

# MANATEE COUNTY GOVERNMENT INTENT TO NEGOTIATE

<b>SUBJECT</b>	Repair and Maintenance Services For 9-1-1 Vesta System	<b>DATE POSTED</b>	MC <u>X SE 11/16/16</u> DS <u>X SE 11/16/16</u> CC <u>N/A</u>
<b>PURCHASING REPRESENTATIVE</b>	Greg Davis, 749-3037	<b>DATE CONTRACT SHALL BE AWARDED</b>	Upon Completion of Successful Negotiations
<b>DEPARTMENT</b>	Public Safety	<b>CONSEQUENCES IF DEFERRED</b>	None
<b>SOLICITATION</b>	RFP #16-2752GD	<b>AUTHORIZED BY DATE</b>	Melissa M. Wendel, CPPO <i>[Signature]</i> 11/2/16

### NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with Carousel Industries – Exeter, RI

### ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.

Manatee County Code of Laws

### BACKGROUND/DISCUSSION

#### PROJECT BACKGROUND:

Manatee County issued a Request for Proposal to provide **Repair and Maintenance Services for 9-1-1 Vesta System**. The 9-1-1 Vesta System equipment is utilized and located in several Manatee County locations, as well as Bradenton Police Department, Holmes Beach Police Department, and Palmetto Police Department. The selected Proposer will provide trained and certified technicians to repair and maintain all countywide, 9-1-1 emergency telephone, display boards, and MIS systems contract period of five (5) years, three (3) year base with two (1) year options.

#### SOLICITATIONS:

The RFP was released on [mymanatee.org](http://mymanatee.org) and Demand Star and also provided to the Manatee County Chamber of Commerce for release to its members. Three (3) proposals were received from:

- AK Associates - St. Augustine, FL
- Carousel Industries – Exeter, RI
- Frontier Communications of Florida – Tampa, FL

#### Manatee County Firms that were directly solicited:

None

#### Manatee County Firms that submitted proposals:

None

#### Local firms that submitted proposals include:

None

<b>ATTACHMENTS</b> (List in order of attached)	<b>FUNDING SOURCE</b> (Acct Number & Name)	Term Agreement <input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
<b>COST</b> \$ 580,000 for 3 years	<b>AMT/FREQ OF RECURRING COSTS</b> (Attach Fiscal Impact Statement)	N/A

**EVALUATION COMMITTEE (VOTING) MEMBERS:**

Ernie McFarland, Technical Systems Support Coordinator, Public Safety Department  
 Ron Hardy, Telecommunications Division Manager, Information Technology Service Department  
 Greg Davis, Chairman - Contracts Negotiator, Financial Management Department, Procurement Division

Non-voting member: None

**EVALUATION RESULTS:**

The Evaluation Committee (Committee) convened in October 2016 and reviewed procedural guidelines and responsibilities. Committee members began discussions on the three (3) proposals received in response to the formal solicitation announcement. The Committee proceeded to discuss the qualifications presented in the AK Associates, Carousel Industries and Frontier Communications proposals against the evaluative criteria defined in the RFP.

**AK Associates** based in St. Augustine, FL has over 15 years of experience in the 9-1-1 industry. They currently 9-1-1 contracts in Alachua County, FL; Leon County, FL; Pasco County and Polk County, FL.

- AK Associates provided a good set of credentials on 9-1-1 engineers.
- AK Associates provided a good references.
- AK Associates proposal was not as well organized as the other two Proposers.
- AK Associates price was quite a bit more than the other two Proposers.

**Carousel Industries** based in Exeter, RI was founded in 1992 and has over 25 years' experience. They have 100 plus seat Network Operation Center which is staffed with various levels of engineering expertise working 24 x7 days 365 days a year. Carousel Industries is the incumbent for the services outlined in the RFP.

- Carousel Industries proposal was well organized and responsive;
- Carousel Industries is currently providing 9-1-1 Repair and Maintenance Service to Manatee County Public Safety;
- Carousel Industries has experience technicians in place already supporting Manatee County Public Safety, eliminating a learning curve;
- Carousel Industries price was more in line with the County's expectation.

**Frontier Communications of Florida** is located in Tampa, FL with headquarters in Norwalk, CT. Frontier Communications incorporated in 1935 with approximately 28,600 employees generating a revenue run rate of approximately \$11 billion. Frontier Communications provides various communications services in 29 states. Frontier Communications of Florida is part of the Southeast Region which also includes North Carolina and South Carolina.

- Frontier Communications proposal was well organized and responsive.
- Frontier Communications proposal demonstrated a knowledge of 9-1-1 industry with an excellent overview on methodology.
- Frontier Communications is looking to get back into the 9-1-1 industry and offer a competitive price.
- Frontier Communications did not list any certified 9-1-1 technicians.

Based on the content of the written proposals submitted the Committee felt it had adequate information to proceed to a vote. The Committee voted unanimously to recommend engaging in negotiations with **Carousel Industries**.

The resulting agreement will be managed by the Public Safety Department

**ESTIMATED COST OF SERVICES:** \$580,000 for 3 years

**FUNDING:** Public Safety Department. Account Key 1080007201

*he above justifications are a generalized summary of major observations intended only to provide a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or actors more or less important than the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.*