SINGLE SOURCE AWARD **BID # SS-10666-21**

Subject: Mesa 3 Geo Cell Units and Supporting Hardware

Department: Neighborhoods

Description of Purchase: Recommend approval of single source award to Frontier Precision for the purchase of 26 Mesa 3 Geo Cell Units with supporting hardware. Total not to exceed expenditure amount is $72,928.36.

Funding Source: 00111.175101.552160.000000.00000000.00000.0000000

Single Source Award To: Frontier Precision

Price Justification: See Attached

Total Award: $72,928.36 **Requisition #:** NBMC-500123-21

Attachments: Recommendation Memo, Single Source Form and Vendor Quote

Certification as to Single Source: Randy Wishard, Chief, Mosquito Control Division

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

Analyst: Annette Burney

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN ***DATE***

ACTION OF AWARDING AUTHORITY DATE: _____

APPROVED_____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FORM GB-113, Revised 12/2007

ONE CITY. ONE JACKSONVILLE.

City of Jacksonville, Florida

Lenny Curry, Mayor

Mosquito Control Division
1321 Eastport Road
Jacksonville, Florida 32218
(904) 696-4374
www.coj.net

MEMORANDUM

DATE: June 15, 2021

TO: Greg Pease, Chief
Procurement Division

THRU: Bryan Mosier, Director
Neighborhoods Department

FROM: Randy E. Wishard, Chief
Mosquito Control Division

SUBJECT: **PURCHASE OF MESA 3 UNITS AND SUPPORTING HARDWARE**

Mosquito Control Division (MCD) requests authorization to purchase Qty. 26: MESA 3 Geo Cell Tablets and all the supporting hardware for the individual units.

MCD currently uses a web-based application no longer supported by Field Seeker software. MCD will be moving over to the cloud based FieldSeeker application. The software and MESA 3 units will provide MCD the ability to use current applications in the updated FieldSeeker software.

Frontier Precision is the sole exclusive owner and distributor of the software technology that will support FieldSeeker GIS Windows ULV Adulticide application. The software runs on MESA 3 Rugged Windows 10 Tablet, which is marketed, configured and supported exclusively by Frontier Precisions, Inc. Price quote and exclusive sole source information has been provided.

MCD request the purchase of quantity 26: MESA 3 Geo Cell Units and the supporting hardware to access the new mobile application. MCD will use funds available in the current fiscal year.

If you have any questions or need additional information, feel free to contact me.
REW

SINGLE SOURCE REQUEST

Pursuant to the City of Jacksonville Procurement Code § 126.206 & § 126.312, when requesting a purchase from a Supplier subject to the referenced sections, please complete this form to justify your request and submit to Procurement with applicable attachments

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):

MESA 3 Geo Cell Tablets and supporting hardware

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED SINGLE SOURCE PROVIDER:

Frontier Precision is the sole exclusive owner and distributor of the software technology that will support FieldSeeker GIS Windows ULV Adulticide application(letter attached)

ASSERT THAT YOU HAVE RESEARCHED THE AVAILABILITY OF THE REQUESTED GOODS/SERVICES FROM OTHER SOURCES IN APPLICABLE MARKETS AND HAVE DISCUSSED AND EVALUATED THE SAME WITH COJ'S PROCUREMENT AND EBO DIVISIONS:

Frontier Precisions, Inc is the only developer, sole owner and distributor, providing software technology for FieldSeeker in conjuction with MESA 3 Geo Cell Tablets

Martin, Holli

From: Wishard, Randy
Sent: Wednesday, June 9, 2021 10:08 AM
To: Martin, Holli
Subject: FW: Mosquito Control Single Source support

Holli,

Below is the recommendation from ITD on hardware upgrade to add to the requisition.

Thanks,

From: Jansen, Pieter
Sent: Wednesday, June 9, 2021 10:05 AM
To: Wishard, Randy <RWishard@coj.net>
Cc: Freeman, Paul <PFreeman@coj.net>
Subject: Mosquito Control Single Source support

Randy,

The Information Technologies Division (ITD) recommends Mosquito Control Division (MCD) replace their mobile hardware.
MCD's current mobile equipment are at end of life and will not support the replacement applications needed by MCD.

Thank you

Pieter Jansen
Senior Project Manager
City of Jacksonville | Information Technologies Division
214 N. Hogan Street, 9th Floor
Jacksonville, FL 32202
Office: 904.255.8099
Cell: 301.471.3432
www.coj.net

ONE CITY. ONE JACKSONVILLE

INFORMATION TECHNOLOGIES DIVISION

FRONTIER

January 11, 2021

To Whom It May Concern:
Frontier Precision, Inc. is the developer, sole owner and distributor of the following software solutions. This software technology, either solely provided or in combination with the Juniper Systems Mesa 3 Rugged Windows 10 Tablet is marketed, configured, supported and provided to customers exclusively by Frontier Precision, Inc. No other sales outlets are available for purchasing the software technology together with the Juniper Systems Mesa 3 Rugged Windows 10 Tablet, since all configuration, technical support and programming services are provided solely by Frontier Precision, Inc.

Frontier Sole Source products and services include:

- FieldSeeker® GIS for Mosquito Control Core (Larviciding with storm drain treatments, Surveillance, Service Request and VectorSurv Gateway Integration Option) Software, or
- FieldSeeker® GIS for Invasive Plant Control (Plant Occurrence, Assessment, Bio-release, Treatment Assessments, and Service Request)
  - Solely or together with the Juniper Systems Mesa 3 Rugged Windows 10 Tablet
  - Including applicable annual support and maintenance, any customizations to the software code or any related GIS services needed to integrate software to other third-party software

- FieldSeeker Windows ULV Adulticiding Extension together with the Juniper Systems Mesa 3 Rugged Windows 10 Tablet. The Windows ULV software contains proprietary features making it and the Mesa 3 Rugged Windows 10 Tablet compatible with the Clarke SmartFlow, London Fogger, Curtis Dynafog, and Target/B&G Phoenix Foggers sprayers and control boxes with data output capabilities. The Windows ULV software is preinstalled on the Mesa 3 Rugged Windows 10 Tablet, which both are configured for a specific sprayer, and includes a customized base map for each customer's location. Technical support is provided for the Windows ULV software and Mesa 3 Rugged Windows 10 Tablet as a system.
  - This also includes applicable annual support and maintenance, any customizations to the software code or any related GIS services needed to integrate software to other third-party software

- Frontier Public Notification App, which is integrated and supported alongside the FieldSeeker Core (Larviciding with storm drain treatments, Surveillance and Service Request) software
  - Including applicable annual support and maintenance, any customizations to the software code or any related GIS services needed to integrate software to other third-party software

FRONTIER

- Sentinel® GIS for Mosquito Control Software, solely or together with the Juniper Systems Mesa 3 Rugged Windows 10 Tablet.
  - Including applicable annual support and maintenance, any customizations to the software code or any related GIS services needed to integrate software to other third-party software

To our knowledge, any pricing that is provided by Frontier Precision, Inc. is fair, reasonable, and comparable to other companies that provide the similar products or services as our company.

For questions, contact:

Linda Glover

Linda Glover
GIS Sales & Services Manager
(208) 595-1196
linda@frontierprecision.com

FRONTIER PRECISION

2716 S Lincoln Ave, Ste G
Jerome, ID 83338
208-324-8006
www.frontierprecision.com

Quote 49187
Date: May 18, 2021
By: Linda Glover
linda@frontierprecision.com

BILL TO:
City of Jacksonville, FL
Randy Wishard
1321 Eastport Rd.
Jacksonville, FL 32218
United States
rwishard@coj.net
904.696.4374

SHIP TO:
City of Jacksonville, FL
Randy Wishard
1321 Eastport Rd.
Jacksonville, FL 32218
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rwishard@coj.net
904.696.4374

Product Details	Qty	Price	Total
MS3-CFG-13138 Mesa 3 Geo Cell 128 GB Internal Storage 2MP Front/8MP Rear Cameras Integrated GNSS receiver & antenna Integrated 4G LTE Modem	26	$2,788.00	$72,488.00
28498 256GB eMMC Internal Storage Upgrade This optional upgrade doubles the internal storage of the Mesa 3 and provides faster read/write speeds than adding storage via the user accessible micro SD slot. Provided at no additional cost. $199/unit value.	26	$0.00	$0.00
DISCOUNT_GIVEN Quantity Purchase Discount on Mesa 3 1 - 10 units 0% 11 - 20 units 2% 21 - 30 units 3%	26	$-83.64	$-2,174.64
25674 Integrated RS-232 9-Pin, D-Sub Communication Built into the Mesa 2/3 for communication with the sprayers with data output	10	$249.00	$2,490.00
Miscellaneous Estimated UPS Ground Shipping	1	$125.00	$125.00

Subtotal:	**$72,928.36**
Tax:	**$0.00**
Shipping:	**$0.00**
Grand Total:	**$72,928.36**

Special Notes

Shipping, handling, and applicable sales tax will be added to invoice.

Terms and Conditions

All invoices are in U.S. Dollars. Prices are good for 30 days.

Payment terms are net 30 days upon approved credit. We also accept VISA, MasterCard and American Express. Returns- A standard restocking fee of 20% will be charged for any returned equipment.

Shipping and handling charges are prepaid and added to invoice. Shipment will be made by UPS Ground unless otherwise specified, FOB Shipping Point.