




DATE: March 06, 2018

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU: Doug Wolfe, Aviation Assistant Director

FROM: Angela Scott, Information Systems Administrator 

PROJECT TITLE: Maximo Professional Consulting Services

REQUISITION NO.

SOLE SOURCE/SOLE BRAND REQUEST

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

Broward County Aviation Department (BCAD) requires professional consulting services for the upgrade, programming, implementation and training for the Maximo Enterprise Asset Management system. This request was previously approved on December 30, 2015 (attached), and EDI was deemed the most reasonable source to provide professional consulting services for the amount of \$467,500 for the upgrade, programming, implementation and training for the Maximo Enterprise Asset Management system. This original request was signed by the Director of Purchasing and approved by the Board.

On December 27, 2016, EDI was re-approved as the most reasonable source (attached) to provide airport specific Maximo upgrade solutions via on-site consulting services to provide a Needs Assessment for the Aviation Department in the amount of \$29,950. This assessment was required in order to determine the scope of work for the larger project, originally estimated at \$467,500, which would provide consulting services, implementation and training for the following components:

- FAA compliance with Part 139, Notice to Airmen (NOTAM) and overall airside and landside maintenance operations criteria
- Airport Inventory/Materials Management
- Procurement Management (in Maximo and two-way integrations to Airport ERP's)
- Airport Specific On-Line Work Request Module
- Airport Vendor Compatibility
- Airport GIS as it relates to Asset Management

Upon completion of the Needs Assessment in June of 2017, additional project components were identified and require additional dollars in the overall consulting services amount, designated as most reasonable source. BCAD would like to obtain approval for these dollar estimates prior to moving forward with any services for the prior approved components, as well as the additional consulting services for the new project components to include:

- The EDI Strategic Airport Asset Manager (eSAAM) which includes customizations and extensions in Maximo unique to airports for the direct integration of Maximo with Part 139 airfield inspections, directly linking airfield inspection criteria through an integrated NOTAM module (a specific format for reporting to the Federal Government).

Configurations include:

- Airport Location and Asset Hierarchies based on a comprehensive Airport structure for the

best in class Life Cycle Asset Management

- Risk Prioritization Numbers (RPN) - the built in Risk Module to help identify the assets that are the greatest risk to the Airport
 - Airport Failure Class Hierarchy
 - Security Door Database and Key Management
 - Tenant Chargeback
 - SuiteReq work requestor tool for airport and airline employees, contractors, concessionaires, and passengers.
 - QR Code Customer Feedback tool that ties into Airport Specific work request tool
 - System Classification Boundary Diagrams (SCBDs) - how to build them and how to utilize them with controls to enforce asset record data compliance.
 - Airport Specific Maintenance program
 - Fully vetted Airport Specific Job Plans
 - Complete data loading through the Customer Questionnaire
 - Mobile solution that works when out of Wi-Fi range. (Native Off-line support)
 - Airfield Inspections, Facility Inspections, NOTAM, and Airport specific lock shop functionality
 - Spare parts and inventory management
 - Organizational Change Management, system documentation and complete process documentation
 - Comprehensive training
-
- Implementation of the DataSplice mobile solution for the Part 139 Inspections to allow Airside and Landside Work Management in the field.
 - The Airport Safety Management System (SMS) Module to track FAA Part 1542 requirements and streamline compliance in coding and reporting incidents, investigations, security cases and audits.
 - Configuration of FEMA Reporting tools for tracking and developing disaster recovery reports.
 - ERP integration with SAP including inventory and purchasing workshops and the development of standard operating procedures, including the management and reporting of P-Card transactions.
 - Implementation of an asset naming convention and the creation of Classifications to drive location space naming convention as it relates to GIS and asset management. This will allow BCAD to handle incidents using a functional hierarchy of asset and location structure as defined in the Maximo system.
 - Provide and implement assets and location on boarding SOPs for effective maintenance program.
 - Establish and implement several key Asset Meters and Condition Monitoring to establish an effective Reliability Centered Maintenance (RCM) strategy.
 - Implement the Preventative Maintenance Module of Maximo as a major step toward a mature maintenance program.
 - Implement key Routes and Inspections.

- Implement Building Information Model (BIM) integration through standard IBM BIM integration utility.
- Implement Maximo Spatial and work with BCAD SME's to integrate Maximo to ESRI GIS.
- Implement the Inventory module of Maximo to significantly improve the Warehouse and Inventory Control process. This includes implementing processes for effective storage and distribution of Maintenance Repair and Operations (MRO) Inventory including consumable parts, spare parts, rotating items, risk managed spares, attic stock, vendor managed inventory, and lost and found.
- Review, transform, and migrate data.

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:

EDI is an IBM Premier Business Partner and has implemented Maximo in more airports in North America than any other Maximo authorized services vendor. EDI has developed the Airport-specific industry solution, Strategic Airport Asset Manager (eSAAM), which is a comprehensive software solution for Airports. eSAAM is the only solution of its kind due to the customizations and extensions in Maximo that addresses the Enterprise Asset Management requirements unique to airports. EDI's airport-specific modules and configurations provide an integrated NOTAM Module that exceeds FAA's criteria for the development and distribution of NOTAMs. These records are directly linked to the Part 139 Inspection criteria and the overall airport specific maintenance operations. Airports must comply with Part 139 federal regulations established by the FAA when reporting malfunctioning assets on the airside and landside area. eSAAM is a solution that is directly integrated with Maximo for Part 139 airfield inspections that directly links airfield inspection criteria and an integrated NOTAM module (a specific format for reporting to the Federal Government). EDI's airport-specific solution provides an integrated NOTAM Module that exceeds the FAA's criteria for the development and distribution of NOTAMs. These records are directly linked to the Part 139 Inspection criteria and the overall airport specific maintenance operations.

EDI has also developed an Airport specific Safety Management System (SMS) utilizing the Maximo infrastructure. This is the only Maximo-based SMS solution developed for airports. In addition, EDI has developed an airport specific On-Line Work Request Module with specific configurations that allow all airport personnel, airline employees, concessionaires and contractors to make requests they see from anywhere to correctly open detailed service and work requests in Maximo.

The consulting offered through EDI's specialized implementation services are for solutions developed, marketed, and supported solely by EDI. No other vendor has the rights to provide these customizations for the Maximo system. EDI has extensive experience implementing Maximo over the last 16 years at dozens of airports in North America, making them unique among Maximo authorized consulting service providers as no other vendor compares to EDI's Aviation Industry experience. EDI has provided Maximo consulting services to the following airports; Toronto Pearson International, Denver International, Detroit Metro, Las Vegas McCarran International, Los Angeles World Airports, Massachusetts Port Authority, Orlando International

Airport, Philadelphia International Airport, Seattle/Tacoma International, Austin-Bergstrom International, Southwest Florida International, Halifax Stanfield International, and Vancouver International Airport.

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:

EDI was approved as the most reasonable source on December 30, 2015 for professional consulting services in the amount of \$467,500 for the upgrade, programming, implementation and training for the Maximo Enterprise Asset Management system. This original request was signed by the Director of Purchasing and approved by the Board. On December 27, 2016, EDI was re-approved as the most reasonable source to provide airport specific Maximo upgrade solutions via on-site consulting services to provide a Needs Assessment for the Aviation Department in the amount of \$29,950. This assessment was required in order to determine the scope of work for the larger project. Upon completion of the Needs Assessment in June of 2017, additional components were identified that require additional dollars. BCAD has reviewed the Return on Investment document (attached) provided by the IBM Eagle Team as part of the evaluation of this procurement. BCAD is requesting approval for EDI to again be deemed as the most reasonable source for consulting services in order to procure Airport-specific consulting services for the Maximo system.

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: 1,353,145 Contract length (if applicable): 5 years

Expenses to date: 29,950

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

If yes, when and by whom? Yes, to Aviation

How was item/service procured? Reasonable source

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

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.

There are considerable challenges BCAD would face by moving to an alternate software solution based on these airport-specific system requirements. The airport asset management system requires the flexibility to accommodate this customization to comply with Sensitive Security Information (SSI) restrictions and changes in Federal mandates imposed by the TSA, FAA, and other airport regulatory agencies. The current Maximo system allows BCAD this flexibility to maintain regulatory compliance and realize operational efficiencies for these processes.

From a cost perspective, the replacement of the Maximo system would come with a significant initial expenditure for BCAD. Implementing and maintaining a new asset management system would require BCAD to incur additional expenses for new licenses, as well as significant time and monetary investment for

training both technical and user level staff. To date, BCAD has made a total investment of approximately \$340,000 in the Maximo asset management system.

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"

Angela Scott		3.6.18
REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)	DATE
Doug Wolfe		3.6.18
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 IBM Maximo Asset Management software application, upgrades, modules, maintenance and technical support was standardized by the Board on 8/12/14, Item 87; however implementation services may be competitively bid through IBM authorized Maximo business partners. A most reasonable source request was previously approved on December 30, 2015, and EDI was deemed the most reasonable source to provide professional consulting services for the amount of \$467,500 for the upgrade, programming, implementation and training for the Maximo Enterprise Asset Management system. This original request was signed by the Director of Purchasing and approved by the Board. This updated most reasonable source request is required in order to add additional dollars to the approved consulting services dollar amount, designated as most reasonable source. BCAD finds EDI remains the most reasonable source to provide these Airport-specific consulting services for the Maximo system.

See attached Purchasing Agent recommendation and Signature

Purchasing Agent Signature: Isha Taylor-Salmon

Date:

Purchasing Manager Signature: KAREN WALBRIDGE

Digitally signed by KAREN WALBRIDGE
DN: dc=city, dc=broward, dc=bc, ou=Organization, ou=BCC,
ou=PU, ou=Users, cn=KAREN WALBRIDGE
Date: 2018.04.03 16:01:37 -0400

APPROVAL AUTHORITY

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature: GLENN MARCOS

Digitally signed by GLENN MARCOS
DN: dc=city, dc=broward, dc=bc, ou=Organization, ou=BCC,
ou=ETS, ou=ERP, ou=Users, cn=GLENN MARCOS
Date: 2018.04.17 13:22:59 -0400

Date: 4/17/18

Project Title: Maximo Professional Consulting Services

Purchasing Agent Justification for EDI

EDI is the most reasonable source to provide professional consulting services for the upgrade, programming, implementation and training for the Maximo Enterprise Asset Management System. EDI develops and owns rights to their specific customizations for the Maximo system.

EDI was approved in December 2016 and 2017 as the most reasonable source to provide airport specific Maximo solutions. Although other IBM authorized Maximo can provide implementation services, EDI has developed airport specific industry solutions recognized by IBM including EDI's Strategic Airport Asset Manager (ESAAM), which allows for customizations and extensions in Maximo which addresses the enterprise asset management typical and unique to airports.

It would not be feasible at this time to use an alternate solution due to the significant cost for replacement. Additionally, BCAD has made significant investments in the Maximo Asset Management System.

It is therefore recommended the EDI be designated at the most reasonable source for this procurement and request authorization to negotiate a two-party agreement for five years.

Purchasing Agent Signature: Isha Taylor-Salmon

Digitally signed by Isha Taylor-Salmon
DN: dc=cty, dc=broward, dc=bc
ou=Organization, ou=BCC, ou=PU, ou=Users,
cn=Isha Taylor-Salmon
Date: 2018.04.03 15:25:13 -0400

Date: March 3, 2018