



DATE: January 16, 2019

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU: Tracy Jackson, Director, Regional Emergency Services and Communications

FROM: Daniel Revis, E911 Communications Administrator, Office of Regional Communications and Technology

PROJECT TITLE: Panasonic - Equipment and Services - Broward County Closest Unit Response

REQUISITION NO.

SOLE SOURCE/SOLE BRAND REQUEST

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

The Broward County Office of Regional Communications and Technology seeks to establish an annual open ended contract with a Panasonic authorized reseller to purchase Panasonic Toughbooks, Docking Stations, Peripheral Equipment, and Professional Services to support the replacement of closest unit response technology that has reached end of life. The Closest Unit Response hardware and software solutions have been deployed to hundreds of Fire Rescue Frontline Vehicles throughout Broward County.

Description

Currently, there are sixteen (16) fire rescue agencies within Broward County utilizing Panasonic Toughbooks and Ledco Docking Stations to support the goals of closest unit response: BSO (65), Davie (18), Hallandale Beach (7), Hollywood (20), Pompano Beach (16), Sunrise (15), Miramar (10), Lauderhill (10), Lighthouse Point (4), Oakland Park (7), North Lauderdale (4), Tamarac (9), Pembroke Pines (20), Ft. Lauderdale (41), Lauderdale-by-the-Sea (4), and Margate (11). There are approximately 261 frontline vehicles, each with a Panasonic Toughbook and Havis Ledco Docking station.

With the equipment proposed in this closest unit response project, all Fire Rescue Agencies will be afforded the capability to respond to all inter-jurisdictional events, large or small. In addition to providing closest unit response capabilities and standardizing on common data sharing platforms, the software proposed to reside in the mobile data terminals will increase firefighter's safety with the ability to access fire plans pre and/or post incident arrival.

This closest unit response service request is in support of the Regional Interlocal Agreement approved by the Board of County Commissioners in October 2013, providing for the acquisition of technology necessary to support Closest Unit Response.

Benefit

Implementation of closest unit response in the fire service can mean the ability to save more lives. The ability for firefighters to view maps real-time in the vehicle can lower the response time by providing the firefighters with critical route information and call related data necessary to best address the incident.

Visibility of the closest available unit allows the dispatcher to automatically route the most appropriate unit in order to best serve the community, saving transit time, and essentially increasing the chances of saving a

patient.

Panasonic Toughbooks

- **Interchangeability** - All the aforementioned units (261) have Panasonic Toughbooks with Havis Ledco Docking Stations. Per discussions with Panasonic, ORCAT understands that the Havis Ledco Docking Stations can only work with the Panasonic Toughbooks and no other manufacturer. In essence, you cannot simply place a Dell laptop in the robust Havis Ledco Docking Stations docking stations deployed throughout the aforementioned sixteen fire agencies.

Interchangeability comes into play when there is a failure of one of the Panasonic Toughbooks in a fire rescue frontline unit. For example, if a Panasonic Toughbook fails in the City of Hollywood, it is immediately replaced with a spare Panasonic Toughbook. The failed Panasonic Toughbook is then repaired and recirculated into the spare inventory. If the Town of Davie encounters a failure with one of their Panasonic Toughbooks, the repaired Panasonic Toughbook that originated in the City of Hollywood then goes to replace the unit in the Town of Davie. This enables Broward County to be cost and operationally efficient by using common platforms. A single software application image is used for all Panasonic Toughbooks as well (ie: drivers are the same) which allows for immediate hardware/software resolution. Please note, these are public safety fire rescue frontline units which require immediate issue remediation (ie: within 4 hours).

- **Specs** - The specs for the Panasonic Toughbooks must meet the minimum requirements to support our mission critical software applications (ie: Mobile Dispatch, Mobile Mapping, Pre-fire planning, Fire Records, etc). If the hard drive, processor, memory, etc specs are reduced; this could have a significant impact on the performance of our public safety applications. Additionally, the Panasonic Toughbooks are military grade which ensures they can withstand high temperatures, constant vibration, and the spilling of fluids which are environmental factors resident in a fire rescue unit or engine.

Docking Stations - Per discussions with Panasonic, ORCAT understands the Ledco CFX and Ledco CFX2 docking stations installed in the 261 fire rescue frontline units are designed for and solely support Panasonic Toughbooks. Please note that Havis bought Ledco-Chargeguard and Havis and Ledco, as describing docking stations or other accessories, are used interchangeably.

Specifications

A comprehensive specification package for this solicitation has been developed by ORCAT and is provided as an attachment to this sole brand request.

Recommendation

Due to the reasons outlined above, we recommend immediate approval to establish an annual open ended contract with a Panasonic authorized reseller to purchase Panasonic Toughbooks, Docking Stations, Peripheral Equipment, and Professional Services to support the replacement of closest unit response technology that has reached end of life. We recommend soliciting a bid and awarding to the lowest bidder who is responsible and responsive. We recently went through a similar process in which we solicited and purchased toughbooks for Margate and Ft. Lauderdale; however, this annual open ended contract will include other hardware such as docking stations, parts, and professional services. The previous MA for the toughbook purchase for Ft. Lauderdale and Margate was A1146416B1.

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:

Panasonic Toughbooks

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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:

Benefit

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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: \$3,000,000 Contract length (if applicable): 5 years

Expenses to date: ~2,500,000

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

If yes, when and by whom? Insight Public Sector and CDW-G

How was item/service procured? Sole brand

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

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 solution would require the replacement of the client mounting solutions, vehicle cabling, and peripheral equipment which has been established and setup to support the Panasonic infrastructure. An alternate solution would also require retraining 1000s of users on the new hardware platform as they have used the Panasonic hardware for the past 10+ years. The financial impact to replace and install new equipment that can still be used with new Panasonic Toughbooks would be in excess of \$500,000 not to mention the labor and unnecessary service interruptions that would be required to take emergency vehicles out of service.

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"

Daniel Revis **DANIEL REVIS** Digitally signed by DANIEL REVIS Date: 2019.03.19 13:47:43 -04'00' March 19, 2019

REQUESTOR/EVALUATOR (PRINT) REQUESTOR/EVALUATOR (SIGN) DATE

Brett Bayag **BRETT BAYAG** Digitally signed by BRETT BAYAG Date: 2019.03.20 10:07:58 -04'00' March 20, 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 is recommending to standardize sole brand Panasonic Toughbooks, Panasonic Accessories and Panasonic compatible Havis brand vehicle mounting kits. Havis brand vehicle mounting kits (kits) are currently installed in all of Broward County's Fire Rescue Vehicles. Maintaining and updating the same brand of kits ensures interchangeability and compatibility with existing components and possible new components necessary to install replacement equipment. This standardization allows the County to purchase Panasonic Toughbooks, Accessories and Kits from Authorized Resellers with Factory Authorized Installers certified to install both Panasonic Toughbooks and Havis brand mounting systems.

Purchasing Agent Signature: **LEAHANN LICATA** Digitally signed by LEAHANN LICATA Date: 2019.04.29 17:28:01 -04'00' Date: May 3, 2019

DAVID CLEMENTE Digitally signed by DAVID CLEMENTE Date: 2019.04.30 17:10:06 -04'00'

APPROVAL AUTHORITY
REASON/SUGGESTED ACTION (IF DISAPPROVED):

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: 2019.05.03 13:22:15 -04'00' Date: May 3, 2019