SINGLE SOURCE AWARD **BID # SS-8642-20**

Subject: 911 – Solacom Managed Services

Department: Jacksonville Sheriff's Office

Description of Purchase: Recommend approval to ratify the award from August 1, 2020 to date of award.

Recommend approval of a Single Source Award to AK Associates for the purchase of remote monitoring equipment and related services for the Solacom Telephone System. The period of service is from date of award through July 31, 2021. The total not-to-exceed expenditure amount is $88,841.20.

Funding Sources: 10701.552103.546030.000000.00000348.00000.0000000 ($5,583.20)
10701.552103.546620.000000.00000348.00000.0000000 ($83,258.00) To be executed by Purchase Order

Single Source Award To: AK Associates

Price Justification: See attachment

Total Award: $88,841.20 **Requisition #:** PSSS-500594-20

Attachments: Recommendation Memo, Single Source Form, Supplier Quote and Letter

Certification as to Single Source: Derrick Lewis, Director of Police Services

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

Analyst: Taryn Manser

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 _____

SS-8642-20

Jacksonville Sheriff's Office

MIKE WILLIAMS, SHERIFF

Serve • Protect • Community

TO: Gregory Pease
Chief of Procurement

THRU: Bill Clement, CPA
Chief, Budget

FROM: Derrick Lewis
Director, Police Services

SUBJECT: Award Request – Solacom active monitoring

DATE: Monday, July 20, 2020

The Jacksonville Sheriff's Office is requesting a Single Source award with AK Associates for Active Monitoring for the Solacom Phone System and Servers for the period August 1, 2020 through July 31, 2021. The not to exceed expenditure amount for the period is $88,841.20, the funding for this purchase will be $88,841.20 total and funded by ~~$6,388.60~~ 5,583.20 10701.552103.546030.000000.00000348.00000.0000000 & ~~$82,452.60~~ 83,258.00 10701.552103.546620.000000.00000348.00000.0000000. Attached is the Single Source request, the letter from AK Associates, and the quote from the vendor for your review.

Please let me know if you require any additional information, thank you for your assistance.

Amounts corrected per req. PSSS-500594-20 and Gregory Feazell.

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):

Purchase of remote monitoring equipment and related services for the Solacom Telephone system. This services includes aintaining O/S updates to ensure system remains CJIS certifications.

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

AK Associates is the only CML and SolaCom manufacturer certified service provider for 911 in Northeast Florida. K Associates is the one of primary designers of the North Florida Routing network. The maintenance and support of the mission critical 911 network is a highly specialized technology and requires specific knowledge and training and availability of timely response.

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:

AK Associates is the designated service provider and reseller for SolaCom and CML 911 equipment and services in Northeast Florida.

AK ASSOCIATES

We have prepared a quote for you

Solacom ARM

Quote # 000339
Version 1

Prepared for:

Duval County, FL

Lori Leonard
phyllis.leonard@jaxsheriff.org

7 Independence Avenue
Derry, NH 03038
http://www.akassociates911.com/
(603) 432-5755

AK ASSOCIATES

Thursday, June 04, 2020

Duval County, FL
Lori Leonard
501 E. Bay St.
Room 312
Jacksonville, FL 32202
phyllis.leonard@jaxsheriff.org

Dear Lori,

Thank you for giving us the opportunity to provide Duval County, FL with a quote for Solacom ARM. We are excited to work with you. Should you have any questions on this project please feel free to reach out to any member of the AK Associates team!

Beth Stankus
Manager of Accounting
AK Associates

7 Independence Avenue
Derry, NH 03038
http://www.akassociates911.com/
(603) 432-5755

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System 1 - Side A

Description		Price	Qty	Ext. Price
P-MSApp	**Appliance for Managed services** *Includes 5 Years Support*	$2,741.60	1	$2,741.60
			Subtotal:	**$2,741.60**

System 2 - Side A

Description		Price	Qty	Ext. Price
P-MSApp	**Appliance for Managed services** *Includes 5 Years Support*	$2,741.60	1	$2,741.60
			Subtotal:	**$2,741.60**

Managed Services

Description		Price	Qty	Ext. Price
SV-ARM_Guardian-1Y	**Active Remote Monitoring / Pos - 1 Year**	$430.00	114	$49,020.00
SV-ARM-SETUP	**Active Remote Monitoring - Setup**	$3,547.00	2	$7,094.00
SV-ARM-SETUP-AP	**Active Remote Monitoring - Setup/ PSAP**	$432.00	7	$3,024.00
SV-OS MGTCore-1Y	**Server OS Patch Management 1 year**	$360.00	10	$3,600.00
SV-OS MGTPos-1Y	**Position OS Patch Management 1 year**	$180.00	114	$20,520.00
			Subtotal:	**$83,258.00**

Options

* Optional

Description		Price	Qty	Ext. Price
	Managed Services- Year 2			
SV-ARM_Guardian-1Y	**Active Remote Monitoring / Pos - Year 2**	$430.00	114	$49,020.00

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AK ASSOCIATES

Options

* Optional

Description		Price	Qty	Ext. Price
SV-OS MGTCore-1Y	**Server OS Patch Management - Year 2**	$360.00	10	$3,600.00
SV-OS MGTPos-1Y	**Position OS Patch Management - Year 2**	$180.00	114	$20,520.00
	Managed Services- Year 3			
SV-ARM_Guardian-1Y	**Active Remote Monitoring / Pos - Year 3**	$430.00	114	$49,020.00
SV-OS MGTCore-1Y	**Server OS Patch Management - Year 3**	$360.00	10	$3,600.00
SV-OS MGTPos-1Y	**Position OS Patch Management - Year 3**	$180.00	114	$20,520.00
	Managed Services- Year 4			
SV-ARM_Guardian-1Y	**Active Remote Monitoring / Pos - Year 4**	$430.00	114	$49,020.00
SV-OS MGTCore-1Y	**Server OS Patch Management - Year 4**	$360.00	10	$3,600.00
SV-OS MGTPos-1Y	**Position OS Patch Management - Year 4**	$180.00	114	$20,520.00
	Managed Services- Year 5			
SV-ARM_Guardian-1Y	**Active Remote Monitoring / Pos - Year 5**	$430.00	114	$49,020.00
SV-OS MGTCore-1Y	**Server OS Patch Management - Year 5**	$360.00	10	$3,600.00
SV-OS MGTPos-1Y	**Position OS Patch Management - Year 5**	$180.00	114	$20,520.00
	Managed Services- 5 Years Upfront Payment			
SV-ARM-Guardian-5Y	**Act. Remote Monitoring Per Pos - 5 Years**	$1,720.00	114	$196,080.00

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Options

* Optional

Description		Price	Qty	Ext. Price
SV-OS MGTCore-5Y	**Server OS Patch Management - 5 Years**	$1,800.00	10	$18,000.00
SV-OS MGTPos-5Y	**Position OS Patch Management - 5 Years**	$900.00	114	$102,600.00

* Optional Subtotal: **$609,240.00**

Shipping

Description		Price	Qty	Ext. Price
ShippingFee	**Shipping and Handling Charges**	$100.00	1	$100.00

Subtotal: **$100.00**

Payment Terms

Description	Qty
Terms of Sale:	
• Payment Terms are Net 30	

7 Independence Avenue
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AK ASSOCIATES

Solacom ARM

Prepared by:

AK Associates

Beth Stankus
(603) 432-5755 x.283
Fax (603) 432-0900
bstankus@AKassociates911.com

Prepared for:

Duval County, FL

501 E. Bay St.
Room 312
Jacksonville, FL 32202
Lori Leonard
(904) 630-2317
phyllis.leonard@jaxsheriff.org

Quote Information:

Quote #: 000339

Version: 1
Delivery Date: 06/04/2020
Expiration Date: 08/31/2020

Quote Summary

Description	Amount
System 1 - Side A	$2,741.60
System 2 - Side A	$2,741.60
Managed Services	$83,258.00
Shipping	$100.00
Total:	**$88,841.20**

*Optional Expenses

Description	One-Time
Options	$609,240.00
Optional Subtotal:	**$609,240.00**

Disclaimers: This quote is provided for the listed contact and is not to be shared or disseminated without written consent by AK Associates. This quote null and voids any previous version.

AK Associates

Signature: _____

Name: Beth Stankus

Title: Manager of Accounting

Date: 06/04/2020

Duval County, FL

Signature: _____

Name: Lori Leonard

Date: _____

AK ASSOCIATES

Where Technology, Creativity and Quality Service Meet

July 20, 2020

Mrs. Phyllis C. Leonard, 911 Coordinator
Jacksonville Sheriff's Office
501 East Bay Street
Jacksonville FL 32202

Dear Mrs. Leonard:

The Duval County 9-1-1 system is unique in its configuration and unlike any other 9-1-1 system in Florida. It consists of carefully engineered systems that include Frequentis Protect and Cassidian Patriot call taking equipment, Solacom IQ gateways selective routers, Data Master DBMS and components that provide the means to connect the Duval 9-1-1 system to the North Florida Routing Regional 9-1-1 Network.

The only company to have trained and certified technicians with experience to install and maintain the Duval County 9-1-1 system is AK Associates. AK Associates is the only vendor in Florida that is a certified reseller and has certified technicians by the equipment manufacturers Frequentis, Solacom and Cassidian for you integrated 9-1-1 system used by Duval County.

In addition, AK Associates is presently under a maintenance contract with Duval County to provide installation and maintenance support. Under the current contract, AK Associates provides the labor for installation and maintenance services to all the 9-1-1 equipment installed by AK Associates. This contract also provides Duval County with free ancillary services and discounts on additional equipment purchases. AK will also provide Duval County with Cassidian, Solacom and Frequentis extended maintenance without an additional mark up.

Cassidian will not sell their extended warranty (maintenance) directly to a customer, and they only provide this coverage through the existing channel partner. Since AK Associates is under contract with Duval County, AK Associates is the only company that can offer this service without voiding the existing contract. If I can provide additional information please do not hesitate to contact me.

Sincerely,

Arthur Kraus

Arthur Kraus, VP
AK Associates

Kraus Associates Inc., d/b/a AK Associate, 326 Porta Rosa Cir, St Augustine, Florida 32092

OFFICE OF THE SHERIFF

ORDER REQUEST FORM

Request For: 911 Administration (Work Unit) | Communications (Division) | Services (Dept.)

Requestor: Phyllis C Leonard 911 Systems Manager (Name) | 7017 (ID #) | 630-2317 (Phone) | 6/9/2020 (Date)

Deliver To Location: 501 E. Bay Street Room 216, Catherine Street Loading Dock, Attn: Phyllis Leonard Jacksonville, FL 32202

Item No.	Description and Model No.	JSO Stock No.	QTY.	Unit Cost	Total
1	Appliance for Managed services		2	$ 2,741.60	$ 5,483.20
2	Active Remote Monitoring (ARM) pos 1 year		114	430.00	49,020.00
3	ARM setup		2	3,547.00	7,094.00
4	ARM setup		7	432.00	3,024.00
5	Server OS Patch Management 1 year		10	360.00	3,600.00
6	Position OS Patch management 1 year		114	180.00	20,520.00
7	Shipping and Handling Charges		1	100.00	100.00
8					
9					
10					
11					
12					
13					
14					
15					
				TOTAL REQUEST	$ 88,841.20

Suggested Vendor: AK Associates-Beth Stankus Vendor Phone 603-432-5755 ext 283

Vendor Address / E-mail: bstankus@AKassociates911.com

Proprietary

Sole Source If Proprietary / Sole Source, attach appropriate form and letter from vendor.

Special funding to be used for this purchase?

Loan Pool / Banking Fund

Grant *

Trust Fund * * Enter name and # of Grant or Trust Fund

Justification / Repetitive Request Authorization / Notes:

Approvals:

1. Phyllis C Leonard (Signature) | 7017 (ID #) | 4/22/2020 (Date)

2. Signature | ID # | Date

3. Signature | ID # | Date

4. Signature | ID # | Date

Required approval level (per General Order 54):

$0 to $2,500 - Assistant Chief or higher

$2,501 to $5,000 - Chief or higher

$5,001 or more - Director or higher

Budget Office Use Only

Index Subobject

Analyst Date

P-1532 Rev 2010-09