SINGLE SOURCE AWARD **BID # SS-14869-24**

Subject: Warranty Maintenance and Support for Exacom Recording Equipment

Department: Sheriff's Office

Description of Purchase:
Recommend approval to retroact the period of service from October 1, 2023 through date of award.

Recommend approval of single source award to Kraus Associates dba AK Associates for warranty maintenance and support of the 911 Exacom recording equipment for the 911 Communication Center at the Jacksonville Sheriff's Office. Period of service is from date of award through September 30, 2024. Total not-to-exceed expenditure is $65,159.92.

Funding Source: 10701.552103.546620.000000.00000348.00000.0000000 – To be encumbered by Purchase Order

Single Source Award To: Kraus Associates dba AK Associates

Price Justification: See attachment

Total Award: $65,159.92 **Requisition #:** PSSS-502003-24

Attachments: Agency Letter, Single Source Form, Vendor Letter and Quote

Certification as to Single Source: L. Schmitt, Director of Police Services

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

Wallace-Cohen

Analyst: Olive Wallace-Cohen

Dustin Freeman, Chief
Procurement Division

RW

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 _____

JACKSONVILLE SHERIFF'S OFFICE

T.K. Waters, Sheriff

Dedication. Service. Honor. Community.

DATE: Thursday, October 19, 2023

TO: Dustin Freeman,
Chief of Procurement

THRU: B. Clement, CPA
Chief of Budget

FROM: L. Schmitt
Director of Police Services

SUBJECT: Award Request – Exacom Recording Equipment

The Jacksonville Sheriff's Office is requesting a Single Source award with Kraus Associates, dba A.K. Associates for the maintenance and support for the Exacom recording equipment for the 911 Communications Center. The not-to exceed expenditure amount is $65,159.92, the funding for this purchase will be 10701.552103.546620.000000.00000348.00000.0000000.

Attached is the Single Source request, the letter from the vendor, and the quote from the vendor for your review.

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

JUSTIFICATION FOR SINGLE SOURCE (JSS)

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

1. Requesting Agency:	Jacksonville Sheriff's Office (JSO)
2. Nature and/or description of the requirement being requested. ***Identify each item, component or service being procured. (Attach quote/proposal):*** ***Why does the city need these particular goods or services?***	HW/SW Warranty services for Exacom recording system from October 1 to September 30 for services including upgrades, updates, and patches for the recording software and related components for 911
3. Provide a detailed justification as to why the requested goods/services can only be efficiently and effectively procured through the recommended Single Source vendor:	A.K Associates is the regional reseller of Exacom equipment and is currently under agreement with the Jacksonville Sheriff's Office for technical assistance related to this and other aspects of the 911 system
4. Date of Request	10/1/2023

5. Summary of Market Research

[Provide a description of the market research performed, how it was performed, by whom, and market research results. Please spell out acronyms.]

[AK Associates is the sole Exacom authorized reseller/service/support partner supporting P25/NG911 recording technology. The additional channels/card are only available and supported directly by Exacom factory authorized resellers/service/support partners due to the complexity of the application and level of technical expertise needed for the integrated system]

6. Conflict of Interest (Must Check)

√ By checking this box, I affirm that there are no actual, potential, or perceived conflicts of interest with the entity in which I am requesting a single source award. Conflict of Interest shall be interpreted consistent with *Chapter 112, Florida Statutes.*

7. Other Documentation (Check and attach all that apply)

√ Supplier Quote

√ Single Source Memo signed by Director

AK ASSOCIATES

Where Technology, Creativity and Quality Service Meet

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 Solacom call taking equipment, Solacom IQ gateways selective routers, Exacom recording systems, 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 Exacom and Solacom 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 Solacom and Exacom extended maintenance without an additional mark up.

Solecom nor Exacom will not sell their components or 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

911-Tracy

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) | 9/18/2023 (Date)

Deliver To Location: 501 E. Bay Street Room 206 H, Catherine Street Loading Dock, Attn: Phyllis Leonard Jacksonville, FL 32202

Item No.	Description and Model No.	JSO Stock No.	QTY.	Unit Cost	Total
1	Exacom HW/SW warranty/service 10/1/2023 thru 9/30/2024		1	########	$ 65,159.92
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
				TOTAL REQUEST	$ 65,159.92

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

RECEIVED

Justification / Repetitive Request Authorization / Notes:

10701. 552105. 546620.000000 00000348. 0000. 000000

Approvals:

1. Phyllis C Leonard (Signature) | 7017 (ID #) | 9/18/2023 (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

AK ASSOCIATES

We have prepared a quote for you

Exacom Support- JSO

Quote # 001286
Version 2

Prepared for:

Duval County, FL

Lori Leonard
phyllis.leonard@jaxsheriff.org

PO Box 2880
Concord, NH 03302
http://www.akassociates911.com/
(603) 432-5755

AK ASSOCIATES

Friday, September 15, 2023

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 Exacom Support- JSO. 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!

Julie Chase

Julie Chase
President
AK Associates

PO Box 2880
Concord, NH 03302
http://www.akassociates911.com/
(603) 432-5755

AK ASSOCIATES

Exacom Support

Description	Price	Qty	Ext. Price
9004000 HS-SUP-E **Exacom HW/SW Warranty/Service** *Exacom HW/SW Warranty/Service (Remote Support - Essentials) - 10/1/23 through 9/30/24*	$65,159.92	1	$65,159.92

- Supports Existing EXACOM Recorder serial numbers:
  - 2363, 2364, 2365, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 2680, 2681, 2682, 2683, 2684

Subtotal: **$65,159.92**

Payment Terms

Description	Qty
Terms of Sale: • Hardware and software will be invoiced upon shipment • Services will be invoiced upon completion • Payment Terms are Net 30	

PO Box 2880
Concord, NH 03302
http://www.akassociates911.com/
(603) 432-5755

AK ASSOCIATES

Exacom Support- JSO

Prepared by:

AK Associates

Julie Chase
(603) 432-5755 x.215
Fax (603) 432-0900
jchase@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 #: 001286

Version: 2
Delivery Date: 09/15/2023
Expiration Date: 11/01/2023

Quote Summary

Description	Amount
Exacom Support	$65,159.92
Total:	**$65,159.92**

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: Julie Chase

Name: Julie Chase

Title: President

Date: 09/15/2023

Duval County, FL

Signature:

Name: Lori Leonard

Date: