DATE: April 20, 2017

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU: Jorge Hernández, Enterprise Director of Administration, Port Everglades

FROM: Robert C. Jacob, Jr., Foreign-Trade Zone Operator

PROJECT TITLE: Foreign-Trade Zone Software Replacement

REQUISITION NO. PBA0000118

SOLE SOURCE/SOLE BRAND REQUEST

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

Broward County operates the general-purpose Foreign-Trade Zone #25 (FTZ#25) under a Grant of Authority from the Foreign-Trade Zones Board in Washington, D.C., and is required by law and regulation to maintain an Inventory Control and Recordkeeping System (ICRS) capable of tracking all movements of foreign merchandise through the FTZ #25. Growing, high-volume, complex general-purpose Foreign-Trade Zones, such as Broward County's FTZ#25, require an automated ICRS to operate with cost-effective and user-friendly efficiency.

The product/service that we are seeking is “Software-as-a-Service” (web-based access/service not run on the County's servers and operating systems) that provides automated processing and recording of data related to the admission, tracking, and transfer of foreign and domestic merchandise moving in/out of the activated facilities of FTZ#25; provide reporting capabilities that will enhance the ability of the FTZ Operator to control and manage activities in FTZ#25; allow limited input/access to participating FTZ User companies to input/access their data; satisfy FTZ User/CBP requests for reports and ad hoc information; provide backed-up data storage and secure processing related to inventory movements; and, provide FTZ Users with timely Customs permitting processes related to their merchandise import / export responsibilities. (See SOW)

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:

FTZ#25 has been automated since the 1980's. In 1999, our original “in-house” FTZ ICRS software (not Y2K compliant and too expensive to re-develop “in-house”) was replaced by the leading “off-the-shelf” FTZ ICRS software available at

the time. Over the next seven (7) years, that FTZ ICRS software proved to be incompatible with Broward County's growing FTZ #25 project, not “user-friendly”, and over-priced (the software provider sought to unfavorably alter their original pricing, contractual interpretations and arrangements). Customer satisfaction (from our valuable FTZ #25 Users and Tenants) suffered from that software's short-comings. In 2007, we replaced that unsatisfactory software with our current FTZ ICRS software, *EZ-FTZ* by Homedata (Rochester), Inc. This software provider has been very responsive in fully improving the functionality and reporting capability for FTZ management / FTZ Users / U.S. Customs & Border Protection. Similarly, the capacity and pricing of the current software, especially for remote sites, has contributed to the growth of the FTZ because each new FTZ User did not need to purchase a separate software license at additional cost in order to use the software.

Unfortunately, Homedata (Rochester), Inc., was sold to a competitor, resulting in the phasing-out of *EZ-FTZ* software which will no longer be supported under our existing FTZ Software Agreement after September, 2018. Therefor, that software must be replaced with available software that meets the current and future needs of Broward County's FTZ program (both Port and multiple remote sites). And, in order to allow time for transition planning, setup, training, data transfer, implementation, etc., new FTZ ICRS software will need to be purchased as soon as possible.

Staff has researched the evolved marketplace for alternative “off-the-shelf” FTZ ICRS software and has confirmed that a mature "Software-as-a-Service" provider has risen to national prominence offering a product which is most suitable to our FTZ operations. A comprehensive evaluation of alternatives in the marketplace has identified only one software package and vendor, *Integration Point FTZ* software by Integration Point, Inc., which best meets the specific requirements of Broward County's Foreign-Trade Zone #25 and is most capable of providing a smooth transition from *EZ-FTZ* software. *Integration Point FTZ* software is used at multiple FTZs across the U.S. and has a proven track record. Integration Point, Inc., is a proprietary vendor offering the essential FTZ software and implementation expertise (data migration and training) required by this Department. *Integration Point FTZ* software, which has significant flexibility and functional advantages, would be utilized as “Software-as-a-Service”; provide reporting capabilities that will enhance the ability of the FTZ Operator to manage FTZ#25 and satisfy FTZ User/CBP requests for information; provide backed-up data storage and secure processing; and, provide FTZ Users with voluntary access to a wide range of other import / export functionalities and services at their own expense. The software has a superior reputation in the category of user-friendliness—a critical element in satisfying the FTZ end-users—and has functionality consistent with Broward County's methodologies, without compromising elements of the FTZ program and its effectiveness. It is anticipated that minimal modifications will be needed to this off the shelf package, i.e. complex password, per County standards.

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:

Integration Point, Inc., being the owner of Homedata (Rochester), Inc., since its takeover, is the owner of our current FTZ software (*EZ-FTZ*), employs the same former Homedata (Rochester), Inc., employees who transitioned us onto *EZ FTZ* (from our previous FTZ software), and have been expert at servicing our current FTZ software for the last ten years. These same employees and others within Integration Point, Inc., are also expert at supporting *Integration Point FTZ* software. No other company employs such a team of experts in both FTZ software. They have extensive experience in setting up, transferring data, and training for other FTZs transitioning from *EZ-FTZ* to *Integration Point FTZ*. No other company has the experienced employees who have worked with our unique and complex FTZ over the last ten years. This advantage is unique to Integration Point, Inc., as a vendor and will lead to a most efficient, timely, and trouble-free transition from *EZ-FTZ* to *Integration Point FTZ* for all of our FTZ Users. Such transitions are difficult enough on the daily operations of our FTZ operations and those of our FTZ Users. The better executed by the FTZ software vendor, the more satisfied will be our FTZ Users with our FTZ program. As detailed above, this will be the third time we have put our FTZ Users through FTZ software transitions. We need it to go well with as little as possible damage to our reputation for convenient and efficient FTZ customer service.

Integration Point, Inc.'s FTZ software, both *EZ-FTZ* and *Integration Point FTZ* software, are widely used by most of the FTZs in the U.S. and Integration Point has always maintained their software to a high standard of compliance with all rules, regulations, and laws governing FTZs. They have been highly proficient at automatically upgrading their product as changes occur in the regulatory environment.

Replacement software must be procured as soon as possible to avoid an interruption in FTZ services. If the current software is not replaced as expeditiously as possible, mounting customer dissatisfaction will damage the reputation of FTZ#25 as a well-run and cost-effective Foreign-Trade Zone. Otherwise, there may emerge a need for additional staff to operate the FTZ to avoid the potential for fines and/or penalties from Customs & Border Protection for poor ICRS performance. Or, worse, FTZ Users may go to other competing FTZs in the region resulting in the loss of jobs, investment, and revenue in/for the County.

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: $650,000 Contract length (if applicable): 10 years

Expenses to date: $352,000

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

If yes, when and by whom? 2010-Present, Homedata (Rochester), Inc. (wholly-owned by Integration Point, Inc

How was item/service procured? Sole source

What is the current contract (MA) or purchase order number? A0739206A1

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 software investment for these services will be provided Integration Point, Inc., at an estimated cost of $650,000. The cost is based on an initial Subscription/License Fee, Software Training, Set-up, and Data Transfer of approximately $150,000, and Annual Transaction Processing, Maintenance and Tech Support of $50,000 (covering 10 years). These costs will be recovered over the term through charges billed to FTZ Users in the FTZ Tariff. Port Everglades Department considers the estimated cost fair and reasonable, based on the cost of the currently-used FTZ software's license, implementation, and technical and consulting services, linkage development, data migration, annual support services and the cost of similar products on the market. The 10-year term was chosen to insure that FTZ#25 and all of its FTZ Users will be assured of the stability of FTZ services utilizing the same FTZ software. More frequent transitions are too disruptive, reduce customer satisfaction, and are detrimental to efficient FTZ operations.

These same employees and others within Integration Point, Inc., are also familiar and/or expert at supporting *Integration Point FTZ* software. No other company employs such a team of experts in both FTZ software. They have extensive experience in setting up, transferring data, and training for other FTZs transitioning from *EZ-FTZ* to *Integration Point FTZ*. No other company has the experienced employees who have worked with our unique and complex FTZ over the last ten years. This advantage is unique to Integration Point, Inc., as a vendor and will lead to a most efficient, timely, and trouble-free transition from *EZ FTZ* to *Integration Point FTZ* for all of our FTZ Users. Such transitions are difficult enough on the daily operations of our FTZ operations and those of our FTZ Users. The better executed by the FTZ software vendor, the more satisfied will be our FTZ Users with our FTZ program.

While other software vendors may offer competitive "Software-as-a-Service processing", the pricing for transitioning FTZ#25 (implementation, technical and consulting services, linkage development, data migration, annual support services) will be much higher considering their unfamiliarity with our complex, high volume, FTZ Users. Other vendors would require much more time and expense coming to understand the complexity of FTZ#25, with its sixteen Broward County sites and multiple private business FTZ Users, and its high volume, quick-turn-around U.S. Customs processing. Most vendors sell their FTZ software to single company FTZs which requires much less implementation costs on their part. Pricing a project like ours will cost them and the County substantially more due to our FTZs complexity—something Integration Pont, Inc., already has done and has ten years of familiarity. The learning curve for the vendor will be steeper as well as their costs. Mistakes and delays will be detrimental to the operations of our participating FTZ Users resulting in business losses and erosion of their FTZ benefits. That in turn may lead to the loss of jobs, investment, and revenue in/for the County. Additional County staff or overtime will likely be needed to maintain and operate the FTZ to avoid the potential for fines and/or penalties from Customs & Border Protection for poor ICRS performance.

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"

Robert C. Jacob, Jr.	ROBERT JACOB Digitally signed by ROBERT JACOB DN: dc=cty, dc=broward, dc=bc, ou=Organization, ou=PEV, ou=Users, cn=ROBERT JACOB Date: 2017.04.20 22:17:54 -04'00'	April 20, 2017
REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)	DATE
Jorge Hernandez	JORGE HERNANDEZ Digitally signed by JORGE HERNANDEZ DN: dc=cty, dc=broward, dc=bc, ou=Organization, ou=PEV, ou=Users, cn=JORGE HERNANDEZ Date: 2017.05.04 11:03:20 -04'00'	May 4, 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:

The Purchasing Agent recommends an Only Reasonable Source designation for Integration Point FTZ Software platform for the following reasons:

Broward County's Foreign Trade Zone (FTZ) No. 25 is very unique and the largest FTZ in Florida, and the third largest in the United States for exports (Exhibit 4). The uniqueness of the County's FTZ contains nineteen (19) remote FTZ sites, twenty (20) private company users, and five (5) subzones that are stakeholders in the complex fast moving system of receiving, inventory tracking, reporting, and exporting various types of merchandise worth multiple millions of dollars on an annual basis.

The current contract (A0739206A1_1; Homedata (Rochester) Inc., EZ-FTZ) expires on September 15, 2018. Homedata (Rochester), Inc. was acquired by Integration Point, Inc. in 2010.

Because of the complexity and size of Broward County's Foreign Trade Zone (FTZ) No. 25 and all of its designated users, advanced record keeping, and regulatory compliance, I recommend transitioning into and implementing a system that is most similar to the County's existing EZ-FTZ software system and also to maintain the same key personnel who were formerly with Homedata (Rochester), Inc., who are currently maintaining Port Everglades' EZ-FTZ Software system (Exhibit 2). The key personnel have years of intimate knowledge of the current EZ-FTZ system and working relationships with the County's FTZ staff. The end of life support for Integration Point's EZ-FTZ software is September 19, 2019. Homedata (Rochester), Inc. was acquired by Integration Point, Inc. in 2010 (Exhibit 6). Integration Point, Inc. has implemented a current FTZ software system at FTZ No. 68 in Texas. FTZ No. 68 is the only other FTZ nationwide that is comparable to the County's FTZ in complexity and designated users, but is a smaller size FTZ. The delicate balance of the County's FTZ requires a near seamless transition and conversion to another software system in order to maintain stability and mitigate any potential loss of revenue for all stakeholders in the County's FTZ.

There will be NO cost in transitioning from the current EZ-FTZ system to the new Integration Point FTZ system (Exhibit 5). Also, a decreased level of effort will be required from Integration Point when converting over from the current EZ-FTZ system to the new Integration Point system as compared to implementing a completely new software system from another vendor. This will yield a substantial savings in cost, time and

learning for the County and the users of the FTZ.

The same key personnel that is maintaining the current EZ-FTZ system will also implement and maintain the new Integration Point system if Integration Point is awarded a contract and the County inserts the names of the key personnel into the Agreement. Considering how robust and a great capacity for growth that the Integration Point system has; This is the only solution that could potentially replace EZ-FTZ. Both solutions are from Integration Point. Both the EZ-FTZ solution and Integration Point's FTZ solution will need to run and operate simultaneously to insure a trouble free transition. As stated earlier, there would be no cost to the County for transitioning into the new system.

Port Everglades staff has researched and indicated that other similar types of FTZ software do not compare with the system provided by Integration Point (Exhibit 1, Exhibit 8). The other FTZ software systems are more for single type companies, and not developed for Port Everglades complex multiple user type system. The SmartZone FTZ software system was adequate for a time, but later found the provider not responding well for service. Also the SmartZone system could be expandable, but at a greater amount of effort with uncertainty. County staff has also indicated that the system provided by Integration Point is much more robust in tracking and reporting capabilities, and has the capacity for expansion. Port Everglades FTZ is expanding and growing therefore needing a system that has the capability to add designated FTZ users. This will in turn a greater economic atmosphere in Broward County creating jobs and providing support for the Board of County Commissioner goal to "Increase the economic strength and impact of revenue-generating County enterprises balancing economic, environmental, and community needs". The County currently receives $365,000 per year of direct revenue; and approximately $110,000,00 of indirect/residual revenue as a result of the FTZ operations (Exhibit 3).

History:
On September 11, 2007 (Item No. 33), the Board approved the Agreement with HOMEDATA (Rochester), Inc. to provide foreign-trade zone (FTZ) inventory control and record-keeping software (EZ-FTZ) and the licensing and maintenance of the software. The cost of the software license, including initial services and the first year's maintenance was $200,000. The term of the Agreement began on the date of execution and, with a five year option period, ended six years after the Final Acceptance date. The Final Acceptance date was September 11, 2008.

On September 9, 2014 (Item No. 11), the Board approved a Second Amendment, which extended the term of the existing Agreement with HOMEDATA (Rochester) Inc. for one year effective September 11, 2014, and provided an additional 100 hours of support and/or training, under the same terms and conditions as set forth in the original Agreement. During negotiations for the Second Amendment, HOMEDATA (Rochester) Inc. was only interested in a one year extension because they were not sure how long they would continue to support EZ-FTZ. Subsequently, HOMEDATA (Rochester) Inc. has informed staff that they would be willing to negotiate a three-year extension for support services.

On June 9, 2015 (Item No. 70), the Board approved the Director of Purchasing to negotiate, approve and execute a Third Amendment to the existing Software License Agreement between Broward County and HOMEDATA (Rochester) Inc., to continue software support for EZ-FTZ software at Broward County's Port Everglades Foreign-Trade Zone No. 25 for up to three one year extensions commencing September 11, 2015, with a not-to-exceed value for software support and any additional services of $75,000.

Purchasing Agent Signature: MICHAEL MULLEN
Digitally signed by MICHAEL MULLEN
DN: dc=cty, dc=broward, dc=bc, ou=Organization, ou=BCC, ou=PU, ou=Users, cn=MICHAEL MULLEN
Date: 2017.10.27 10:40:47 -04'00'
Date: October 27, 2017
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: 2017.11.20 17:14:09 -05'00'

APPROVAL AUTHORITY
REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature: BRENDA BILLINGSLEY

Digitally signed by BRENDA BILLINGSLEY
DN: dc=ccty, dc=broward, dc=bc, ou=Organization, ou=BCC, ou=PU, ou=Users, cn=BRENDA BILLINGSLEY
Date: 2017.11.27 09:54:44 -05'00'

Date:

Mullen, Michael

From: Jacob, Robert
Sent: Tuesday, October 17, 2017 12:38 PM
To: Mullen, Michael
Cc: Hernandez, Jorge; Cohen, Mitchell
Subject: RE: Additional Info - Only Reasonable Source - FTZ
Attachments: PORTFTZMTG083007 (3).doc; PORTFTZMTG083007 (4).doc; PORTFTZMTG083007 (5).doc

Please see my responses below in red.

From: Mullen, Michael
Sent: Tuesday, October 17, 2017 10:08 AM
To: Jacob, Robert
Cc: Hernandez, Jorge ; Cohen, Mitchell
Subject: RE: Additional Info - Only Reasonable Source - FTZ

Hi Bob,

Just following up on the below in yellow highlight.

Thanks,

Michael Mullen, CPPB
Purchasing Agent
Purchasing Division
115 S Andrews Ave, Rm 212
Fort Lauderdale, FL 33301
954-357-6114
mmullen@broward.org

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

Broward County provides electronic bidding services for our vendors through ***BidSync.*** Please register your company with ***BidSync*** in order to participate in future bidding opportunities, the free registration process will take less than five minutes. If you are already registered with ***BidSync***, log in to ***BidSync*** to update your vendor profile to include Broward County as one of your agencies for solicitation notification.

From: Mullen, Michael
Sent: Thursday, October 12, 2017 5:59 PM
To: Jacob, Robert <RJACOB@broward.org>
Cc: Hernandez, Jorge <jorhernandez@broward.org>; Cohen, Mitchell <MICOHEN@broward.org>
Subject: RE: Additional Info - Only Reasonable Source - FTZ

Hi Bob,

Please see my responses below in yellow highlight. The idea is to provide more of a hard evidence to support Integration Point.

Thanks,

Michael Mullen, CPPB
Purchasing Agent
Purchasing Division
115 S Andrews Ave, Rm 212
Fort Lauderdale, FL 33301
954-357-6114
mmullen@broward.org

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

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From: Jacob, Robert
Sent: Monday, October 09, 2017 12:54 PM
To: Mullen, Michael <MMullen@broward.org>
Cc: Hernandez, Jorge <jorhernandez@broward.org>
Subject: RE: Additional Info - Only Reasonable Source - FTZ

As a 35-year Operator of FTZs and member of the National Association of Foreign-Trade Zones (NAFTZ), I have had the opportunity to witness the development of the FTZ software industry. In Texas, circa 1990, we FTZ#68) bought and used the first such FTZ software available. Most FTZs were not automated and/or had developed their own internal FTZ software as a part of their business accounting systems. That is still true today for the larger FTZ Operators who tend to be just one stand-alone site / company operation (i.e., manufacturing plant, distribution center). Medium and small size FTZ operations, single stand-alone sites / company operations, tend to buy off-the –shelf FTZ software to augment their business accounting system specifically to meet the special type of inventory control, recordkeeping, and transaction

processing that is required by FTZ rules, regulations, and statutes. FTZ#25 operates for multiple sites / companies, large and small, manufacturing and distribution, and requires a very robust and accommodating FTZ Software. The choices of such FTZ software in the marketplace are few. Today, the market is dominated by just three – *SmartZone, QuestWeb*, and *Integration Point* (*EZ-FTZ* no longer sold). Each year, I attend national conferences and expositions where the available FTZ software providers are present marketing their products with detailed promotions and demonstrations. In addition, I serve on the NAFTZ Automation Committee which teleconferences regularly to discuss the problems and challenges of the FTZ industry, including the interface of FTZ software with that of the recently promulgated electronic interface system of U.S. Customs - Automated Commercial Environment (ACE).

Up until 2000, Broward County's FTZ#25 was operated with FTZ software (PIC) developed "in-house". By Y2K, we could no longer support it and purchased *SmartZone.* The transition was formidable since we had several FTZ User companies requiring separate and secure databases. Soon after that, FTZ#25 added several more FTZ User companies, larger and more complex, exceeding the capabilities (and cooperation) of SmartZone. Please provide hard documentation supporting the prior in green. While there may be more documentation somewhere (over months the PE Director of Business Administration – Pia Thompson, PE Director of Finance – Mary Menares, Director of Information Technology – Loretta Malmstrom, PE Port Attorney – Russell Morrison, and FTZ Operator – Robert Jacob exchanged many communications regarding the lack of support and the existence of *SmartZone* FTZ software flaws with the owner of *SmartZone* FTZ software), I have only so far found the attached (Part of ETS Project # 219558 to Replace *SmartZone* FTZ software with *EZ-FTZ*) In 2008, we purchased *EZ-FTZ* (owned by HomeData (Rochester), Inc.). The transition was very challenging but very productive leading to much greater customer service, automated efficiencies, and electronic interface with U.S. Customs. EZ-FTZ has continued to serve the needs of FTZ#25 excellently to this day. Unfortunately, *EZ-FTZ* was purchased by a competing FTZ software provider (Integration Point, Inc.) and will no longer be supported beyond September, 2018. Why will EZ-FTZ no longer be supported? Homedata (Rochester) Inc. (owner of our current version of FTZ software (*EZ-FTZ*)) was bought by a competing FTZ software provider (Integration Point, Inc.) who markets and supports their own version of FTZ software (*Integration Point*) and they have decided to no longer support *EZ-FTZ* in favor of their own FTZ software (*Integration Point*). Therefor, we must transition to another FTZ software as soon as possible. Since FTZ#25 has added, and will continue to add, more FTZ User companies into the future, SmartZone and EZ-FTZ are not viable choices. That leaves *QuestWeb* and *Integration Point*.

QuestaWeb is used at a number of individual small or large manufacturing or distribution FTZ companies. Its provider has experience transitioning such individual FTZ companies from their existing FTZ software, including *EZ-FTZ*, to *QuestaWeb*. However, they have not transitioned an active, multi-company, large and small, manufacturing and distributing FTZ (such as our FTZ#25) from another FTZ software to its FTZ software. Please provide hard documentation supporting the prior statements in green . None available (Only FTZ#25 and FTZ#68 are operated similarly)

Integration Point, Inc., the owner and support provider for both *EZ-FTZ* and *Integration Point,* not only has the experience of transitioning 250 FTZ companies of all kinds from their existing FTZ software, including 70 from *EZ-FTZ*, to *Integration Point*. In addition, the same programming and support staff (formerly with HomeData (Rochester), Inc.) who performed the transition of FTZ#25 from *SmartZone* to *EZ-FTZ* in 2008 are now employed at Integration Point, Inc. They are all personally familiar with our staff, our multiple FTZ companies, our multiple FTZ activities, and currently provide support for our complex, multiple-company database activity and our growth. Being expert in both *EZ-FTZ* and *Integration Point*, they are in a position to make the most accurate, efficient, cost-effective and accommodating FTZ software transition for FTZ#25.

From: Mullen, Michael
Sent: Thursday, October 05, 2017 2:27 PM
To: Jacob, Robert <RJACOB@broward.org>
Cc: Hernandez, Jorge <jorhernandez@broward.org>
Subject: Additional Info - Only Reasonable Source - FTZ

Bob,

Please see below regarding section II. Justification, Only Sole Source/Uniqueness from the Sole Source/Only Reasonable Source Memo.

In reviewing the Only Reasonable Source memo, could you please provide additional info to support the below statement statements in italics?
"Integration Point FTZ software is used at multiple FTZs across the U.S. and has a proven track record. Integration Point, Inc., is a proprietary vendor offering the essential FTZ software and implementation expertise (data migration and training) required by this Department." Couldn't other FTZ software firms provide? What specifically sets Integration Point apart from other firms?

Could you please provide the supporting documents regarding the *"comprehensive evaluation of alternatives…"?* How specifically does Integration Point provide a smoother transition than an alternative firm?

Regarding, *"…and has functionality consistent with Broward County's methodologies*…". Could you please expound more? How are other firms inconsistent with Broward County methodologies?

I will review the Business Case section and will send you additional questions soon.

Thanks,

Michael Mullen, CPPB
Purchasing Agent
Purchasing Division
115 S Andrews Ave, Rm 212
Fort Lauderdale, FL 33301
954-357-6114
mmullen@broward.org

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Mullen, Michael

From: Jacob, Robert
Sent: Monday, October 09, 2017 1:38 PM
To: Mullen, Michael
Cc: Hernandez, Jorge
Subject: RE: Additional Info/Questions - Sole Source/Only Reasonable Source - FTZ Software

Follow Up Flag: Follow up
Flag Status: Flagged

Please see my responses below in green.

From: Mullen, Michael
Sent: Thursday, October 05, 2017 3:20 PM
To: Jacob, Robert
Cc: Hernandez, Jorge
Subject: Additional Info/Questions - Sole Source/Only Reasonable Source - FTZ Software

Bob,

Regarding the **Business Case (One/Most Reasonable Source or One/Most Reasonable Brand)** section of the memo:

"Integration Point, Inc., being the owner of Homedata (Rochester), Inc., since its takeover, is the owner of our current FTZ software (EZ-FTZ), employs the same former Homedata (Rochester), Inc., employees who transitioned us onto EZ FTZ (from our previous FTZ software), and have been expert at servicing our current FTZ software for the last ten years. These same employees and others within Integration Point, Inc., are also expert at supporting Integration Point FTZ software. No other company employs such a team of experts in both FTZ software. They have extensive experience in setting up, transferring data, and training for other FTZs transitioning from EZ-FTZ to Integration Point FTZ. No other company has the experienced employees who have worked with our unique and complex FTZ over the last ten years." **What guaranty does Broward County have that the same employees who are familiar with the current FTZ software will also be the same key personnel if Broward County awards to Integration Point? Do you have the current personnel names that are familiar with and have experience with Broward County's FTZ software? Ruth Tjostheim, Liz Connell, Dave Dill, and Phillip Ewing form the core of those intimately familiar with FTZ#25**

For clarification, is EZ-FTZ software and Integration Point FTZ software exactly the same? If not, could you please state the differences? They are two separate and distinct software programs that perform the same core functions of inventory control, recordkeeping, and U.S. Customs permit processing required to satisfy the rules, regulations, and requirements of U.S. Foreign-Trade Zones (19 CFR., Part 146 and 15 CFR 400). Each have different screen appearances, work flows, formats, etc., but perform the same processes required by law to keep track of all merchandise entering, leaving, and manipulated/manufactured in the active FTZ facilities.

"Integration Point, Inc.'s FTZ software, both EZ-FTZ and Integration Point FTZ software, are widely used by most of the FTZs in the U.S…." **Do you have any documentation supporting this statement? I am sure that Integration Point, Inc., could provide their list of customers who I estimate to be over 250 nationwide.**

"Integration Point has always maintained their software to a high standard of compliance with all rules, regulations, and laws governing FTZs. They have been highly proficient at automatically upgrading their product as changes occur in the regulatory environment." **Would other FTZ software providers need to comply with the same rules, regulations? What is different about Integration Point compared to the other firms? Yes, all FTZ software must comply with the same**

requirements, but Integration Point, Inc., has a great reputation for reacting quickly or in advance of changes (with government task forces). They are the industry leader in FTZ software and have many other products and services that span the entire global trade arena.

Thanks,

Michael Mullen, CPPB
Purchasing Agent
Purchasing Division
115 S Andrews Ave, Rm 212
Fort Lauderdale, FL 33301
954-357-6114
mmullen@broward.org

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

Broward County provides electronic bidding services for our vendors through ***BidSync.*** Please register your company with ***BidSync*** in order to participate in future bidding opportunities, the free registration process will take less than five minutes. If you are already registered with ***BidSync***, log in to ***BidSync*** to update your vendor profile to include Broward County as one of your agencies for solicitation notification.

Mullen, Michael

From: Jacob, Robert
Sent: Friday, October 13, 2017 1:20 PM
To: Mullen, Michael
Cc: Hernandez, Jorge; Cohen, Mitchell
Subject: RE: Cost/Benefit Analysis - FTZ Software

Follow Up Flag: Follow up
Flag Status: Flagged

See below in red.

From: Mullen, Michael
Sent: Friday, October 13, 2017 11:07 AM
To: Jacob, Robert
Cc: Hernandez, Jorge ; Cohen, Mitchell
Subject: RE: Cost/Benefit Analysis - FTZ Software

Hi Bob,

Thanks for your responses below. Just see one yellow highlight below.

Thanks,

Michael Mullen, CPPB
Purchasing Agent
Purchasing Division
115 S Andrews Ave, Rm 212
Fort Lauderdale, FL 33301
954-357-6114
mmullen@broward.org

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

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From: Jacob, Robert
Sent: Monday, October 09, 2017 3:51 PM
To: Mullen, Michael <MMullen@broward.org>
Cc: Hernandez, Jorge <jorhernandez@broward.org>; Cohen, Mitchell <MICOHEN@broward.org>
Subject: RE: Cost/Benefit Analysis - FTZ Software

Please see my responses below in green.

From: Mullen, Michael
Sent: Thursday, October 05, 2017 5:14 PM
To: Jacob, Robert <RJACOB@broward.org>
Cc: Hernandez, Jorge <jorhernandez@broward.org>; Cohen, Mitchell <MICOHEN@broward.org>
Subject: Cost/Benefit Analysis - FTZ Software

Bob,

Regarding section **III. Comparative Market Research, Cost/Benefit Analysis:**
"Port Everglades Department considers the estimated cost fair and reasonable, based on the cost of the currently-used FTZ software's license, implementation, and technical and consulting services, linkage development, data migration, annual support services and the cost of similar products on the market." **Could you please provide the dollar cost estimates for similar products? $200,000 Initial Set-up + $75,000/Yr. Support**

"While other software vendors may offer competitive "Software-as-a-Service processing", the pricing for transitioning FTZ#25 (implementation, technical and consulting services, linkage development, data migration, annual support services) will be much higher considering their unfamiliarity with our complex, high volume, FTZ Users." **What would be the pricing difference in dollar figures for transitioning? Similar to the question above. $100,000**

What other FTZ's are there that are very similar to Broward County's FTZ? Just one. Please provide a list. FTZ#68 What FTZ Software are they currently utilizing? *Integration Point*

If another FTZ software vendor was selected, and if there were implementation difficulties or issues that causes delays; what could be a conservative estimated potential loss for the County in dollar figures? $100,000 in FTZ Transaction Fees + 250 private sector FTZ jobs =$ 10,000,000? + 10 private sector business investment = $ 20,000,000? + Port cargo revenue = $?????? What would be the potential fines/penalties issued by the Customs and Border Protection for a poor performing Inventory Control and Recordkeeping System (ICRS)? $1,000,000 Has Broward County ever incurred fines/penalties for this? No Does the Customs and Border Protection have a rating/scoring system for poor performance of the ICRS? No, but our FTZ Bond is set at $1,000,000. Could you please explain/elaborate how the bond would be utilized in a scenario? If CBP finds FTZ Operator in violation of any rule, regulation, or requirement, CBP can issue penalties in the amount of $1000/day per violation and Liquidation Damages up to the amount of our FTZ Bond. Deviations/ discrepancies in the software's programming and database from prescribed inventory control and recordkeeping requirements (19 CFR, Part 146) would qualify for such action.

What is the direct dollar figure in revenue that Broward County obtains from operating the FTZ? $365,000/yr. What is the residual or indirect dollar figure in revenue that Broward County either as a government entity or as the entire county as an economy receive/generate from the FTZ? Value-Added from FTZ Activity = 109,372,940/yr.+ How many user companies utilize the FTZ? 20 + How many remote FTZ sites does Broward County have? 19 +

Thanks,

Exhibit 4

Mullen, Michael

From: Walbridge, Karen
Sent: Friday, July 28, 2017 10:59 AM
To: Hernandez, Jorge
Cc: Byrd, Carla; Jacob, Robert; Mullen, Michael
Subject: RE: FTZ software replacement procurement project

Jorge:
Thank you for this excellent information. It will be helpful to us when we assemble the Request For Information (RFI) as well as the ultimate Board Agenda Item for the final replacement Agreement.
Again, thank you.
Karen Walbridge, Purchasing Manager
Broward County Purchasing Division
Phone: 954-357-7306

From: Hernandez, Jorge
Sent: Friday, July 28, 2017 10:52 AM
To: Walbridge, Karen
Cc: Byrd, Carla ; Jacob, Robert
Subject: FTZ software replacement procurement project
Hi Karen –
As discussed, the FTZ software utilized by the County is a critical element of our operation. For context: our zone is the third largest in the U.S. in terms of exports. During FY2015, $291M worth of merchandise was received and $295M was forwarded. The average on-hand inventory value was, on average, $23M; consisting of 710 HTS classifications (20,000+ part numbers) from 144 different countries. Without the FTZ software in place, the international operations of 15 companies—plus the ones we are in the process adding—will come to a standstill.
The volume and complexity of merchandise passing through the FTZ is high and unique—we believe there is maybe one other FTZ in the U.S. that operates the way we do. Therefore, it is critical that the FTZ replacement procurement project be completed in a timely manner to allow for a smooth transition. We strongly advice to have to have the procurement is completed by January 2018.
Thanks,
Jorge Hernández
Enterprise Director of Administration
Port Everglades Department
1850 Eller Drive
Fort Lauderdale, FL 33316
(954) 468-3501 (954) 525-1910 fax
www.broward.org/port
jorhernandez@broward.org

Exhibit 5

Mullen, Michael

From: Will Coffey <Will.Coffey@IntegrationPoint.com>
Sent: Wednesday, October 18, 2017 5:30 PM
To: Mullen, Michael
Cc: Clay Perry; Nicoletta Hernandez
Subject: Integration Point follow-up
Attachments: GAP Analysis_2017BrowardCounty.pptx

Hi Mike,

Good to talk with you the other day. I just wanted to get back to you with some further info based on your questions. Please see some of my responses below.

- Was HomeData (Rochester) acquired by Integration Point?

  Yes, this occurred back in 2010 when EZFTZ was acquired. See link below:
  http://www.integrationpoint.com/ezftz.html

- What similarities and differences does IP have with EZFTZ?

  Attached is a PPT presentation that we provide for EZFTZ clients that are looking to convert to IP that has some comparisons of two platforms in key areas.

- Is there a cost savings or streamlined implementation timeline for being an EZFTZ conversion project versus a new FTZ implementation?

  We do not charge additional fees for the conversion of EzFtz master data into Integration Point master data. That is a service that we include at no additional charge since we own both solutions. There are also certain efficiencies that are gained for a conversion project as opposed to a greenfield FTZ project, so many times based on the complexity and size of the site we can see reduced implementation timelines as well. This varies by project however.

Please let me know if you have any further questions we can help to answer. If you are looking for any kind of product demonstrations as well, we can gladly make ourselves available for that. Just let us know.

Thanks,

Will Coffey
Global Solutions
Integration Point
Phone: +1 (704) 576-3678 ext. 1081
Mobile: +1 (864) 884-6028
Find Us: Web Blog Twitter LinkedIn

EZ-FTZ

EZ-FTZ

As of January 1, 2010, EZ-FTZ has joined the Integration Point family.

For support of the EZ-FTZ product, click here.

Integration Point Foreign-Trade Zone software is a web-based solution with robust functionality to address the needs of zone operators, in all industries, throughout the US. You can find our Foreign-Trade Zone software supporting zone operators in industries such as:

- Petroleum
- Apparel, Footwear & Textile
- Retail
- Automotive
- Pharmaceutical
- Third Party Logistics Providers

Whether you are just starting a sub-zone or participating in a general purpose zone, Integration Point FTZ is the industry standard in managing zone operations and optimizing savings. Click here to learn more about our Foreign-Trade Zone software.

The FTZ software is part of the Integration Point Global Trade Management solution, which companies use to manage and automate other import export processes and compliance such as: Importer Security Filing (10+2), free trade agreement qualifications, denied persons screening, product classifications,

export compliance, import compliance, and Entry Verification.

GAP Analysis
EZ vs IP

Produced by Nicoletta Hernandez

Exhibit 7
Page 1 of 16
Exhibit 1
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Points to be Covered

- Technical Setup
- Scalability/Adaptability
- User Interface
  - Reporting
- Cost
- Summary

Exhibit 7
Page 2 of 16
Exhibit 1
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Technical Setup

EZFTZ

Software Platform

- Oracle Database
- MS Access User Interface
  - "Open" user interface that allows users to run multiple select and update queries against *all* tables

Integration Point (SaaS)

Software Platform

- SQL Server Database
- Web based User Interface
  - User Interface that allows users to run multiple select and update queries but with more tracking and limits to the users ability to change data without logging all steps

Exhibit 7
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Exhibit 1
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Technical Setup (cont.)

EZFTZ

Deployed as self hosted software

- Hosted by Broward County
- ?? SSAE 16 Data Center
- 1 – 2 new releases a year, and are required to be installed released by customers IT department
- ?? Rollout is dependent on Broward County's testing life cycle and available time to do so
- Patches released for updates driven by CBP directed changes

Integration Point (SaaS)

Deployed as Software-as-a-Service (SaaS)

- Hosted by Integration Point (nothing for you to install or support on your side)
- SSAE 16 Data Center
- Automatic Recurring 6 to 8 Week rollout of new releases
- Automatic real time updates for CBP directed changes
- Unlimited help desk support
- Dedicated environment

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Scalability/Adaptability

EZFTZ

Scalability

- New licenses for EzFtz are no longer sold in the marketplace
- No massive modifications to accommodate platform upgrades
  - new versions of Windows/Access/Oracle
- Continued support of all existing customers in the environment presently supported with EzFtz since 2010

Integration Point (SaaS)

Scalability

- 100% FTZ Implementation success rate across 200+ zones
- Highly Scalable and Secure Architecture which gives Integration Point the ability to easily scale to business growth and transaction volume increased
- Server speed and processing times are constantly being monitored to ensure optimal performance
- Additional GTM products available as compliance needs grow

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Integration Point Locations

Scalability/Adaptability (cont.)

EZFTZ

Adaptability

- Connectivity with some Brokers and Regulatory Agencies
- For Broward County we have feeds from some clients and Broward County manually updates data for others

Integration Point (SaaS)

Adaptability

- Connectivity with Major Brokers, Carriers, and Regulatory Agencies
- Single Integration to Business Systems (SAP, Oracle, QAD, Infor, etc.)
- One Platform to Facilitate Global Trade

Exhibit 7
Page 7 of 16
Exhibit 1
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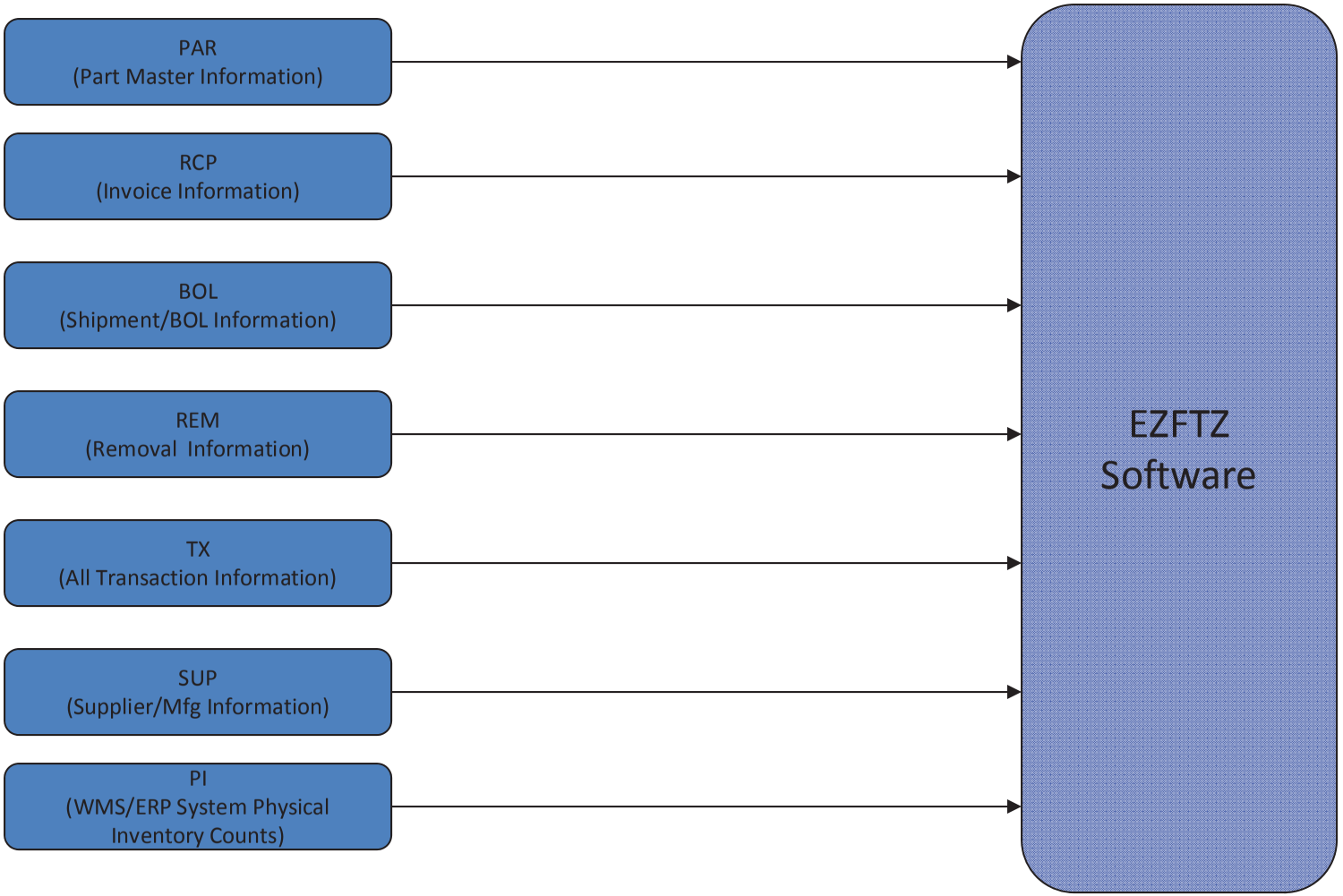
User Interface
(Ezftz Feed Flow Diagram)



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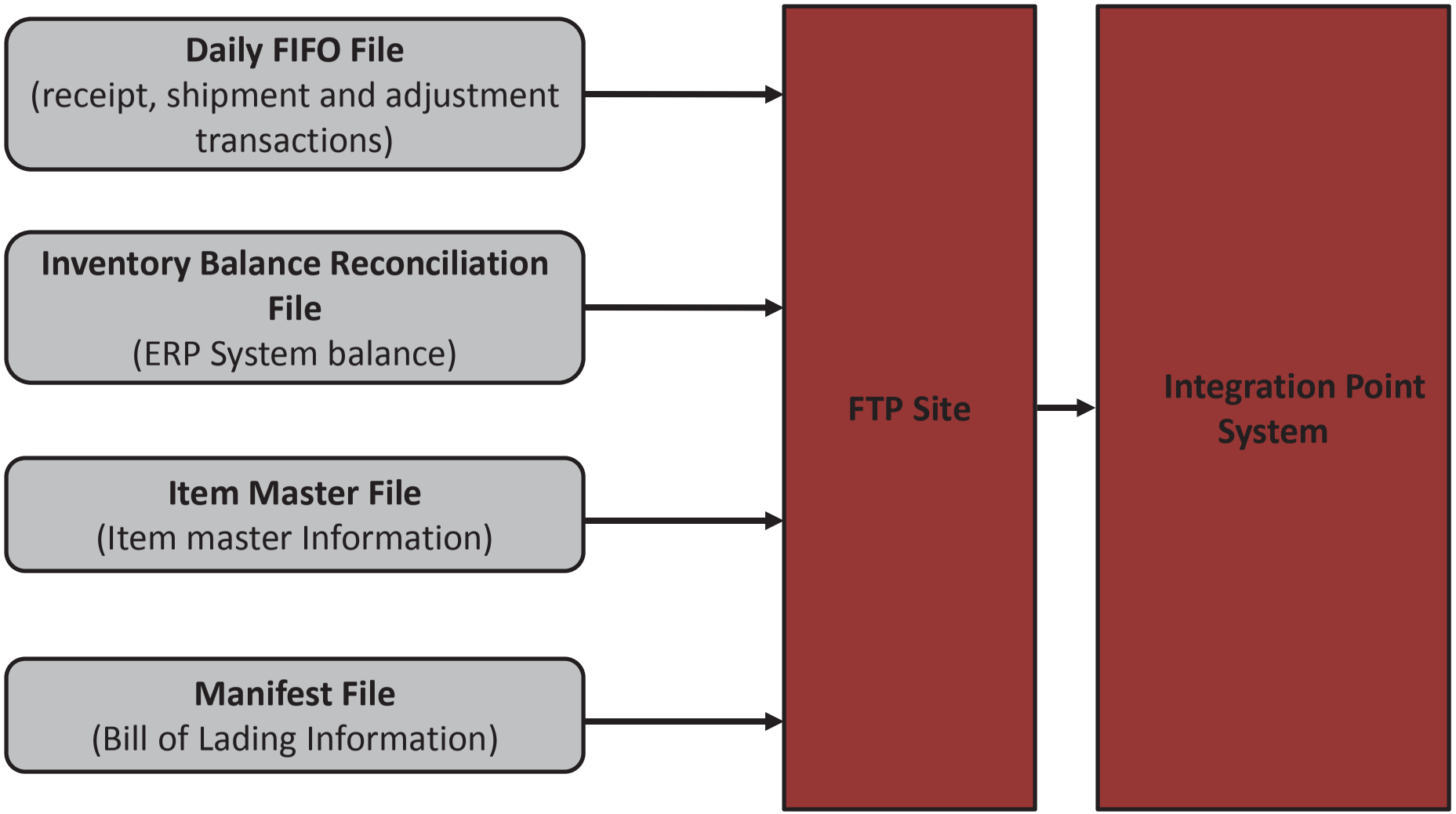
User Interface
(Integration Point Feed Flow Diagram)



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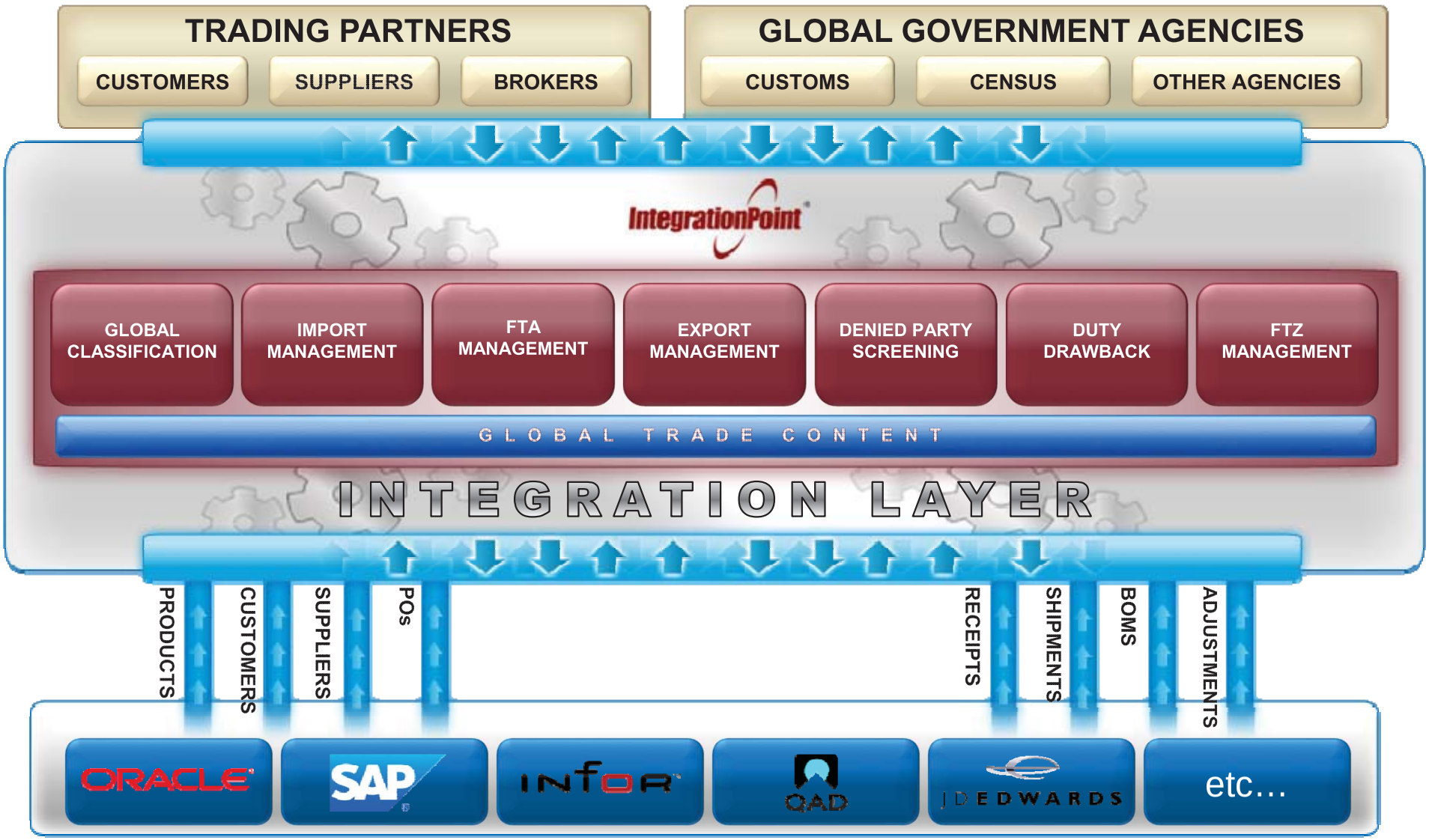
Integration Point offers Broward County one platform for all compliance needs



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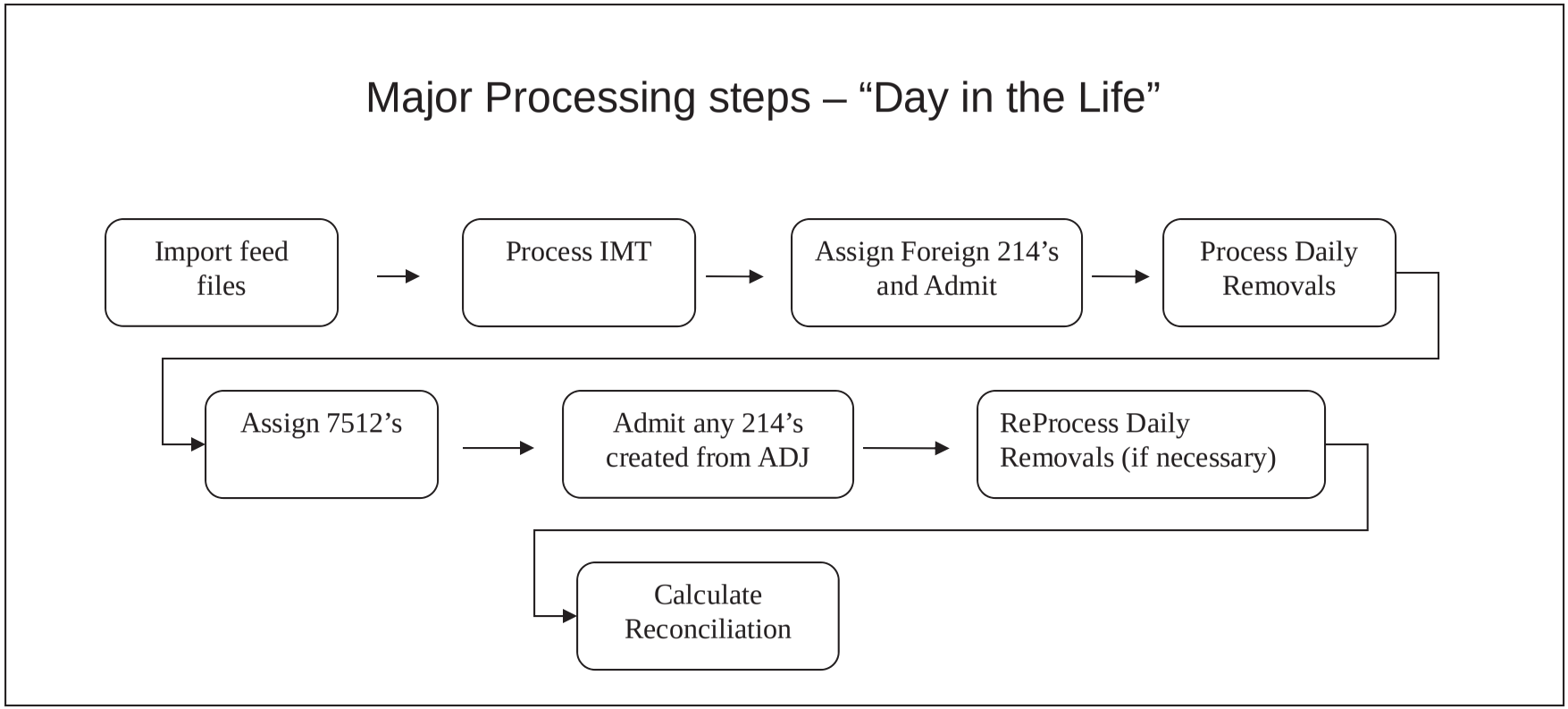
User Interface
(Day in the life of …)

EzFtz



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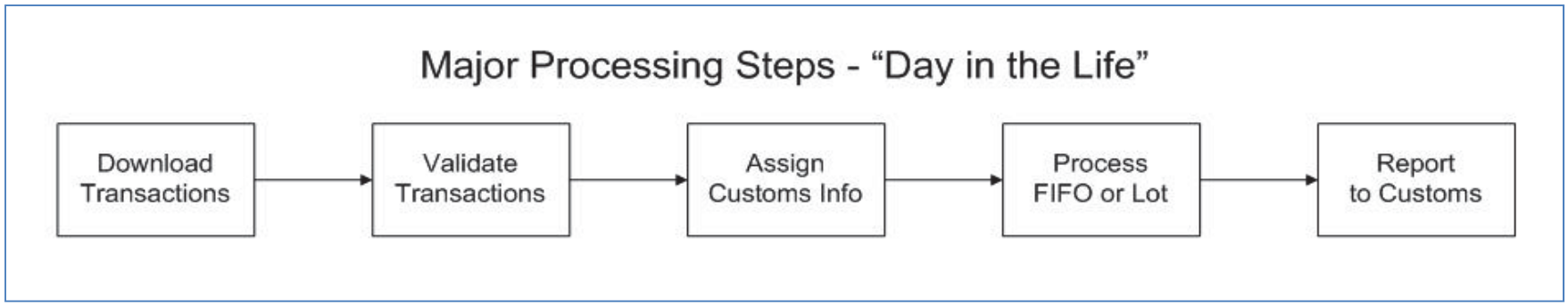
User Interface
(Day in the life of ...)

Integration Point



- Each of these "boxes" represents a process checkpoint in the system to ensure that everything is complete and compliant and reported to CBP in a timely manner.

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Reporting

EZFTZ Reporting:

- All customs forms
  - CF214
  - CF3461
  - CF7501
  - CF7512
  - CF349
  - Annual Board Reports
  - Annual Recon Reports
- Inventory Reports
- Accounting Reports
- Auditing Reports
  - IMT Logs
  - Audit trails for Entries and admissions
- User written queries and reports, done using support hours

Integration Point Reporting:

- All customs forms
  - CF214
  - CF3461
  - CF7501
  - CF7512
  - CF349
  - Annual Board Reports
  - Annual Recon Reports
- Inventory Reports
- Accounting Reports
- Auditing Reports
  - IMT Logs
  - Audit trails for Entries and admissions (form Tracer)
- User written queries can be done using a drag and drop tool for easy user generated queries

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Cost

EZFTZ

Hosted by Broward County

Broward County responsible

- Server Cost
- Software Licenses
- Applying Upgrades/Patches
- Hardware Updates
- Back Ups

Integration Point (SaaS)

Hosted by IP

IP responsible

- Server Cost
- Software Licenses
- Applying Upgrades/Patches
- Hardware Updates
- Back Ups

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Cost (cont.)

EZFTZ

Yearly Maintenance Charge:

- Includes code upgrades
  - Up to twice a year if your team is applying them
- 100 hours of help desk support per year
- Hosting cost NOT included

Integration Point (SaaS)

Yearly Subscription Fees:

- Includes code upgrades
  - Every 6 -8 weeks
- Unlimited help desk support per year
- Hosting cost included
- Include e214 automated filing (if you want it)

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Summary

Both EzFtz and Integration Point are recognized as great FTZ applications that can be strong tools to helping you be the most efficient and compliant zone you can be.

Integration Point does have the benefits of being hosted so you can work from anywhere you have an internet connection, being one application in a suite of Global Solutions that you can utilize over all of your companies divisions, not just US FTZ, and is growing ever day in versatility and user friendliness. Many clients who have converted have found the process to be the perfect opportunity to reevaluate and reestablish best practices in their FTZ and compliance departments.

EzFtz does have the benefit of being the software your team has grown accustom to. The software is a legacy system but there are no specific dates that this application will be sun setting. We can discuss new processes and opportunities to make your existing instance more efficient but have not been selling in the marketplace since 2009.

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Exhibit 8

FTZ ICRS SOFTWARE COMPARISON TABLE

	EZ-FTZ (Current Software)	***Integration Point FTZ***	***Smart Zone™*** (Former Software)	***Questaweb***
1 - Compliant with CBP Regulations (Customs regulations governing FTZs)	√	√√	√	√
2 - The Vendor must have extensive experience in successfully deploying and maintaining the FTZ ICRS software at multiple, medium/large/complex general-purpose FTZ's (as opposed to quite dissimilar smaller / special-purpose / manufacturing FTZ's).	√√	√√√	√ -	√
3 - Depth / Experience with Programming and Training (especially number of programmers on staff dedicated to on-going FTZ ICRS software maintenance and development)	√√	√√√	√	√
4 - Compatible with Operator/User IT equipment / connectivity. Compliance, Upgrade and Customization Responsiveness	√	√	√ -	√
5 - User-friendly Screen Flow, Error Prevention and Correction (built-in filters and tools to prevent or correct data input errors – human or otherwise)	√√	√√	√ -	√√
6 - Deployed at General-purpose FTZs	√	√√	√	√
7 - No charge setup/license fees for additional FTZ Sites/Users	√			
8 - Provides installation and data migration services	√	√	√	√
9 - Experience migrating data from EZ-FTZ to their FTZ software	√	√√√		√
10 - Provides connectivity to CBP/BOC (includes software to electronically interface and exchange required information with the automated systems of U.S. Customs and Bureau of Census)	√	√√	√	√
11 - Provides built-in and ad hoc Report capability	√	√	√	√
12 - Provides favorable Maintenance Support Service Terms and Conditions.	√	√	√	√
13 - Provides Robust Data Security Capabilities	√	√	√	√
14 - Provides Robust Disaster Recovery Capabilities	√	√√	√	√
15 - Web-based Option	√	√√	√	√
16 - Programmers/Support staff experienced in both EZ-FTZ and their software	√√	√√√		
17 - Programmers/Support staff experienced working with the personnel of all the existing FTZ Users and the Operator / Operator staff / BC-ETS at FTZ#25	√√√	√√√		
18 - Programmers/Support staff experienced with FTZ#25's unique access control model (limits FTZ Users to data input and report production only)	√√	√√√		
19 - Programmers/Support staff experienced with set-up / installation and data migration of all the multiple / complex FTZ Users at FTZ#25 from one FTZ software to their FTZ software	√√√*	√√√*		
20 - Experience in successfully deploying and maintaining their FTZ software at another Operator at FTZ#25		√√**		

* In 2007, Programmers/Support staff of Homedata (Rochester), Inc. (including those currently with Integration Point, Inc.) successfully transitioned all FTZ Users at FTZ#25 from ***Smart Zone™*** to ***EZ-FTZ***.

** In 2015, Programmers/Support staff of Integration Point, Inc. (including those formerly with Homedata (Rochester), Inc. and currently with Integration Point, Inc.) successfully transitioned Toyota Tsusho America, Inc., a former FTZ User and current FTZ Operator at FTZ#25, from ***EZ-FTZ*** to ***Integration Point FTZ***.

√ = A checkmark indicate that the item is satisfied. Multiple checkmarks indicate more robust satisfaction. Negative (-) markings indicate borderline satisfaction.