



DATE: March 13, 2019

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU: Chris Walton, Director, Transportation Department

FROM: Jackie Fernandez, Information Systems Manager, Transportation Department

PROJECT TITLE: UTC MobileView Equipment Preventive Maintenance

REQUISITION NO. MTD0003508

### SOLE SOURCE/SOLE BRAND REQUEST

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

This is a sole brand request for the purchase of DTI designed recording systems. Broward County Transit (BCT) currently utilizes system that was purchases from Mobileview but is actually a re-branded DTI equipment. This system includes Mobileview branded MDR5 (Penta) and MDR5L (Penta L) recorders that are no longer for sale. DTI Group Limited, located in Australia, has two (2) authorized agents for sales, service, and maintenance of DTI designed equipment in the United States. They are DTI USA Inc. in Wilmington, DE and Securitas Electronic Security, Inc. in Uniontown, OH. DTI and Securitas can provide approved equivalents to discontinued parts and equipment these exact same recorders. These authorized agents are also able to service and maintain the recorders and the back-office system. The warranty of all Penta/Penta L and MDR5/MDR5L products will be covered by DTI if the warranty has not expired. If DTI products are procured from or serviced by non-authorized agents, the reliability and maintainability of the product could be degraded, possibly voiding the warranty.

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 warranty of all Penta/Penta L and MDR5/MDR5L products will be covered by DTI if the warranty has not expired. DTI systems serviced by non-authorized agents would void any warranty. In addition, as no commercial arrangements or technical evaluations have been undertaken with non-authorized agents, out of warranty support such cannot be guaranteed.

**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:

DTI only has two (2) authorized agents for sales, service and maintenance of DTI designed recording systems in the United States, which are Securitas and DTI USA. Authorized agents will ensure the approved equivalent to discontinued parts and equipment are compatible with existing hardware and operating procedures. DTI systems serviced by non-authorized agents would void any warranty because no commercial arrangements or technical evaluations have been undertaken with them. Integrating miscellaneous branded products could potentially affect and/or create outages in on-board camera security system surveillance, effecting the safety and security of our operators and customers.

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: \$699,232.80      Contract length (if applicable): 3 years (1 year with two (2) 1-year renewal options)

Corrected Amount: \$774,232.80 TB

Expenses to date: \$306,642.94

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

If yes, when and by whom? Previously Provided under Transit Contract ID V1412613B1 Contract was Terminated

How was item/service procured? Competitive bid

What is the current contract (MA) or purchase order number? TRN2116397Q1- Emergency PO

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.

Using an alternate source for DTI equipment and parts would cost approximately 2.16% more to procure. Please see attached Cost Analysis and corresponding memo for reference.

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"

Jackie Fernandez

Digitally signed by JACKIE FERNANDEZ  
DN: dc=cty, dc=broward, dc=bc, ou=Organization,  
ou=BCTD, ou=IT, ou=Users, cn=JACKIE FERNANDEZ  
Date: 2019.03.13 11:19:40 -04'00'

3/13/2019

REQUESTOR/EVALUATOR (PRINT)

REQUESTOR/EVALUATOR (SIGN)

DATE

*Chris Walton*

*Ch. Walton*

3/28/19

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:

Previous contract V1412613B1 was publicly bid and had to be terminated due to significant performance issue and failure to supply parts and equipment; therefore, an emergency contract MTD1800645 with the Manufacturer had to be awarded. The Purchasing Agent affirms that the required due diligence has been completed through email and/or verbal communications with the manufacturer DTI Group LTD, and had confirmed its authorized dealers for repairs and maintenance services. They have also provided a letter certifying the information (Exhibit 2). The use of any other brand/vendor could possibly void existing warranties remaining on equipment, parts or services. Accordingly, it is recommended that the Sole Brand designation be approved for this solicitation which replaces the emergency contract and the solicitation be advertised to the approved list of Authorized dealers.

Purchasing Agent Signature: \_\_\_\_\_ Date: \_\_\_\_\_

FRANCES PEREZ  
Digitally signed by FRANCES PEREZ  
DN: dc=cty, dc=broward, dc=bc, ou=Organization,  
ou=BCC, ou=PU, ou=Users, cn=FRANCES PEREZ  
Date: 2019.04.03 11:54:47 -04'00'

**APPROVAL AUTHORITY**

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Approval given on corrected amount of \$774,232.80 by Chris Walton via email dated on 4/5/19 @12:43.

From: Walton, Chris <CWALTON@broward.org>  
 Sent: Friday, April 5, 2019 12:43 PM  
 To: Marcos, Glenn <GMARCOS@broward.org>  
 Cc: Billingsley, Brenda <BBILLINGSLEY@broward.org>; Gorgoy, Lluís <LGORGOY@broward.org>; Perez, Frances <FRAPEREZ@broward.org>  
 Subject: RE: TRN2117941B1 - UTC MobileView Equipment Preventive Maintenance and Replacement  
 Thanks for the reminder. Approved.

Signature: **GLENN  
MARCOS**

Digitally signed by GLENN MARCOS  
DN: dc=cty, dc=broward, dc=bc,  
ou=Organization, ou=BCC, ou=PU,  
ou=Users, cn=GLENN MARCOS  
Date: 2019.04.16 17:38:44 -04'00'

Date: 4/16/19



Transportation Department  
Information Technology Services

1 North University Drive, Plantation, Florida 33324. 954-357-7717

Date: February 27, 2019

SUBJECT: Cost Analysis for UTC Mobile View Equipment Preventive Maintenance and Replacement Parts

**Background:**

A cost analysis was done by BCT utilizing the Consumer Price Index (CPI) and Producer Price Index (PPI) reports. The cost of labor increased by 2.76% during the period of August 2016 through July 2018 according to the CPI Report. The cost of the equipment increased by 0.60% during the period of August 2016 through July 2018 according to PPI Report.

The attached supplement shows the projected 2.16% increase in unit cost of equipment and services based on the prices secured under the previous Contract No. V1412613B1, UTC Mobile View Equipment and Preventive Maintenance and Replacement Services was awarded on 8/29/2016 to Spector Logistics Inc.

BCT has estimated this solicitation for a new contract in the amount of \$309.80 for 712 units totaling \$220,577.60 annually.

Part:	Description:	Required On-Site Inventory Quantity	Unit Price per Previous Contract No. V1412613B1	Difference of CPI & PPI Percentages	Increase in Unit Prices per Market Analysis
MVC-9100-28-WI	Minidome Camera w/Audio, IP/Analog, True D/N, IR, 2.8mm lens, 12VDC/POE	15	\$152.00	2.16%	\$155.28
MVC-9000-40-WI	Exterior Camera, IP/Analog, True D/N, IR, 4.0mm lens, 12VDC/POE	15	\$175.00	2.16%	\$178.78
MVC-7300-29-WI	High Resolution Rear View Color Camera, 2.9mm, With IR, White	10	\$155.00	2.16%	\$158.35
MSS-7007-00-FF	Forward Facing Camera, White, WDR Auto Iris Vari-Focal Lens	20	\$375.00	2.16%	\$383.10
MVP-4500-16-21	DTI MDR 6, 2-10TB HDD caddy	10		2.16%	\$0.00
MVQ-7100-00-03	DTI 3-axis Accelerometer with 6 ft. Serial Cable	2	\$145.00	2.16%	\$148.13
MSS-4008-00-00	DTI Panic Button/Status LED Module (red & grn)	2	\$37.00	2.16%	\$37.80
MVA-3313-20-FGM	Dual Band Antenna (802.16/GPS)	2	\$135.00	2.16%	\$137.92
MSS-MISC-ANT-PA24-19	Hi-Gain 802.11 WiFi Antenna	2	\$22.00	2.16%	\$22.48
MSS-8001-60-00	CAMERA ASSY, COLOR, 6.0MM, W/ BRKT	15	\$150.00	2.16%	\$153.24
MVC-7100-29-WI	Mini-dome Camera w/Audio, 2.9mm Lens, White w/IR	10	\$150.00	2.16%	\$153.24
MVC-7100-36-WI	Mini-dome Camera w/Audio, 3.6mm Lens, White w/IR	10	\$150.00	2.16%	\$153.24
MVC-9100-40-WI	Mini-dome Camera w/Audio, IP/Analog, True D/N, IR, 4.0mm lens, 12VDC/POE	10	\$165.00	2.16%	\$168.56
WD20EFRX	WD 2 TB SATA 6 GB/s WD NAS Hard Drive (Pentax)	10	\$94.59	2.16%	\$96.63
WD20NPVZ	WD 2 TB SATA 6 GB/s WD Hard Drive (MDRs)	10	\$138.16	2.16%	\$141.14

*Increase in Cost per Market Analysis*