



DATE: 02/06/19

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU: Michael Nonnemacher, Aviation Chief Operating Officer

FROM: Angela Scott, Information Systems Administrator

PROJECT TITLE: Trimble Navigation-Prolog Manager Prolog Converge Software Support & Maint. Renewal

REQUISITION NO. AVI-636

SOLE SOURCE/SOLE BRAND REQUEST

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

The Aviation Department ("BCAD") is requesting to sole source and sole brand the procurement of the Trimble, Inc., Navigation - Prolog Manager and Converge Software Support & Maintenance Renewal. BCAD currently uses the Prolog Manager Prolog Converge software licenses as part of the Construction Management Program for the Aviation Department. In addition to licensing, Trimble, Inc., supplies us support and maintenance for all licenses in the form of email and phone technical support as well as new software updates and patches via their Support web portal. Trimble, Inc., also provides us with consulting services in the form of consulting hours used to aid BCAD in business and advanced technical decisions relating to use of the Prolog Manager Prolog Converge systems as well as assistance and implementation of new work-flows and customized configurations of the above systems. This may also include assistance in migration of data to new Trimble, Inc., products or add-ins. Finally, Trimble, Inc., offers us consulting hours for use in the training of BCAD Project Managers and Executive Staff in introductory and advanced training topics via both remote and on-site training sessions. Prolog Manager Prolog Converge is a proprietary construction project management software application engineered, developed, and maintained exclusively by Trimble, Inc., Navigation. Technical support and maintenance services are solely performed by Trimble staff and Trimble, Inc., Navigation is the sole provider of these services.

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:

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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:

The Aviation Department's contracted PMO (Program Management Office) managing the Airport's construction projects uses the Trimble, Inc., software platform, including Prolog Manager Prolog Converge. It is critical that the Aviation Department be able to interface and exchange data with their Prolog system as needed. This compatibility is required to gain efficiencies in communications and project reporting. In addition, Aviation will be able to leverage the knowledge of PMO staff for the existing Prolog platform, minimizing training required for staff.

The Prolog Manager Prolog Converge software products have centralized the data so that multiple dashboard reports can be created from a centralized database to manage the construction projects with the PMO. In addition to the PMO, the majority of the Airport contractors use Prolog to manage their projects, allowing Aviation to develop a streamlined and consistent way of managing construction projects.

Prolog is the leading construction project management software solution for contractors and other GEC firms, providing a complete system of record for managing project information for both field work and the back office. Prolog will allow Project Managers accountable for construction costs, scope and schedules, to hold project teams accountable for the successful delivery of airport projects. Standardizing on Meridian Prolog Manager Prolog Converge with our PMO and contractors has allowed Aviation to better manage construction projects in the following areas:

Cost Control

- Budgets, costs, commitments, contracts, change orders, potential CO, cash flow forecasting, invoicing and payments

Field Administration

- Closeout logs, employee tracking, daily work journals, notices to comply, punch lists, and safety notices

Reporting

- Configurable dashboards and access to more than 400 standard reports

Aviation Department acquired the original 20 Prolog licenses (14 concurrent and 6 named types) through a prior consultant contractor agreement with URS Corporation; an engineering and construction services contractor. URS's contract was terminated with Aviation and those licenses were re-assigned to BCAD by the vendor. Then through sole source sole brand designation, BCAD upgraded the licenses and entered into a software support and maintenance agreement under contract A1157912A1. This request is to sole source sole brand the procurement of the support and maintenance of these licenses.

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: 25,000.00 per year Contract length (if applicable): 1 years plus 4 renewals

Expenses to date: 137,096.16

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

If yes, when and by whom? March 2014

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

What is the current contract (MA) or purchase order number? A1157912A1

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.

This is a proprietary item and there are no alternate vendors available to provide support and maintenance for the Prolog software licenses. If a new system for Aviation and construction partners was to be procured, it would cost Aviation in excess of \$350,000 to acquire the new software, train staff, and enter into a support and maintenance agreement.

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

Angela Scott

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DN: dc=local, dc=fl-airport, ou=FLLUSERS,
cn=Angela Scott
Date: 2019.02.07 10:02:58 -05'00'

February 7, 2019

REQUESTOR/EVALUATOR (PRINT)

REQUESTOR/EVALUATOR (SIGN)

DATE

Michael Nonnemacher

Michael Nonnemacher

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cn=Michael Nonnemacher
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February 7, 2019

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:

Purchasing Agent Signature:

Date:

APPROVAL AUTHORITY

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature:

Date: