

# MANATEE COUNTY GOVERNMENT

## SOLE SOURCE or NONCOMPETITIVE INTENT TO AWARD

<b>SUBJECT</b>	Annual Inmotion oMM Server Software and Clients Support	<b>DATE POSTED</b>	MC <u>9/21/17 G.D.</u>
<b>PURCHASING REPRESENTATIVE</b>	Charles Bentley, 749-3036	<b>DATE CONTRACT SHALL BE AWARDED</b>	Five business days after posting
<b>DEPARTMENT</b>	Information Technology	<b>CONSEQUENCES IF DEFERRED</b>	No software updates nor assurance mobile device can access and update information on network.
<b>SOLICITATION</b>	R067202 <u>17R067202CB</u>	<b>AUTHORIZED BY DATE</b>	Charles Bentley <u>C Bentley 9-21-17</u>

### NOTICE OF INTENT TO AWARD

Sole Source Award to Sierra Wireless America Inc. to purchase annual oMM support for VM/Appliance Server, Client. Platinum, and Tracker Application totaling \$29,736.90 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

- Sierra Wireless America Inc. is the sole developer and manufacturer of the Sierra Wireless gateway devices in use with Public Safety Fire, EMS and Animal Services, Public Works, and Utilities departments.
- The County currently has 215 Sierra Wireless gateway devices in service for EMS, Animal Services, Public Works, and Utilities. These devices allow for connectivity to the County's network from anywhere in the County. This connectivity provides greater efficiency and effectiveness for County employees in the County divisions and departments to perform County functions, some of which are critical functions.
- This vendor is the only source for the solutions, services, and expertise for these products.

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)	• Sole Source Letter	<b>FUNDING SOURCE</b> (Acct Number & Name)	5070005701-546005 <input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
<b>COST</b>	\$29,736.90	<b>AMT/FREQ OF RECURRING COSTS</b> (Attach Fiscal Impact Statement)	

*02*



## Sole Source/Noncompetitive Purchasing Request

Department: Information Technology Services Contact: Cindy Schneider Ext: 3407

Purchase Request (PR) Number: R067202 Date: 9/19/2017

Description: Sierra Wireless Gateway Annual Preferred Support and Maintenance  
(Explain request in detail) Renewal (P1601815)

Vendor: Sierra Wireless Phone: 1-866-468-2968 Cost: \$29,736.00

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**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

They are the only expertise to provide the maintenance and support of their products we currently are using (OMG Mobile Gateway and oMM Management System)

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.**

Sierra Wireless, Inc is the sole developer and manufacturer of the Sierra Wireless gateway devices in use with Public Safety - EMS and Animal Services, Public Works and Utilities Departments plus Fire Districts. These devices allow for connectivity to the county network from anywhere in the county. The connectivity and access to the network allows for greater efficiency and effectiveness for these departments to perform their county functions, in some cases very critical functions. This contract provides for the technical and factory support to maintain a high level of reliability and availability of the devices.

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)**

See attached letter.

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.**

Mobile communications are essential to providing the citizens of Manatee County the most current technology for the provision of services by the government in a responsive and timely manner. These devices allow our employees to access information currently on the network and update information on

a real time basis. The maintenance contract assures that the systems are running and operating correctly with the latest software updates and in the event of failure there is a resource to get the unit back in service as quickly as possible..


**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.**
  
- 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)**
  
- 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?**
  
- 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.**
  
- 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.**

**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.**

<b>Division Manager's Signature</b> (up to \$25,000)	<b>Print Name</b>	<b>Date</b>
	Paul Alexander	9/20/17
<b>Department Director's Signature</b> (Greater than \$25,000)	<b>Print Name</b>	<b>Date</b>

**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 via 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:**

 9-20-17  
\_\_\_\_\_  
**Buyer Name / Date**  
(up to \$100,000)

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

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



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Canada, V6V 3A4

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Fax: +1 604 231 1109

[chris.romeo@mymanatee.org](mailto:chris.romeo@mymanatee.org)

November 30, 2015

Chris Romeo  
1112 Manatee Ave. W.  
Bradenton, Fl. 34205

Attention: Chris Romeo

**Re: Sole Source for oMG Mobile Gateway, oMM Management System and oCM VPN Server (collectively, the "Products")**

This letter is to confirm that Sierra Wireless, Inc. ("Sierra Wireless") is the sole developer and manufacturer of the Products and is the only source of the solutions, services and expertise for the Products.

Sierra Wireless is the only supplier of the Product offerings with respect to upgrade/trade-in programs and associated support programs. We confirm that only those Products purchased directly from Sierra Wireless qualify for Sierra Wireless' current upgrade/trade-in program and associated support program offerings. Those Products purchased from anyone other than Sierra Wireless directly, do not qualify for any of Sierra Wireless' current upgrade/trade-in program and associated support program offerings.

A handwritten signature in black ink, appearing to read "Nathaniel Teodoro".

Sincerely,

Nathaniel Teodoro  
Regional Sales Manager - East