SINGLE SOURCE AWARD **BID # SS-9168-21**

Subject: AK Elite Premier Maintenance for 911 Emergency Telephone System County-wide (Including Communication Center equipment, routing database and network functionalities).

Department: JACKSONVILLE SHERIFF'S OFFICE

Description of Purchase:
Recommendation approval to retroact the period of service from October 1, 2020 through date of award.

Recommend approval of a Single Source award to AK Associates for maintenance and technical support for the 911 Emergency Telephone System County-wide (to include on-site and remote system maintenance and monitoring, equipment installation, replacement, and repair, network connectivity, call routing, interface with telephone network providers, carriers, and equipment manufacturers). Period of service is from date of award through September 30, 2021. Total award expenditure amount not-to-exceed $402,888.96.

Funding Source: 10701.552103.564030.000000.00000348.00000.0000000 - To be encumbered by Purchase Order.

Single Source Award To: AK ASSOCIATES

Price Justification: See attachment

Total Award: $402,888.96 **Requisition #:** N/A

Attachments: Agency Memo, Single Source Form, Supplier Quote

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

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

Analyst: Olive Wallace-Cohen

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 _____

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 – Software Maintenance AK Associates

DATE: Thursday, October 1, 2020

The Jacksonville Sheriff's Office is requesting a Single Source award with AK Associates for AK Elite Premier Maintenance for the period October 1, 2020 through September 30, 2021. The not to exceed expenditure amount for the period is $402,888.96, the funding for this purchase will be 10701.552103.546030.000000.00000348.00000.0000000. 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.

SINGLE SOURCE REQUEST

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.

REQUESTING AGENCY (DEPT./DIVISION): Sheriff/Services/911

FUNDING SOURCE: 10701.552103.546030.000000.00000348.00000.0000000

BRIEF DESCRIPTION OF GOODS/SERVICES:

Maintenance and technical support for the 911 Emergency Telephone System - county-wide includes Communication Center equipment, routing database, and network functionalities

AMOUNT OF PROJECT (attach quote): $402,888.96

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

Coverage Dates - October 1, 2020 through September 30, 2021
Services includes on-site and remote system maintenance and monitoring, equipment installation, replacement, and repair. Network connectivity, call routing, interface with telephone network providers, carriers, and equipment manufactures.

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. AK 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.

Submitted by: Gregory J. Feazell — Budget & Management Analyst Principal

(Name) — **(Title)**

Date: October 1, 2020

Requesting Agency's Director's Signature: Dir D Lewis 7453

AK ASSOCIATES

Where Technology, Creativity and Quality Service Meet

August 28, 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

AK ASSOCIATES

We have prepared a quote for you

AK Maintenance

Quote # 000362
Version 2

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

AK Maintenance

Description		Price	Qty	Ext. Price
AKEPMaint	**AK Elite Premier Maintenance** *Dates of Support: 10/1/20 through 9/30/21*	$402,888.96	1	$402,888.96

Subtotal: **$402,888.96**

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

AK ASSOCIATES

AK Maintenance

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 #: 000362

Version: 2
Delivery Date: 07/22/2020
Expiration Date: 10/05/2020

Quote Summary

Description	Amount
AK Maintenance	$402,888.96
Total:	**$402,888.96**

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: 07/22/2020

Duval County, FL

Signature: _____

Name: Lori Leonard

Date: _____

OFFICE OF THE SHERIFF

ORDER REQUEST FORM

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

Requestor: Phyllis C. Leonard, 9-1-1 Coordinator (Name) | 7107 (ID #) | 904-630-2317 (Phone) | 10/1/2020 (Date)

Deliver To Location: 501 East Bay Street Room216, Catherine Street Loading Dock, Attn: Patricia Welte, Jacksonville FL 32202

Item No.	Description and Model No.	JSO Stock No.	QTY.	Unit Cost	Total
1	AK Associates - County-wide Elite Premier Maintenance Services		12	$ 33,574.08	$ 402,888.96
2	and Technical Support for 911-Emergency Telephone System & Network				
3					
4	Coverage Dates - October 1, 2020 - September 30, 2021				
5	to be invoiced monthly				
6	Replaces PO9A00448				
7					
8					
9					
10					
11					
12					
13	Replaces 0B01163-0				
14	Single Source letter attached				
15	PO # must be referenced on all invoices				
				TOTAL REQUEST	$ 402,888.96

Suggested Vendor: AK Associates

Vendor Phone: 603-432-5755

Vendor Address / E-mail:

☐ 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. Signature | ID # | 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