

12/7/05 PM Intro office -> Contracts

**Lee County Board Of County Commissioners  
Agenda Item Summary**

**Blue Sheet No. 20051749**

**1. ACTION REQUESTED/PURPOSE:** Approve Bid Waiver # W-060130 to waive the formal quotation procedure, and allow Public Safety to purchase 9-1-1 Telephone equipment, repair parts and maintenance service including but not limited to call answering equipment, position control units, integrated network call processors, database server units, computer workstations, repair parts and components for maintenance from Sprint Florida, Inc. A waiver has been requested because Sprint Florida, Inc. is the only licensed exchange carrier providing 9-1-1 service and maintenance in Lee County. Sprint Florida, Inc. is the sole provider and maintenance for Positron 9-1-1 PSAP equipment (please see Attachments #3 & #4). It is also requested that the term of this waiver be for two years with a not-to-exceed amount of \$1,675,000.00. Approve transfer from E-911 Reserves in the amount of \$347,501 needed to fund the FY05/06 amount of \$999,135. P.M.

**2. WHAT ACTION ACCOMPLISHES:** Allows Public Safety to purchase required upgrades, parts, service etc. on an as-needed basis in order to maintain a functional high level 9-1-1 program.

**3. MANAGEMENT RECOMMENDATION:** Approve as stated.

**4. Departmental Category:** 7 **A7A** **5. Meeting Date:** 12-20-2005

<b>6. Agenda:</b> <input type="checkbox"/> Consent <input checked="" type="checkbox"/> <b>Administrative</b> <input type="checkbox"/> Appeals <input type="checkbox"/> Public <input type="checkbox"/> Walk-On	<b>7. Requirement/Purpose: (specify)</b>		<b>8. Request Initiated:</b> Commissioner _____ Department _____ Division <u>Public Safety</u> By: <u>John Wilson</u>
	<input type="checkbox"/> Statute		
	<input type="checkbox"/> Ordinance		
	<input checked="" type="checkbox"/> Admin. Code	<u>AC-4-1</u>	
	<input type="checkbox"/> Other		

**9. Background:** On December 1, 2005, the Division of Purchasing received a request from Public Safety to waive the formal quotation procedure to allow for the purchase of 9-1-1 Telephony equipment, parts and service, from Sprint Florida, Inc.

Funds are available: KF529011520 1.406410 <sup>P.M.</sup> \$650,000  
KF5290115202.506410 <sub>P.M.</sub> \$349,135

- ATTACHMENTS:**
- (1) Request for Bid Waiver
  - (2) Justification for Waiver Purchase
  - (3) Sole Source Verification Letter from Sprint Florida, Inc.
  - (4) Sole Source Verification Letter for Positron Equipment from Positron.

**10. Review for Scheduling:**

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services				County Manager/P.W. Director
					Analyst	Risk	Grants	Mgr.	
<i>[Signature]</i>	<i>[Signature]</i>			<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>
					12/16/05	12/16/05	12/16/05	12/16/05	

**11. Commission Action:**

- Approved
- Deferred
- Denied
- Other

RECEIVED BY COUNTY ADMIN: *[Signature]*  
12-8-05  
363  
COUNTY ADMIN FORWARDED TO: *[Signature]*  
12/8/05  
9.00.12

Rec. by CoAtty  
Date: 12/8/05  
Time: 3:25 PM  
Forwarded To: *[Signature]*  
12/8/05



Division of

Public Safety

MEMO

REC-1 AM 10:19

To: Janet Sheehan, Purchasing Director
From: Matt Rechkemmer, E-911 Program Manager
Subject: Request for Sole Source Bid Waiver: Sprint Florida, Inc.
Date: November 30, 2005
cc: John Wilson, Public Safety Director
Michael Bridges, Deputy Director
Chris Jeffcoat, Purchasing

The purpose of this memo is to request your assistance in preparing a Blue Sheet to the Board.

The action requested is for Board approval to waive the formal quotation procedure and allow the Public Safety 9-1-1 Program to purchase 9-1-1 telephony equipment, including but not limited to call answering equipment, position control units, integrated network call processors, database server units, computer workstations, repair parts and components for maintenance from Sprint Florida, Inc.

The request is for an open ended waiver until the technology used in the 9-1-1 Public Safety Answering Points (PSAPs) has changed or can no longer be provided and maintained exclusively by Sprint Florida, Inc. as the sole local exchange telephone provider.

This action is necessary because it is anticipated that the estimated amount of expenditures will be \$1,675,000 over the next 18 months for an upgrade of the existing countywide 9-1-1 telephone system.

What this action accomplishes:

Allows the Public Safety 9-1-1 Program to replace the existing manually operated push button 9-1-1 telephone equipment which was purchased from Sprint in 1992. The proposed upgrade to the 9-1-1 phone system is an automated system which enhances call taking efficiency and functionality by allowing calls to be answered on a computer monitor with a mouse or touch screen option.

Background:

Sprint Florida, Inc. is the only licensed exchange telephone carrier providing 9-1-1 service and maintenance in Lee County. Sprint-Florida, Inc. is the sole provider and maintenance for Positron 9-1-1 PSAP equipment and a deregulation order by the Public Service Commission has set aside the 9-1-1 equipment and allowed it to remain as a regulated tariff offering.

The existing equipment is inefficient compared to current technology. This upgrade is vital to the Lee County 9-1-1 System to provide the highest level of functionality to the 9-1-1 operators. This is the latest technology available on the market for 9-1-1 operations. The fully digital integrated computerized phone system works to provide more information such as incident detailing, pre-programmed questions, access to operating procedures and one click transfers as opposed to the standard push button handset equipment with its-limited functionality.

The Sprint Positron Power 9-1-1 equipment will integrate with the existing master control unit and data link infrastructure which has been recently upgraded. The front end equipment is to be replaced and is the only equipment which will integrate with the back room equipment. The back room controllers and peripheral equipment will not be replaced saving approximately \$600,000 on these projects over the next 18 months.

These expenditures were anticipated in the Public Safety 9-1-1 Program five year plan contingency fund. Monies are available in the unbudgeted reserve balances:

15200 Fund 9-1-1 Implementation (50%); 15202 Fund 9-1-1 Wireless (50%).

KF5290115200.506410 (50%)

KF5290115202.506410 (50%)

KF - Independent Dept/Public Safety

52901 - E911 Program

152 - Fund 911

506410 - F/E object code

I hope this information is sufficient to your needs to move forward with these purchases. If you need anything further, please do not hesitate to call me. As always, we greatly appreciate the guidance and assistance of the Purchasing Division.

Attachments:

1. Justification form for sole source
2. Sole source letter from Sprint Florida , Inc.
3. Sole source letter from equipment vendor: Positron

# ATTACHMENT

2

APPROVED: 7/9/02

## JUSTIFICATION FOR SOLE SOURCE AND/OR WAIVER PURCHASE

Requisition Number \_\_\_\_\_ DATE 23-Nov-05

Department Public Safety/ E 9-1-1 Program Business Unit KF5290115200.506410  
KF5290115202.506410

Suggested Vendor  
Sprint Florida, Inc.

Item Description and Reason for Sole Source and/or Waiver:

9-1-1 telephony equipment: answers 9-1-1 calls integrating the voice with data information. Allows call taker to transfer calls using mouse or touch screen. Sprint is our sole licensed telephone exchange carrier in Lee County. They maintain the equipment 24 X 7 and are the only technicians with the proper training to do maintenance.

Technical Characteristics:

Computerized 9-1-1 telephony  
Answers calls by mouse or touch screen  
\*\*\*\*ITG NON-SUPPORTED

Reason for Requesting Sole Source:

Item Must Match Existing Equipment, Which Is:

Positron Lifeline 100 Controller Unit (9-1-1 call processor)

Item is a Repair Part for Existing Equipment, Which Is:

\_\_\_\_\_

Item is to be Attached to Existing Item, Which Is:

Positron Lifeline 100 Controller Unit (9-1-1 call processor)

REVISION DATE:

X Technical Characteristics of Requested Item are Essential to our Needs Because:  
Back room equipment must integrate with the front room equipment.

( ) No Other Manufacturer of This Type of Product Exists

( ) Other Manufacturers of This Type of Product Do Not Meet our Minimum Requirements:

Manufacturer's Name: \_\_\_\_\_

Reason: \_\_\_\_\_

Manufacturer's Name: \_\_\_\_\_

Reason: \_\_\_\_\_

Manufacturer's Name: \_\_\_\_\_

Reason: \_\_\_\_\_

( ) Other \_\_\_\_\_

Must Perform Price or Cost Analysis or Attach Negotiated Price Quote From Vendor; Letter From Manufacturer Stating Sole Source.

A) Price Analysis Performed

Based On:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

B) Cost Analysis Performed:

Based on:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Matthew SR Program Mgr  
Signature and Title of Requester

I, Chris Jeffcoat, Authorized Buyer,  
Conclude the Following:

- Sole Source Justification is Adequate and Purchase is Authorized Without Competitive Bidding.
- Sole Source Justification is Inadequate and Requisition is Returned to Department.
- Due to Time Restraints Purchase is Authorized Without Competitive Bidding.
- Competitive/Non-Competitive bid waiver approved.

Chris Jeffcoat 12/7/05  
Buyer

due to defective equipment in place  
Janet K. Sheehan 12-7-05  
Purchasing Director



**ATTACHMENT 3**

Stephen Fullerton  
Account Executive  
O:407-661-0027  
F:407-661-0094  
M:321-297-4651

Sprint Public Safety  
151 Southhall Lane  
Maitland FL, 32751  
Direct Mail to:  
PO Box 165000  
Altamonte Springs FL, 32716-5000  
Mailstop: FLMTDD0402-4057

Chris Jeffcoat  
Lee County Purchasing Department  
2440 Thompson Street  
Ft. Myers, FL 33901

Dear Chris Jeffcoat,

In response to your request referencing sole source, Sprint's statement is as follows:

Sprint is the only active distributor currently marketing and servicing Positron equipment in the Fort Myers, Florida area that can economically add and provide 24X7X365 support of the proposed upgrade to the existing Positron System .

Sprint would be the sole source provider for the installation and maintenance of the upgraded system. Sprint is currently maintaining all of the E911 PSAP's in Lee County that are currently equipped with Positron Lifeline 100's. Sole sourcing the purchase through Sprint, insures that the current 24X7X365 Centurion Maintenance provided by Sprint will not be compromised nor violate any existing agreements.

Currently Positron products are not available via state contract and presently Sprint is the only vendor servicing and supporting Positron products in the Sprint franchised territories.

Positron Public Safety Systems is a global leader in end-to-end communications solutions for emergency call-handling and dispatching and has been partnering with Sprint in their local service area for over 15 years.

The Positron Power Product set is Positron's flag ship call-taking product, engineered to deliver the most comprehensive set of 9-1-1 call handling functionality to public safety agencies.

It provides an advanced feature-set that includes sophisticated line handling capabilities, telephony functionality as well as the ability to manage multiple E911 lines. Positron's growing computer-telephony product family also includes Power 911, Power CAD, Power Map, Power MIS, Power Radio, Power Mobile and Power RMS.



*We help your business do more business™*





Thank you for the opportunity to be of service and if I may be of any further assistance please feel free to call me at 407-661-0027

Sincerely,

Stephen P. Fullerton  
Account Executive  
Sprint Public Safety



11/29/05

# ATTACHMENT

4

To whom it may concern,

Please be advised that in Southwest Florida Sprint is currently the only vendor in Lee County that has Positron certified technicians and support personnel.

Since Sprint is the sole provider of the network infrastructure and database, Sprint is the only vendor currently selling and supporting Positron Public Safety Systems solutions for Lee County.

Alan Woods  
Regional Sales Manager, Florida  
Positron Public Safety Systems  
1745 Phoenix Blvd Suite 250  
Atlanta GA 30349  
awoods@positron911.com  
office: 770-996-0055  
mobile: 678-787-4247  
fax: 770-996-0091

# ATTACHMENT #3


EMSystem, LLC  
 6737 W. Washington St  
 Suite 1425  
 Milwaukee, WI 53214

## Quote

Date	Estimate #
11/29/2005	0501-37

Name / Address
Region 6 SW Florida, Lee County EMS Cindy McBride PO Box 398 Fort Myers, FL 33902-0398

Project

Item	Description	Qty	Rate	Total
EMResource	EMResource Hospital Status tracking application service for the period 12/1/2005 through 11/30/2006 for the hospitals in the Florida counties of Charlotte, Collier, DeSoto, Glades, Hendry, Highlands, Lee, Okeechobee, and Sarasota.	1,539,885	0.04	61,595.40
Implementation - ...	Initial configuration, setup, and training fee (one time).  Terms: 1. Hospital status tracking allows for the tracking of up to 10 data points per participating hospital. 2. Event based status tracking allows for the tracking of up to 10 categories of additional (event only) status data points per participating resource. 3. A resource must be located within the geographic area described above to report status with the tracking application.		10,000.00	10,000.00
 <hr/> CHRISTOPHER W. FELTON, MD				
<b>Total</b>				\$71,595.40

This quote is valid for 60 days from the date above.

**ATTACHMENT** #c/

November 28, 2005

Chief Chris Hansen, Deputy Director  
Lee County Division of Public Safety  
PO Box 398  
Fort Myers, FL 33902

Dear Chief Hansen:

EMSystem, LLC is the sole provider and source of the EMResource application currently used by over 30% of the hospitals in the United States. EMResource can only be purchased directly from EMSystem, LLC. I appreciate Lee County's interest in our application and am always available to answer any questions yourself or anyone from Lee County may have. Please feel free to contact me directly at any time. I look forward to working with Lee County personnel to enhance the area's emergency preparedness communication capabilities.

Sincerely,

A handwritten signature in black ink, appearing to read "Chris Felton".

Christopher W. Felton, MD, FACEP  
President

[cfelton@emsystem.com](mailto:cfelton@emsystem.com)

mobile: 414.350.8090

office: 414.475.4503