

# MANATEE COUNTY GOVERNMENT

## SOLE SOURCE or NONCOMPETITIVE INTENT TO AWARD

<b>SUBJECT</b>	Annual Hardware Maintenance for RTMC Video Wall System	<b>DATE POSTED</b>	MC 10/16/17 G.S
<b>PURCHASING REPRESENTATIVE</b>	Charles Bentley, 749-3036	<b>DATE CONTRACT SHALL BE AWARDED</b>	Five business days after posting
<b>DEPARTMENT</b>	Public Works	<b>CONSEQUENCES IF DEFERRED</b>	Inability for staff to monitor and manage traffic during incidents.
<b>SOLICITATION</b>	Task 18-R067468CB	<b>AUTHORIZED BY DATE</b>	Charles Bentley CB

### NOTICE OF INTENT TO AWARD

Noncompetitive Award to Advanced Video Group Inc. to purchase annual hardware support totaling \$59,882.00 for the period October 1, 2017 through September 30, 2018.

### ENABLING/REGULATING AUTHORITY

Manatee County Procurement Ordinance

Manatee County Code of Laws, Sections 2-26-40 & 2-26-45

### BACKGROUND/DISCUSSION

- Advanced Video Group Inc. has been responsible for the delivery, installation, and maintenance of the RTMC (Regional Traffic Management Center) video wall system the past eight years.
- This vendor is intimately familiar with the operation, customization, design, and wiring of this system. No other vendor can offer the full extent of services needed to maintain the video wall equipment.

If a vendor believes this item is not a sole source or non-competitive procurement, Manatee County Purchasing Division requires prospective vendors provide information regarding their ability to supply the commodity or contractual services described prior to the date indicated for "date contract shall be awarded".

<b>ATTACHMENTS</b> (List in order of attached)	<ul style="list-style-type: none"> <li>• Sole Source/Noncompetitive Purchasing Request form</li> </ul>	<b>FUNDING SOURCE</b> (Acct Number & Name)	1010020708-546005 <input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
<b>COST</b>	\$59,882.00	<b>AMT/FREQ OF RECURRING COSTS</b> (Attach Fiscal Impact Statement)	

*CB*

P1800089



**Sole Source/Noncompetitive Purchasing Request**

Department: Public Works - TMC Contact: Fabio Capillo Ext: 7850

Purchase Request (PR) Number: R067-468 Date: 09/22/2017

Description:  
(Explain request in detail) RTMC Video Wall Equipment Maintenance Agreement

Vendor: Advanced Video Group, Inc. Phone: 803-451-4031 Cost: \$59,882.00  
VO18347

**PART I – SOLE SOURCE PURCHASING** (*Sole source purchasing* is defined as the acquisition of commodities or services where there is only one available source for the required commodity or service. Ex: proprietary software or equipment, copyright)

1. Are these commodities or services only available from one single source?  Yes  No
  
2. Explain why the commodity/service being requested is the only commodity/service that can meet your needs and why alternatives are unacceptable. Be specific regarding specifications, features, capability, compatibility, etc.
  
3. Why is this vendor the only source from which to make this purchase? Describe efforts made to verify this information. (Attach sole source letter from vendor as documentation)
  
4. Explain the consequence to the County or its taxpayers, including a dollar amount of the financial impact, if the sole source purchase is not approved.

**NOTE:** In any case where the County seeks to purchase from a sole source materials for the construction, modification, alteration or repair of any county-owned facility, the Board of County Commission must first make the written findings required by Florida Statutes, Section 255.04.

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**PART II – NONCOMPETITIVE PURCHASING** (*Noncompetitive purchasing* is defined as the acquisition of commodities or services from a unique source or provider based upon particular skills and expertise (Ex: standardization, warranty, compatibility) where other competitive sources may be available; or upon a determination that the likely non-speculative cost of obtaining competitive quotes would exceed any potential savings and benefit to the County.)

1. **Explain why the commodity/service being requested is the only commodity/service that can meet your needs and why alternatives are unacceptable. Be specific regarding specifications, features, capability, compatibility, etc.**

Advanced Video Group has been responsible for the delivery, installation and maintenance of the RTMC video wall system for the last eight (8) years and is intimately familiar with the system operation, customized control system(s) design, wiring and operational condition of said system. Advanced Video Group will not cause delays in the maintenance response to equipment issues as a result of search and discovery of the existing system re-engineering, and project intimacy.

2. **Explain the advantages of this noncompetitive purchase on the basis that only one practical source exists. Describe the efforts made to verify this information. (Attach manufacturers or distributorships letter as documentation)**

In 2014 staff made efforts to obtain additional quotes for the necessary services, but no other vendor was able to offer the full extent of services needed to maintain the video wall equipment. Advantages come due to Advanced Video Group's ability to synchronize existing warranty and maintenance plans for preventative and emergency services for coverage of entire RTMC video wall system. As Advanced Video Group has installed a new Jupiter video wall controller in September 2015, they would be the only vendor that can synchronize the overlap for warranty services of the upgraded equipment.

3. **Will this purchase obligate us to a particular vendor for future purchases, either in terms of maintenance or compatibility should the need arise to purchase a 'like' item in the future?**

No.

4. **Describe your efforts to obtain the best price from the vendor and provide any documentation to substantiate your findings. Give the result of the initial offer versus the final offer.**

In 2014 several efforts were made in order to obtain the most accurate and best price available. Multiple vendors were contacted, some did not reply to quote request, and others did not provide sufficient services. Advanced Video Group applied a 20% cost reduction to the quote since they are the maintenance contractor of the new video Jupiter wall controller installed in the RTMC toward the end of September 2015.

5. **Would you prefer Purchasing to contact vendor for the best price?**  Yes  No

6. **Explain the consequence to the County or its taxpayers, including a dollar amount of the financial impact, if the noncompetitive purchase is not approved.**

The video wall is critical to the operations of the Regional Traffic Management Center (RTMC). If it is not operational, the staff will be unable to effectively monitor and manage traffic during incidents and other emergency events. The video wall equipment has been operational 24/7 for the past 8 years,

and all of the components are very specialized, extensive training would be required for County staff to gain the knowledge and expertise in maintaining and repairing these components.

I hereby request that a sole source/noncompetitive request be approved for the purchase of the above statement of work, material, equipment, commodity, or service.

  
Division Manager's Signature (up to \$25,000)      Vishai S. Kakkad      9/22/2017  
Print Name      Date

AK

  
Department Director's Signature (Greater than \$25,000)      Ron Schulhofer      9-27-17  
Print Name      Date

**FOR PURCHASING DIVISION USE:**

**Sole Source:**      **Posting:** Categories Three and Four require an electronic posting for a minimum of five (5) business days. Category Five requires BCC approval and will be posted v a board agenda for a minimum of seven (7) calendar days prior to board meeting

**Noncompetitive:**      **Posting:** Category Three requires an electronic posting for a minimum of five (5) business days prior to award. Categories Four and Five require BCC approval and will be posted via board agenda for a minimum of seven (7) calendar days prior to board meeting.

Reviewed and Approved by:  10-10-2017  
Buyer Name / Date  
(up to \$100,000)

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Contracts/Buyer Manager / Date  
(up to \$250,000)

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Purchasing Official / Date  
(Greater than \$250 000)