



DATE: January 20, 2017

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU:

FROM: Scott Brunner, P.E., Director, Traffic Engineering Division

PROJECT TITLE: RADIANT Software Maintenance and Support Services

REQUISITION NO.

SOLE SOURCE/SOLE BRAND REQUEST

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

The Broward County Traffic Engineering Division (BCTED) requests the sole source procurement with Radiant Systems, Inc. for FastTrac application upgrades and maintenance support.

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/for Additional information - the County requires this sole source, sole brand purchase for the following reasons:

FastTrac is a customized application designed to provide electronic transmittals of traffic control work order data to sections and work groups within the Division. Radiant Systems, Inc. developed and deployed FastTrac for which is the sole provider of the program. The vendor installs system upgrades during routine site visits and has responded to approximately 100 user and system-related issues over the past year.

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 information - using this sole source, sole brand purchase benefits the County for the following reasons:

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: \$30,000 Contract length (if applicable): 2 Years

Expenses to date: \$120,000

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

If yes, when and by whom? Radiant Systems Inc.

How was item/service procured? Sole source

What is the current contract (MA) or purchase order number? A1041207A1

If this is a sole brand, is there an "authorized" dealers list? Yes No

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.

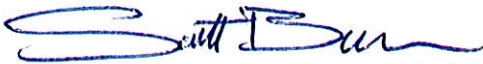
Radiant Systems Inc. developed and deployed the customized work order program FastTrac. The program has been utilized since December 2001 and since then the program has been maintained by Radiant Systems Inc. Using another vendor would risk endangering the functionality of the custom application and database. Broward County Traffic Engineering is currently working with Facilities Management Division to deploy AssetWorks as FastTrac replacement work management program.



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
SCOTT S. BRUNNER		1/20/2017
DEPT/DIV DIRECTOR OR DESIGNEE (PRINT)	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
 Request Authorization to Negotiate

Additional Information:

Based upon the additional information provided by the Enterprise Technology Services Division (Exhibit 1) and confirmation from the ERP team that the FastTrac software is not part of the ERP implementation (Exhibit 2), Purchasing Agent recommends approval of Radiant Systems, Inc. as the one reasonable source to provide maintenance and support on the existing, customized FastTrac software. Agent also recommends that the current contract (A1041207A1) be Amended to extend the term and brought to the Board for approval as per Procurement Code, Section 21.43, no contract shall extend beyond five years without the express consent of the Board.

Purchasing Agent Signature: MARYANN BERCHIOLLI Digitally signed by MARYANN BERCHIOLLI
DN: cn=Maryann Berchiolli, ou=Procurement, ou=BCC, ou=PU,
ou=Users, cn=MARYANNBERCHIOLLI Date: April 28, 2017

APPROVAL AUTHORITY
REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature: KAREN WALBRIDGE Digitally signed by KAREN WALBRIDGE
DN: cn=Karen Walbridge, ou=Procurement, ou=BCC, ou=PU,
ou=Users, cn=KAREN WALBRIDGE Date: May 3, 2017

Berchiolli, Maryann

From: Basail, Janset
Sent: Friday, April 14, 2017 1:59 PM
To: Berchiolli, Maryann
Cc: Licata, Leahann
Subject: RE: FastTrac Requisition TES*283

Good afternoon,

Please find below responses in green.

Thank you,



Jay Basail

Senior Contract/Grant Administrator
Traffic Engineering Division
2300 Commercial Blvd.
Fort Lauderdale, FL 33309
Phone: (954) 847-2626
www.broward.org/traffic

From: Berchiolli, Maryann
Sent: Thursday, April 13, 2017 4:07 PM
To: Basail, Janset <JBASAIL@broward.org>
Cc: Licata, Leahann <LLICATA@broward.org>
Subject: RE: FastTrac Requisition TES*283

Good Afternoon,

We need a little more supporting information for the sole source procurement. You may email your response, there is no need to revise the Sole Source memo. We'll be able to attach your email response to the Sole Source memo . Please let us know the following:

1. Does Radiant have authorized resellers? Can any other firm provide the Radiant Software Maintenance and Support Services? If not, why? Radiant does not have authorized resellers. No another firm cannot provide the Radiant Software Maintenance and Support services because FastTrac is a customized application for which Radiant Systems, Inc. is the sole provider. The vendor installs system upgrades during routine site visits.
2. What would happen if we did not have this maintenance and support? The FastTrac software would fail and Traffic Engineering would be without its work order system. Traffic Engineering would not have an electronic means to transmit traffic control work order data to sections and work groups within the Division, data collection, trouble reports and job requests.
3. What other software provides similar results? No other software can provide similar results due to the customization of the FastTrac Software specific to Traffic Engineering.

4. 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. The cost to replace this system with another custom designed system is unknown at this time.

5. List the benefits to the County by using the Radiant software. This state-of-the-art technology provides a central system and platform to our users, while improving data accessibility and reducing redundancy. The system provides various reports for scheduled and emergency operations. The system captures information required by the Federal Highway Administration and the Federal Emergency Management Agency for emergency reporting and reimbursement. This system also maintains inventories of some of the Division's field assets including signal, school flasher and communications equipment. The cost to replace this system with another custom designed system is unknown at this time.

We need responses to the above in addition to our previous request for an email from the ERP team (see email chain below). I have sent several request to the ERP team to provide a written response regarding FastTrac not being part of ERP implementation and have not received any response as of yet.

Please let us know if you have any questions.

Thank you,



Maryann Berchiolli, CPPB, FCCN
Purchasing Agent
Broward County Purchasing Division
115 S. Andrews Avenue, Fort Lauderdale, FL 33301
Phn: 954-357-6284 Fax: 954-357-6535
www.broward.org

Customer Care is my priority. How am I doing? Please contact my Manager, Karen Walbridge, at kwalbridge@broward.org with feedback.

From: Basail, Janset
Sent: Monday, April 10, 2017 2:46 PM
To: Berchiolli, Maryann <MBERCHIOLLI@broward.org>
Cc: Licata, Leahann <LLICATA@broward.org>
Subject: RE: FastTrac Requisition TES*283

Maryann,

Please find attached quote from vendor. I'm waiting for the ERP team to provide me an email with your request.

Thank you



Jay Basail

Senior Contract/Grant Administrator
Traffic Engineering Division
2300 Commercial Blvd.
Fort Lauderdale, FL 33309
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www.broward.org/traffic

From: Berchiolli, Maryann
Sent: Monday, April 03, 2017 11:58 AM
To: Basail, Janset <JBASAIL@broward.org>
Cc: Licata, Leahann <LLICATA@broward.org>
Subject: RE: FastTrac Requisition TES*283

Jay,

I'm in the process of reviewing the docs provided – I do have a couple of questions so far, but haven't completed my review.

For starters,

1. Please provide a preliminary quote from the vendor for the services required.
2. Please have the ERP team provide you with an email statement confirming that the software application is not part of the ERP Implementation and that the software has been authorized to operate independently of the ERP System.

Thank you,



Maryann Berchiolli, CPPB, FCCN
Purchasing Agent
Broward County Purchasing Division
115 S. Andrews Avenue, Fort Lauderdale, FL 33301
Phn: 954-357-6284 Fax: 954-357-6535
www.broward.org

Customer Care is my priority. How am I doing? Please contact my Manager, Karen Walbridge, at kwalbridge@broward.org with feedback.

From: Basail, Janset
Sent: Monday, April 03, 2017 10:16 AM
To: Berchiolli, Maryann <MBERCHIOLLI@broward.org>
Cc: Licata, Leahann <LLICATA@broward.org>
Subject: RE: FastTrac Requisition TES*283

Hi Maryann,

I wanted to follow up with you on requisition TES0000283.

Thank you,



Jay Basail

Senior Contract/Grant Administrator
Traffic Engineering Division
2300 Commercial Blvd.
Fort Lauderdale, FL 33309
Phone: (954) 847-2626
www.broward.org/traffic

From: Basail, Janset
Sent: Monday, March 27, 2017 8:36 AM
To: Berchiolli, Maryann <MBERCHIOLLI@broward.org>
Subject: FastTrac Requisition TES*283

Good morning Maryann,

I noticed in PeopleSoft that this requisition was assigned to you and I wanted to forward you my email to Leahann below regarding this requisition.

I look forward to working with you on this project. Hopefully we can have a new agreement in place by the time the current agreement is set to expire on June 1.

Thank you,



Jay Basail

Senior Contract/Grant Administrator
Traffic Engineering Division
2300 Commercial Blvd.
Fort Lauderdale, FL 33309
Phone: (954) 847-2626
www.broward.org/traffic

From: Basail, Janset
Sent: Monday, March 20, 2017 9:09 AM
To: Licata, Leahann <LLICATA@broward.org>
Subject: Requisition TES*283

Hi Leahann,

I wanted to check in with you regarding requisition# TES0000283. This requisition is to continue the maintenance and support agreement with Radiant Systems for our work order system, FastTrac, till AssetWorks comes online. Traffic Engineering is currently scheduled to have AssetWorks within the next fiscal year. The current agreement with Radiant Systems is due to expire June 1.

If you would please let me know what is necessary to go forward with this requisition.

Thank you



Jay Basail

Senior Contract/Grant Administrator
Traffic Engineering Division
2300 Commercial Blvd.
Fort Lauderdale, FL 33309
Phone: (954) 847-2626
www.broward.org/traffic

Berchiolli, Maryann

From: Basail, Janset
Sent: Friday, April 28, 2017 8:38 AM
To: Berchiolli, Maryann
Subject: Fw: Request from Purchasing

Hi Maryann,

See below email previously attached.

Jay Basail

From: Agarwal, Deepak
Sent: Thursday, April 20, 2017 8:40:30 AM
To: Carbone, James; Calhoun, Christine
Cc: Basail, Janset; Vogel, Deborah; Deepak Agarwal
Subject: Re: Request from Purchasing

Jim,

From our understanding, the County is deploying and will be standardizing a single EAM system which will be AssetWorks for all the divisions, along with Maximo. These are the only 2 systems that have been scoped out for interfaces with the ERP system. FasTrac is not on the list.

Thanks,
Deepak

From: Carbone, James
Sent: Wednesday, April 19, 2017 8:04 PM
To: Calhoun, Christine
Cc: Basail, Janset; Vogel, Deborah; Agarwal, Deepak; Deepak Agarwal
Subject: RE: Request from Purchasing

Thank you Christine - Yes, I agree that "FasTrac" was not within scope for interface development. I am copying Deepak Agarwal, from our third party assurance ("3PA") firm, Plante & Moran, for awareness and concurrence.

Thanks again,

Jim



James Carbone

Broward County, Finance and Administrative Services Department

Phone: 954-357-6353, Cell: 954-661-5752

www.broward.org



From: Calhoun, Christine
Sent: Wednesday, April 19, 2017 6:25 PM
To: Carbone, James <JCARBONE@broward.org>
Cc: Basail, Janset <JBASAIL@broward.org>; Vogel, Deborah <DVOGEL@broward.org>
Subject: RE: Request from Purchasing

Jim, good afternoon.

In response to the below, I provide a copy of a section of the Master Services Agreement between Broward County and Sierra-Cedar (formerly, CedarCrestone). The attached section of the Agreement includes (Pdf Pages 48-61) Exhibit 1 – Interface List. In reviewing the interfaces included in the Agreement Exhibit 1, I do not see 'FasTrac' listed.

Based on this Exhibit, does that confirm 'FasTrac' is not an application that was/is included in the ERP implementation?

Thank you,



Christine Calhoun, CPPO , CPPB
Enterprise Resource Planning (ERP) Module Lead
Broward County Enterprise Technology Services Division

Office: (954) 765-1692 (ERP Project Center)

Office: (954) 357-6088 (Purchasing Division)

www.broward.org/purchasing

Customer Care is my priority. How am I doing?

ERP: Please contact my ERP Supervisor, Jim Carbone at jcarbone@broward.org with feedback.

From: Vogel, Deborah
Sent: Tuesday, April 18, 2017 9:03 AM
To: Carbone, James <JCARBONE@broward.org>
Cc: Basail, Janset <JBASAIL@broward.org>; Calhoun, Christine <CCALHOUN@broward.org>
Subject: Request from Purchasing

Good morning Jim,

The Traffic Engineering Division uses the software "FasTrac" as its work order system for signals, signs and marking repairs and installation. The FasTrac contract is now up for renewal/rebid.

Purchasing is requesting that we obtain a brief written statement (email is fine) saying that FasTrac is not part of the ERP program (FasTrac was around LONG before ERP...but...).

Our Senior Contract & Grants Administrator submitted a SELFHELP request in this regard on April 5th, but has not received a response, and this contract ends in June, so we need to get moving on it.

Are you or Christine able to help?

Thanks.

Deb.



Deborah E. Vogel, Administrative Officer
Public Works Department/Traffic Engineering Division
2300 West Commercial Blvd.
Fort Lauderdale, Florida 33309

Office: 954-847-2646



Fax: 954-847-2700



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