



DATE: July 24, 2017

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU: Richard Waskiewicz, Enterprise Director of Facilities/Maintenance

RAW

FROM: Lori Vassello, Contract/Grant Administrator, Maintenance Division

PROJECT TITLE: Standardization of Software License, Support and Maintenance of Baggage Handling System

REQUISITION NO. AVM0001081

### SOLE SOURCE/SOLE BRAND REQUEST

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

See Exhibit 1 - Section I, Request

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:

**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: \$185,000                      Contract length (if applicable): Two-Year Agreement

Expenses to date: \$291,053.36

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

If yes, when and by whom? Brock Solutions U.S. inc.

How was item/service procured? Sole brand and sole source

What is the current contract (MA) or purchase order number? Z1172905A1

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.

The cost to replace the entire system in all four terminals would exceed \$8,000,000.

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"

<i>Windelle Jean-Pierre</i>		7/24/17
REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)	DATE
Richard Waskiewicz		July 24, 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:

Exhibit 2 - Additional Information.  
 Exhibit 3 - Letter from Brock Solutions U.S. Inc. dated March 13, 2017  
 Exhibit 4 - Brock Solutions U.S. Inc Email dated July 11, 2017

Purchasing Agent Signature: **MICHAL DURDEN**  Digitally signed by MICHAL DURDEN  
 DN: dc=cty, dc=broward, dc=bc, ou=Organization, ou=AVA, ou=Users, cn=MICHAL DURDEN  
 Date: 2017.07.24 14:16:25 -04'00'    Date: July 24, 2017

Reviewed by: **CARLA BYRD**  Digitally signed by CARLA BYRD  
 DN: dc=cty, dc=broward, dc=bc, ou=Organization, ou=BCC, ou=PU, ou=Users, cn=CARLA BYRD  
 Date: 2017.07.24 18:55:32 -04'00'    July 24, 2017    **APPROVAL AUTHORITY**  
**REASON/SUGGESTED ACTION (IF DISAPPROVED):**

To ensure fair and reasonable pricing, I need for the Purchasing Agent to contact at least 3 other Aviation entities listed below, such as City of Atlanta Aviation Department, Hillsborough County Aviation Authority, Raleigh-Durham Airport Authority and obtain pricing afforded to them.

Signature: **GLENN MARCOS**  Digitally signed by GLENN MARCOS  
 DN: dc=cty, dc=broward, dc=bc, ou=Organization, ou=BCC, ou=ETS, ou=ERP, ou=Users, cn=GLENN MARCOS  
 Date: 2017.07.31 19:19:08 -04'00'    Date: 7/31/17

## Exhibit 1 – Section I, Request

Broward County Aviation Department (BCAD) is responsible for maintaining Broward County's Fort Lauderdale-Hollywood International Airport's (FLL) Baggage Handling System (BHS), which consist of 6,500 section of conveyors over five (5) facilities, screening approximately nine (9) million pieces of baggage a year.

The implementation of the Terminal No. 1's BHS was completed by Brock Solutions U.S. Inc. (Brock) in July 2011. Terminal 1 became FLL's first terminal with a fully in-line BHS. It was rigorously tested before implementation, and also governed and monitored by the Transportation Security Administration (TSA). Brock is the approved and preferred vendor of this branch of the Department of Homeland Security (DHS), and has their proprietary control system, SmartSort, embedded in FLL's BHS.

On February 14, 2013, the Director of Purchasing approved the sole source/sole brand for software maintenance and control panels for FLL BHS to Brock. On September 17, 2013, the Director of Purchasing executed the Agreement between Broward County and Brock for Software License and Maintenance (Master Agreement No. Z1172905A1).

As of June 2016, Terminals 1, 2 3 & 4 all have Brock's baggage handling control system installed and are currently being maintained by Brock.

Additionally, Brock has provided hundreds of manufactured control panels. These panels, based on Brock's design, consisted of multiple components that provide functional control for each individual section of the conveyor. To ensure no spare or replacement control panel problems occur, panels are built to the same standards and the consistency with the existing components. Therefore, it is imperative that the control panels be purchased from Brock.

Real-time baggage handling controls and sortation software is highly specialized (design, installation, long-term support). When not designed right or implemented correctly, the performance of the baggage handling system is negatively impacted for the life of that system. Brock has performed this scope of work (design, implementation, and ongoing support) at the FLL resulting in improved performance and a lower cost of ownership for the FLL. Currently, Brock's software is in Terminals 1, 3 and 4. Brock Solutions provides Airport wide 24/7 remote high tech maintenance support in Terminal 2, as well. Each individual system is valued at approximately \$2,000,000.

The baggage handling system software and controls consists of two main areas: Upper Level Controls and Lower Level Controls.

The Upper Level Controls refers to the PC based software components of the control system, including the computers and peripheral devices. This includes 5 main sub-systems/components; real-time baggage sort control server required for the real-time sort database; data historian system for long-term data storage; management information system providing for reports, flight scheduling, and global bag search; human machine interface which is the workstations for the control room operators; and manual encode stations for the bag room operators to encode bags that fail to sort.

## Exhibit 1 – Section I, Request

The Lower Level Controls are PLC (Programmable Logic Controller) based, and includes the components and associated software which controls the electro-mechanical system. It includes 4 main components: Motor Control Panels (MCPs); Programmable Logic Controllers (PLCs); field devices; and emulation for internal testing.

For the Upper Level and Lower Level controls, the following scope of work is required for the installation:

Functional Specification; Detailed Design including phasing and test plans; Electrical Design; CAD Drawings, Software Development to include PLC programming and upper level software customization; In-house testing and factory acceptance test (FAT); Site commissioning and testing; Project Management; and Customer acceptance testing. Post implementation, Brock Solutions provides 24/7 tier 2 support. Under this support plan, front line (Level 1) support will be provided by Aviation Department Maintenance Staff (BCAD). The BCAD Level 1 Support Team will attempt to troubleshoot and resolve most Baggage Handling Systems (BHS) controls and software issues. However, if BCAD is not able to resolve the issue, they will contact Brock Systems' Level 2 Support Team through their Call Center.

Brock is the only company with the access to the source code and therefore, the only company able to provide effective long-term software support for the conveyor system at FLL.

BCAD believes that due to the protected nature of the Brock's Programmable Logic Controller (PLC) code, their relationship with TSA and DHS, reliability, and the proprietary components they supply, Brock is the only reasonable source of these panels and service.

Thus, BCAD is requesting approval of standardizing Brock as the most reasonable sole source/sole brand vendor for in-line Baggage Handling System software license support and maintenance services for drive control panels. The estimated two-year contract value is \$370,000 which includes \$220,000 for equipment, software, system and services; \$100,000 for non-covered services and \$50,000 for optional services.

## EXHIBIT 2 – Additional Information.

Broward County Aviation Department is requesting a two-year System and Services Agreement with Brock Solutions U.S. Inc. for the Baggage Handling Systems at Fort Lauderdale-Hollywood International Airport, Terminals 1, 2, 3 & 4. On February 14, 2013, Brock Solutions U.S. Inc. was approved as the sole source/sole brand for software and maintenance under Master Agreement No. Z1172905A1. Due to the protected and intellectual proprietary source code, Brock Solutions U.S. Inc. is the only company with access to the source code for the Baggage Handling Systems at Fort Lauderdale-Hollywood International Airport, Terminals 1, 2, 3 & 4. It could potentially cost the Aviation Department over \$8,000,000 to replace the current systems at Terminals 1, 2, 3 & 4.

Brock Solutions U.S. Inc. provides these same services for other government agencies such as Hillsborough County Aviation Authority, City of Atlanta Aviation Department, Raleigh-Durham Airport Authority, Allegheny County Airport Authority, Port of Seattle, Reno-Tahoe Airport Authority and San Francisco County. The Purchasing Agent has confirmed in writing that Broward County is receiving pricing that is less than or equal to other government agencies.

Exhibit 3 – Letter from Brock Solutions U.S. Inc. dated March 13, 2017  
Exhibit 4 – Brock Solutions U.S. Inc. Email dated July 11, 2017



8080 TriStar Drive, Suite 126  
Irving, Texas 75063  
Direct: +1-972-373-2500  
[www.brocksolutions.com](http://www.brocksolutions.com)

March 13, 2017

Lori Vassello  
Contract/Grant Administrator Senior  
Broward County Aviation Department  
100 Aviation Blvd.  
Ft. Lauderdale, Fla. 33315

Dear Lori,

Brock has performed various projects at multiple terminals at Fort Lauderdale-Hollywood International Airport, including:

- Terminal 1 – Baggage Handling System and CBIS
- Terminal 3 – Inline Baggage Handling System
- Terminal 4 – TC Expansion (TC1)
- Terminal 4 – EDS Re-control
- Terminal 4 – FIS Expansion Task 1
- Multi-Terminal Email Alert System
- Airport Wide 24/7 Remote High Tech Maintenance Support

Additionally, current projects that are in progress are as follows:

- Terminal 1 – Modernization
- Terminal 1 – Enhancements
- Terminal 4 – Gate Replacement
- Terminal 4 – FIS Expansion Task 2
- Terminal 4 – CBIS Recapitalization

As part of these implementations, Brock Solutions employed various proprietary components.

In Terminal 1 and 3, the Upper Level controls systems are based on our proprietary SmartSort product. Brock Solutions is the only company with access to the source code for these systems, and is therefore the only company able to provide effective long-term support for the Upper Level Controls.





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Similarly, the PLC software implemented for all the above mentioned systems are based on Brock Solutions intellectual property and standard code developed over the course of several years. Although the source code for the PLCs has been provided to the airport, Brock Solutions is ideally suited to provide the associated support of the system, being the company most familiar with the implementation. Also note that if the PLC codes are modified by others, whether as part of a support contract or for any other maintenance and modification activities, any warranties may be voided.

Finally, the control systems for Terminal 1 and 3 include provision of over 800 control panels (MCP, DCP, CN2DN panels, etc.) which were engineered, built, and provided by Brock. The function of these panels is to house the necessary controls hardware, as well as create and maintain the communication highway through thousands of devices. These panels were designed and manufactured for these specific projects and their components are specific to respective applications. Implementation of non-OEM devices would result in the warranties being voided and possibly loss of system integrity. It is essential that these control panels be purchased from Brock Solutions.

Should you have any questions or concerns please do not hesitate to contact us.

Sincerely,

A handwritten signature in black ink that reads 'Eric Bird'.

Eric Bird

**Brock Solutions**





**From:** [Trevor Simon](#)  
**To:** [Durden, Michal](#)  
**Cc:** [Cory Goerzen](#)  
**Subject:** BCAD - BHS Controls Support Contract  
**Date:** Tuesday, July 11, 2017 12:21:04 PM

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Hello Michal,

This email is to confirm that the pricing provided to Broward County for the "SYSTEM AND SERVICES AGREEMENT" is equal to or better than the pricing provided to other government agencies, for similar scopes of work.

Trevor Simon, B.A.Sc., P.Eng.

**Brock Solutions**

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