

**43. Waive the Procurement Process and Award M-385-03/PWM as Proprietary Source – E-911 Lease Equipment Upgrade – to BellSouth of Jacksonville, FL (Not-to-Exceed \$3,290,846.00) (60 month term)**

M-385-03/PWM provides a 60-month lease for upgraded E-911 equipment. In addition to the upgraded equipment, the lease covers installation and both hardware and software maintenance

This agreement is considered proprietary because the upgrade must be completed utilizing Positron Power 911 proprietary hardware and software for system integration compatibility. This upgrade will result in significant savings compared to a complete replacement of the current System Controller. The entire system is isolated in a closed Local Area Network (LAN) design to ensure only BellSouth has access for Maintenance and the Systems integrity.

Negotiations with BellSouth resulted in a cost savings of \$647,621.00 over the term of the lease (based on BellSouth's initial price proposal). A breakdown of the final lease costs by location is provided in the backup. The term of the agreement is 60 months.

Funds are available in account number 055725-5304100. The County Attorney's Office has negotiated the Agreement and found it to be acceptable. Final draft of the agreement will be prepared by Bell South attorneys and will be available for Chairman's signature. Public Safety/Emergency Communications Division and Fiscal Services/Purchasing and Contracts Division recommend that the Board waive the procurement process, award the agreement to BellSouth and authorize the Chairman to execute the agreement.

SOLE SOURCE / PROPRIETARY SOURCE  
PURCHASE DATA SHEET  
PURCHASING AND CONTRACTS DIVISION

SOLE SOURCE

PROPRIETARY SOURCE

Date Submitted: 6/16/03 Requestor: E. Frank Kirk, Emergency Comm. Mgr.  
Requisition No.: Dept./Div.: Public Safety/Emergency Communications

Item Description: BellSouth E-911 Equipment Upgrade

Your Selected Vendor's Name: BellSouth Telecommunications, Inc.

Vendor's address: 19KK2 SBT 301 W. Bay Street, Jacksonville, FL 32202

Vendor's Phone & Fax No.: 904-276-1584; Fax # 904-359-7290

Vendor's Contact Person: Mike Connolly

Justification, state why this is the only item which will fulfill your needs:

The current E911 system controller, which is provided by BellSouth under a continuing lease agreement for service, will be upgraded and retained to control expenses involved in the required Service evolution. Compatible new and Computer Telephone Interface (CTI) Workstations, which are also proprietary hardware and software developed by Positron, will be added to the System to provide the Phase II Wireless emergency call handling, and the increasing stress of County liability for Emergency Call Takers activity. This upgrade will be through an original Agreement that will enable the County to recognize significant savings. Complete replacement of the current System Controller could result in significantly higher County 911 expenses. The proposed system upgrade and provider of the current system, will be the owner and service provider for the enhanced system under the new Special Assembly Agreement. This upgrade also must be completed utilizing Positron Power 911 proprietary hardware and software for system integration compatibility. The entire system is isolated in a closed Local Area Network design to endure that only BellSouth has access for Maintenance and the systems integrity.

Comment and/or verify if there are other sources of supply that meet this need:

*BellSouth lowered Price by \$647,601.00 to match Positron.*

Vendor #1 Contact: Phone #

Vendor #2 Contact: Phone #

Vendor #3 Contact: Phone #

Attachments: Yes  No

Requesting Division Head Signature: *[Signature]* Date: 6/24/03

Requesting Department Head Signature: *[Signature]* Date: 6/24/03

Reviewing Purchasing and Contracts Staff

Buyer/Contracts Analyst Review: *[Signature]* Date:

Supervisor Review: *[Signature]* Date: 7/14/03

Purchasing Manager - Determination

Comments:

Approval/Disapproval of:

Purchasing Manager Signature: *[Signature]* Date: 7/14/03

PO/Contract No.: Amount: \$ 3.3M

Peter Maley  
06/16/2003 10:46 AM  
To: Frank Kirk/Seminole@Seminole  
cc:  
Subject: Re: Bell-South Agreement

Frank --

When you have the sole source and the revised agreement from BellSouth, please forward them so we can review them. Assuming all looks good, I see no need to meet. We will have to take this to the Board as a sole source, so keep that in mind in your sole source write-up.

Pete  
Peter W. Maley, CPPO, CPCM, C.P.M.  
Contracts Supervisor  
Phone: (407) 665-7122  
Fax: (407) 665-7956

Frank Kirk

**Frank Kirk**  
06/16/2003 09:24 AM  
To: Peter Maley/Seminole@Seminole  
cc:  
Subject: Bell-South Agreement

Peter,

In response to your memorandum regarding the Bell-South agreement for upgrading the 911 system, I have contacted Bell-South, and the manufacturer of the equipment (Positron Corp.) to transmit the concerns expressed in the documentation from Ann Colby and you.

As identified in # 3 of Ann Colby's Memorandum, I contacted the manufacturer (Positron) directly, to solicit direct pricing and maintenance. I also advised Bell-South that their pricing exceeded our anticipated expenditure for the upgrade.

After conferring with Positron, Bell-South resubmitted their pricing schedule with prices that are within our projected allocation. In fact their prices are reduced by over \$647,621.00 for the term of the agreement. In addition, Bell-South's maintenance is virtually on site, while Positron's maintenance program is limited to a single technical for the entire state.

We would like to proceed with a sole source process with Bell-South, I am developing language to justify the sole source process and upon your direction will complete the document. In addition, Bell-South has reviewed all comments provided by Ann and you and have tentatively agreed to make the changes as noted. In that regard, I have instructed Bell-South to make the language changes and re-submit the agreement with the changes.

This upgrade will not impact any County IT systems, as the new equipment merely adds components to existing equipment and adds new hardware at the 911 positions. The equipment utilizes the same cabling, and cabinetry as the existing equipment. A good portion of this upgrade involves PSAPs (Public Safety Answering Points) located in Lake Mary, Oviedo, Winter Springs, and the Sheriffs Office.

I will coordinate with Greg Holcomb's group to assure they are involved and monitor installation and implementation of the project in county owned facilities.

Any advice and direction will be appreciated. If we need to meet, just let me know.

Positron Power 911/ Touch Screen Price Quote for Seminole County

FL03-2828-02		<u>60 Month Service</u>	
		<u>Install</u>	<u>Monthly</u>
Oviedo New Equipment	Q61445B	\$ 19,454.00	\$ 3,702.00
Sheriff New Equipment	Q61446B	\$ 27,100.00	\$ 13,980.00
Winter Springs New Equipment	Q61447B	\$ 17,794.00	\$ 2,761.00
Lake Mary New Equipment	Q61448B	\$ 20,752.00	\$ 4,528.00
EOC New Equipment	Q61449B	\$ 20,910.00	\$ 7,048.00
<b>Total New Equipment</b>		<b>\$ 106,010.00</b>	<b>\$ 32,019.00</b>
Oviedo Existing	407-M14-2268	\$ -	\$ 1,648.00
Sheriff Existing	407-M14-9000	\$ -	\$ 10,838.50
Winter Springs Existing	407-M14-3660	\$ -	\$ 1,977.30
Lake Mary Existing	407-M14-2269	\$ -	\$ 2,098.30
EOC Existing	407-M14-6542	\$ -	\$ 4,499.50
<b>Total Existing Equipment</b>		<b>\$ -</b>	<b>\$ 21,061.60</b>
Oviedo New Total		\$ 19,454.00	\$ 5,350.00
Sheriff New Total		\$ 27,100.00	\$ 24,818.50
Winter Springs New Total		\$ 17,794.00	\$ 4,738.30
Lake Mary New Total		\$ 20,752.00	\$ 6,626.30
EOC New Total		\$ 20,910.00	\$ 11,547.50
<b>Total + Existing New Equipment Totals</b>		<b>\$ 106,010.00</b>	<b>\$ 53,080.60</b>
60 Month total			<b>\$ 3,184,836.00</b>
Install			<b>\$ 106,010.00</b>
Contract 60 month total			<b>\$ 3,290,846.00</b>

Fred Wright  
SeminoleFinalPositronTouchscreenSummary.xls  
June 23, 2003