



DATE: January 22, 2019  
TO: Brenda J. Billingsley, Director, Purchasing Division  
THRU: Michael Nonnemacher, Aviation Chief Operating Officer  
FROM: Angela Scott, Information Systems Administrator  
PROJECT TITLE: PROPworks Core and Space Management System  
REQUISITION NO. AVI0000729

**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 that Amadeus Airport IT Americas, Inc (AiriT) be designated as the sole source/ sole brand vendor for the PROPworks® Billing and Lease Management System (BLMS) installed at Fort Lauderdale-Hollywood International Airport .

PROPworks® is a major component of the Billing and Lease Management System (BLMS) currently used by the Aviation Department. Previously known as the Airport Business Toolbox (ABT), PROPworks® software and implementation services for the BLMS were originally purchased from Decision Support Technologies (DST). DST has since been purchased by AiriT. In addition to Support & Maintenance of the system BCAD also needs the capabilities to request additional services through Work Authorizations. These professional services would be for new functionalities or changes to the standard features, configuration changes, and data changes or moves as it relates to the Broward County ERP Systems.

The original award was made by the Board in January 2000. The purpose of the original acquisition was to satisfy Aviation's need for an integrated Billing and Lease Management System (RLI #092398-RB) .

We request approval to sole source the procurement of BLMS for business as described in this memo.

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:

The PROPworks® application is of a proprietary nature, engineered and maintained only by Amadeus Airport

IT and their certified consultants. The PROPworks® application is specifically designed for airports. This is a niche market and there are a small number of vendors that are able to provide these customized application systems. The PropWorks system at the Aviation Department has been in production for over nineteen years. The users in our Business Division and the IS Division that assists in supporting the application are very happy with the current system. This is their primary application and is critical in managing contracts and agreements executed by BCAD. Changing to a different software application would be very disruptive and is not currently under consideration.

**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:

PropWorks is a proprietary software and support and maintenance is only offered through Amadeus Airport IT. If BCAD requires additional development or software upgrades and/or enhancements, we would incur significant costs by using another vendor.

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: 325,000.00      Contract length (if applicable): 3 years w/ 2 renewals

Expenses to date: 750,000.00

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

If yes, when and by whom? BCAD

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

What is the current contract (MA) or purchase order number? A1197401A1\_1

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 products available to provide support and maintenance for this item. The original implementation project cost roughly \$400,000 and I would expect a replacement to cost at least \$600,000.

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"

Angela Scott

**Angela Scott**

Digitally signed by Angela Scott  
DN: dc=local, dc=fl-airport, ou=FLLUSERS,  
cn=Angela Scott  
Date: 2019.01.22 14:59:44 -05'00'

January 22, 2019

REQUESTOR/EVALUATOR (PRINT)

REQUESTOR/EVALUATOR (SIGN)

DATE

Michael Nonnemacher

Michael Nonnemacher

Digitally signed by Michael Nonnemacher  
DN: dc=local, dc=fl-airport, ou=FLLUSERS,  
cn=Michael Nonnemacher  
Date: 2019.01.23 12:23:31 -05'00'

January 23, 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:

The Purchasing Agent recommends continuation of a Sole Source designation for Amadeus Airport IT Americas, Inc. and a Sole Brand designation for PROPWorks for the Aviation Department due to the high dollar initial investment, employee working knowledge, and the need for non-disruptive continuation of system services and functionality for the Aviation Department.

History:  
 Agreement awarded by the Director of Purchasing on October 25, 2013 for a three-year initial term with two additional one-year extensions for an initial amount of \$28,271 for the main scope of work; \$150,000 for Optional Services; for a total not-to-exceed amount of \$300,098.82 to vendor Air Transport IT Services, Inc. (now known as Amadeus Airport IT Americas, Inc.). The contract initial term stated as 11/14/13 - 11/22/17 (4 years) in the Advantage system. One additional year was inadvertently added in the original submission of the contract (Exhibit 1). The additional year was never recognized or corrected. Services as indicated in Exhibit B of the contract indicated the first year of the contract was 1/23/13 - 1/22/14 (Exhibit 2). Upon review for the final contract year renewal, the Purchasing Agent identified the error and realized the contract had actually expired on 11/22/18 with no renewals available. Actual total expenditures for this expired contract, A1197401A1, Software License, Maintenance and Support, is \$173,168.

As of now, the using agency is drafting a new agreement and preparing agenda item language to be provided to Purchasing for a new contract.

Also, a short term interim contract will be needed until the new contract is in place. The using agency and County attorney are currently obtaining and assembling documents.

Purchasing Agent Signature:  
Purchasing Manager:

**MICHAEL  
MULLEN**

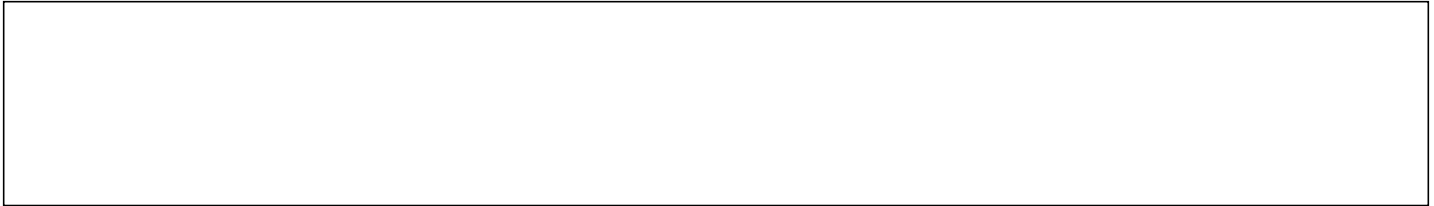
Digitally signed by MICHAEL  
MULLEN  
Date: 2019.02.13 15:55:13  
-05'00'

Date: February 13, 2019

DAVID  
CLEMENTE

Digitally signed by  
DAVID CLEMENTE  
Date: 2019.02.14  
15:09:58 -05'00'

**APPROVAL AUTHORITY**  
REASON/SUGGESTED ACTION (IF DISAPPROVED):



Signature: **BRENDA  
BILLINGSLEY**  Digitally signed by BRENDA BILLINGSLEY  
DN: dc=cty, dc=broward, dc=bc,  
ou=Organization, ou=BCC, ou=PU,  
ou=Users, cn=BRENDA BILLINGSLEY  
Date: 2019.03.08 14:55:11 -05'00'

Date:

Procurement  
MA - 023-A1197401A1-1- New- Historical (Final)

Document View  
Load T and C Ship/Bill To Lines Action Menu

- ▼ Header
- ▼ General Information
- Modification
- Requester Issuer Buyer
- Thresholds
- Extended Description
- Default Shipping/Billing
- Reporting
- Document Information
- Renewal Period
- Authorized Department
- Terms and Conditions
- Authorized Unit
- Vendor
- Business Type
- Sub Vendor
- Commodity
- Commodity T & C
- Supporting Documents
- Document Comments
- Document History
- Document Reference
- Future Tracing

**General Information**

Document Name : Propworks Core & Propworks  
Space Management

Record Date : 11/14/2013

Budget FY : 2014

Fiscal Year : 2014

Period : 2

Document Description : Propworks Core & Propworks  
Space Management

Calculated Document Total : \$0.01

Total Orders : \$0.00

Total of Header Attachments : 1

Total of All Attachments : 1

Procurement Folder : 1197401

Procurement Type ID : 805

Cited Authority :

Effective Begin Date : 11/14/2013

Expiration Date : 11/22/2017

Board Award Number : PD

Board Award Date : 11/14/2013

T & C Template :

Allow Partial Payment :

Allow Partial Receipts :

Replaces Award Doc Code :

Replaces Award Doc Dept :

Replaces Award ID :

Replaced By Award Doc Code :

Replaced By Award Doc Dept :

Replaced By Award ID :

Default Form :



- Modification
- Requester Issuer Buyer
- Thresholds
- Extended Description
- Default Shipping/Billing
- Reporting
- Document Information

Top

Print Close

Menu

**Exhibit B – Payment Schedule  
License Fee, Support and Maintenance**

**Software License Fees**

<b>Software Description</b>	<b>License Term</b>	<b>Invoicing</b>	<b>Fees</b>
License Fee, Support and Maintenance.	Annual	Annually in advance – License Fee, Support and Maintenance	\$28,271.80 – Subject to adjustment as provided in Article 5 of the Agreement
	Pro-rated January 23, 2013 to August 31, 2013	Invoice # 7601 dated 05/31/2013 paid	\$17,118.66
	Pro-rated September 1, 2013 to October 31, 2013	Invoice # 7731 dated 08/28/2013 paid	\$4,725.06
	Final Balance of Current Term		\$6,428.08

Any travel expenses or fees are solely the responsibility of the Provider.