Source on 11/08/05, item #7 for Nokia IP based Firewalls. After the discontinuation of the Nokia product line, Mission Critical (and Nokia) was De-Standardized. Reasoning to name Mission Critical as an Only One Reasonable Source remains such as, presented in 2005.

Checkpoint Firewalls are exclusive throughout all entry points into the County's Enterprise Network and this procurement is necessary to expand the County's services into the Main Courthouse campus. These devices all report into a centrally managed application console. The Checkpoint console management allows standard software rules to replicate out to all Firewalls within the environment, and provides management of failover capabilities at the entry points. Checkpoint Systems is highly recommended to remain as a Sole Brand in order to avoid disparate systems, decentralized management, and maintenance of separate configuration rules. Additionally, ETS heavily invested in the required training and certification of staff members who maintain the Firewall environment. The introduction of additional brands will require investments in training to duplicate the skill sets of staff.

Thank you for your attention in this matter, for technical questions, please do not hesitate to contact Keith A. Wolf at 954-357-5918 or via e-mail at kawolf@broward.org.

EC: / John Bruno, CIO

Attachment A

CC#	Commodity	Commodity Specs	Line Type	Qty	Unit (MA Table)	Unit Price	SVC Amt	Amount Ordered	Amount Paid
CHANGES									
1	92045	CPES-SS-PREMIUM, Check Point Enterprise SW Subscription & Premium Support	SVC			\$0.00			
2	92045	CPES-SS-STANDARD, Check Point Enterprise SW Subscription & Standard Support	SVC			\$0.00			
ADDITIONS									
5	92045	Check Point 4800 NextGen Appliance - HA High Performance Package Solution	SVC	0		\$0.00	\$67,000.00		
6	92045	Check Point 4800 NextGen Appliance - High Performance Package Solution	SVC	0		\$0.00	\$57,000.00		
7	92045	Check Point SFP+ Transceiver, 10G Fiber Ports, Short Range (10GBase-SR), CPAC-2-10F, CPAC-4-10F	SVC	0		\$0.00	\$5,000.00		
8	92045	Check Point 4200 Appliance with Seven Blades	SVC	0		\$0.00	\$10,000.00		
		Master Agreement R1315813Q1, Mission Critical Systems, Expiration 03/31/2018							

**** DO NOT WRITE BELOW THIS LINE. FOR PURCHASING DIVISION USE ONLY**

I, Leahann Licata LEAHANN LICATA Digitally signed by Leahann Licata
DN: cn=Leahann Licata, o=Broward County,
ou=Purchasing Division, email=llicata@broward.org, c=US *Leahann Licata 8-4-15*, concur with the above request, which has been examined by me, and the required due diligence has been performed (See Procurement Code Section 21.34 Sole Source Procurement, and 21.35 Sole Brand Procurement).

Date: 08/11/2015

Estimated Amount: \$ 195,962.00

- Only one source
- Only one reasonable source
- Rejected – See additional information
- Sole Brand
- RFI Attached

Additional Information:

Approve amending original award No. R1315813Q1 for the fixed-term amount of \$183,583.14 to \$379,545.36 to allow for the additional purchase of Checkpoint appliances and related Premier Maintenance Support for these additional appliances allocated for the County's new Main Courthouse and replacement of "end of life" Checkpoint Firewall equipment at various locations throughout the County. This allows for annual maintenance to be provided by the same Checkpoint Authorized Reseller Mission Critical Systems for all County owned Checkpoint Firewall appliances and related software.

*Recommendation has been made to Client/Agency to consider standardization of Only Reasonable Source. EXHIBITS: (Attach Supporting Documentation)

Exhibit 1 - Original Only Reasonable Source Checkpoint Appliances and Premier Maintenance Support Award Memorandum dated, March 19, 2015.

Brenda J. Billingsley

Digitally signed by Brenda J. Billingsley
DN: cn=Brenda J. Billingsley, o=Broward County,
ou=Purchasing Division,
email=bbillingsley@broward.org, c=US
Date: 2015.08.26 16:40:00 -0400

Signature
Approved by the appropriate Award Authority

Director of Purchasing
Title

Date



Finance and Administration Services Department

PURCHASING DIVISION

115 S. Andrews Avenue, Room 212, Fort Lauderdale, Florida 33301 | 954-357-6066 | FAX 954-357-8535 | broward.org/Purchasing
Hours of Operation: Monday through Friday 8:30 a.m. to 5:00 p.m.

AWARD MEMORANDUM CHECKLIST

Date: March 19, 2015

Agent: Tracey A. Gordon

Solicitation No. and Title: R1315813Q1, Check Point Software Subscription and Support

1. AWARD INFORMATION:

Fixed Open End Split Award Multiple Award

Vendor: Mission Critical Systems, Inc.

Vendor Number: VC0000038277

Award: \$61,194.38

Master Agreement Total 3 Year Potential Estimated Contract Amount: \$183,583.14

MA No.: R1315813Q1

2. CONTRACT PERIODS (if open-end):

Initial Term: 4/1/2015 to 3/31/2016

Renewal No.1: 4/1/2016 to 3/31/2017

Renewal No.2: 4/1/2017 to 3/31/2018

3. BASIS FOR AWARD: Low Single Responsive Responsible

Price Analysis/Justification: Mission Critical Systems, Inc.'s pricing for the Check Point Software Support is a non-standard price directly negotiated through Check Point and lower than GSA or standard discount levels for this contract term. Therefore, pricing is deemed fair and reasonable.

4. SOLICITATION INFORMATION:

RQS/RQM No.: RQM ITS010715*0004

Folder No.: 1315813

Client Agency: Enterprise Technology Services

Only One Reasonable Source

Non-Standardized

Unclassified/Not Assigned (Open Market)

The solicitation posted on February 12, 2015 and opened on February 20, 2015 with 1 response received and 0 declinations.

5. Office of Economic and Small Business Development (OESBD):

OESBD has reviewed this solicitation and this firm meets the Small Business Enterprise (SBE) eligibility criteria, and therefore is considered a responsive and responsible bidder under the provisions of this contract.

Solicitation No. R1315813Q1

Due to no responses received from SBE vendors with the original solicitation, this solicitation was re-bid less the sheltered market language to the unrestricted market. Because the total cost is less than \$30,000.00, OESBD does not designate goals and can be offered to the unrestricted market.

This project has been designated a sole source/sole brand, reasonable sole source/brand, or emergency procurement by the Director of Purchasing, therefore, this project is not subject to the requirements of OESBD.

OESBD reviewed this solicitation and determined it should be solicited to non-Sheltered Market with no assigned goals.

6. ATTACHMENTS:

Using Agency Concurrence Sole Source/Sole Brand Local Business Tax Receipt

7. ADDITIONAL INFORMATION AND/OR SUMMARY:

The purpose of this solicitation is to procure Check Point Firewall Appliance Subscription and Premier Support for the Enterprise Technology Services Division.

8. APPROVE:

In accordance with the Broward County Procurement Code Section 21.31.a.4, the Director of Purchasing shall approve purchases \$250,000.00 and under, and \$400,000.00 or less for multi-year contracts.

In accordance with Broward County Procurement Code Section 21.30.f.3 (b), Rejection After Bid Opening. After any vendor offer is opened, any or all offers may be rejected by the Purchasing Director or designee, includes those bids in which there is only one responsive vendor, except when a Selection Committee has been established, the responsiveness of vendor offers shall be determined as stated in Subsection 21.83.e of the Broward County Procurement Code.

In accordance with the Broward County Procurement Code Section 21.30.F.1(c), a minor or non-substantive lack of conformity may be considered a technicality or irregularity and may be waived by the appropriate award authority. Refer to 8. Additional Information and/or Summary (above).

In accordance with the Internal Control Handbook, chapter 10.G: Repairs, if a firm fixed price is not available for equipment repair, a unit must be taken to a repair shop for disassembly and determination of repair costs, and repair.

APPROVAL AUTHORITY

APPROVE

DISAPPROVE

Tracey A. Gordon

Digitally signed by trgordon@broward.org
DN: cn=trgordon@broward.org
Date: 2015.03.19 16:03:45 -04'00'

March 19, 2015

Signature/Title

Date



Finance and Administrative Services Department

PURCHASING DIVISION

115 S. Andrews Avenue, Room 212 • Fort Lauderdale, Florida 33301 • 954-357-6066 • FAX 954-357-8535

PURCHASING AGENT'S REPORT

DATE: March 23, 2017

TO: Brenda Billingsley, Purchasing Director, Purchasing Division

THRU: Karen Walbridge, Purchasing Manager, Purchasing Division

FROM: Bernadette Green, Purchasing Agent, Purchasing Division

**KAREN
WALBRIDGE**

Digitally signed by KAREN WALBRIDGE
DN: dc=cty, dc=broward, dc=bc,
ou=Organization, ou=BCC, ou=PU,
ou=Users, cn=KAREN WALBRIDGE
Date: 2017.03.23 13:59:56 -0400

Bernadette N. Green

Digitally signed by BERNADETTE
GREEN
DN: dc=cty, dc=broward, dc=bc,
ou=Organization, ou=BCC, ou=PU,
ou=Users, cn=BERNADETTE GREEN
Date: 2017.03.23 13:44:32 -0400

SUBJECT: **CONTRACT EXTENSION REQUEST**
R1315813Q1, Check Point Software Subscription and Support
Expires: March 31, 2017
Current Expenditures: \$379,222.22
Using Division: Enterprise Technology Services Division

SUMMARY: Contract provides Firewall appliance software for the County.

In accordance with the Invitation for Quote R1315813Q1, Paragraph 8, Contract Period (Open-End Contract), as stated below:

"8. In the event services are scheduled to end because of the expiration of this contract, the Vendor shall continue the service upon the request of the Director of Purchasing. The extension period shall not extend for more than ninety (90) days beyond the expiration date of the existing contract. The Vendor shall be compensated for the service at the rate in effect when this extension clause is invoiced by the County."

Contract No. R1315813Q1, Check Point Software Subscription and Support from Mission Critical Systems for the Enterprise Technology Services Division is a one-year contract with two additional one-year renewal options. The initial term began on April 1, 2015 and ends on March 31, 2016. The first one-year renewal options was exercised, which expires on March 31, 2017.

The Contract was originally awarded on March 19, 2015 for \$61,194.38 annually, for a potential total estimated contract amount of \$183,583.14. On August 26, 2015, the contract was amended to add \$195,962.22, for an amended total of \$379,545.36, to provide additional services such as Firewall security product and annual Subscriptions and Premier support services. The current expenditures for the contract is \$379,222.22; if renewed for an additional one-year term, the contract would exceed the Director of Purchasing's Award Authority of \$400,000 for a multi-year contract. The ninety day extension will add \$10,497 to the existing contract. The contract not-to-exceed total will then be \$389,719.22 and will not exceed the Director of Purchasing's Award Authority of \$400,000.

This 90-day extension will give time to process a replacement contract. The replacement contract will exceed the Director of Purchasing's Award Authority and will be taken to the Board for approval.

In order to ensure that there is no lapse in coverage before a replacement contract can be put in place, the Purchasing Agent is requesting a not-to-exceed ninety (90) day extension of Contract No. R1315813Q1.

RECOMMENDATION AND REASONS:

Extend the existing contract for up to ninety (90) days to allow for continued use without lapse in service.

Extension of this contract will provide the County continued use of the existing contract at the current pricing, terms, and conditions **until June 30, 2017**, or date of award of a replacement contract, whichever comes first.

Exhibit A: Mission Critical 90 day proposal dated, March 17, 2017

Prepared by: Bernadette Green, Purchasing Agent

APPROVAL AUTHORITY

APPROVE

DISAPPROVE

Reason/suggested action (if disapproved):

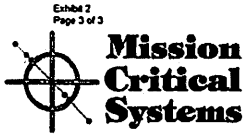
Glenn Marcos

Digitally signed by Glenn Marcos
DN: cn=Glenn Marcos, o=Purchasing
Division, ou,
email=gmarcos@broward.org, c=US
Date: 2017.03.27 13:15:16 -04'00'

3/27/17

Signature

Date



March 17, 2017

Quotation

To: Broward County - ETS
 1 N. University Drive
 Plantation, FL 33324 USA
 Attn: Keith Wolf
 Quote No. Q17-49964

From: Mission Critical Systems, Inc.
 1347 East Sample Road
 Pompano Beach, FL 33064-6278
 Phone (954) 788-7110 • Fax (954) 788-7112
 Sales Contact: Doug Woodward

Qty	Units	Description	Price	Extension
		Broward County ETS Check Point - Term 3/31/2017 to 6/30/17		
		Check Point Renewal for UC 0006931606 - Premium Support Items		
1	each	Check Point Enterprise SW Subscription & Premium Support Includes: 21k Appliances	10,497.00	10,497.00
			Subtotal	\$10,497.00
			Sales Tax	\$0.00
			TOTAL	\$10,497.00

Transmit orders to orders@locked.com. Prices are valid for 30 days from date of quote unless otherwise indicated. Pricing does not include travel and expenses where applicable. When incurred, freight and associated taxes will be added to the invoice. This quotation is subject to the General Terms and Conditions of Mission Critical Systems, Inc. as they may be amended from time to time.
 Mission Critical Systems is a woman-owned business and equal opportunity employer.