10

SINGLE SOURCE AWARD **BID # SS-13309-23**

Subject: 911 – AK ELITE PREMIER MAINTENANCE

Department: Jacksonville Sheriff's Office

Description of Purchase: Recommend approval to retroact the period of service from October 1, 2022 through date of award.

Recommend approval of single source award to Kraus Associates Inc., d/b/a AK Associates for maintenance and support for the Xacom Recording Equipment for the 911 Communication Center for the Jacksonville Sheriff's Office. Period of service will be from date of award through September 30, 2023. Total not-to-exceed expenditure is $402,888.96.

Funding Source: 10701.552103.546030.000000.00000348.00000.0000000 and processed by Purchase Order

Single Source Award To: Kraus Associates Inc., d/b/a AK Associates

Price Justification: See attachment

Total Award: $402,888.96 **Requisition #:** PSSS-500041-23

Attachments: Single Source Memo/Form, Vendor Letter and Quote, Previous Award

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: Olive Wallace-Cohen

Dustin Freeman, 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

Duval County, Florida

Mike Williams, Sheriff

501 E. Bay Street
Jacksonville, FL 32202

DATE: Thursday, October 06, 2022

TO: Dustin Freeman,
Acting Chief of Procurement

THRU: Bill Clement, CPA WDL
Chief of Budget

FROM: Deloris O'Neal
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 $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 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.

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

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) | 9/7/2022 (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	Support/Maintenance for AK Associates for 10/1/2022 thru 9/30/2023		1	#########	$ 402,888.96
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
				TOTAL REQUEST	$ 402,888.96

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

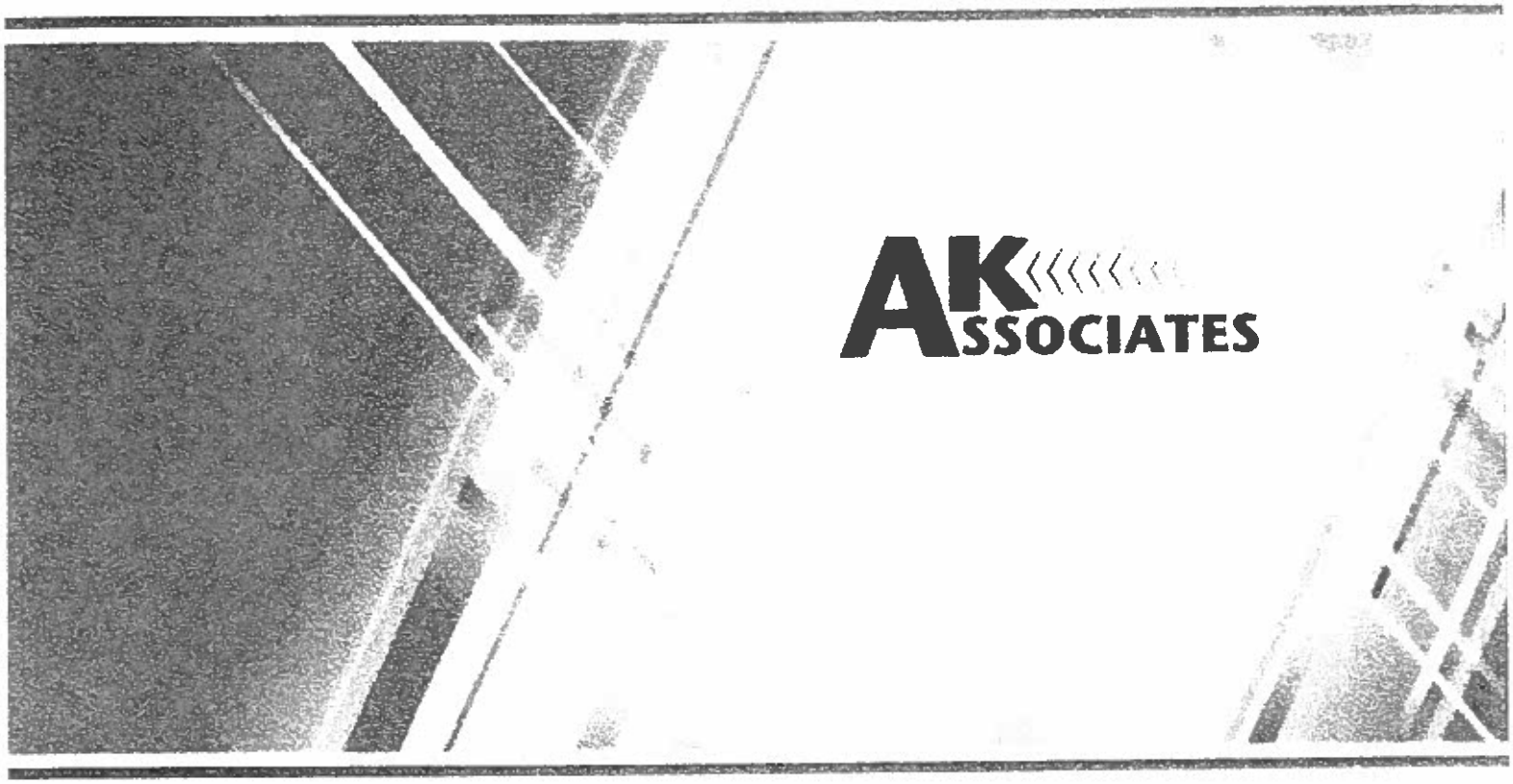
Justification / Repetitive Request Authorization / Notes:

Approvals:

1. Phyllis C Leonard (Signature) | 7017 (ID #) | 9/7/2022 (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 ____



We have prepared a quote for you

AK Maintenance

Quote # 000970
Version 1

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

AK Maintenance

Description		Price	Qty	Ext. Price
AKEPMaint	**AK Elite Premier Maintenance** *Dates of Support: 10/1/22 through 9/30/23*	$402,888.96	1	$402,888.96

Subtotal: **$402,888.96**

Payment Terms

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

PO Box 2880
Concord, NH 03302
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 #: 000970

Version: 1
Delivery Date: 07/11/2022
Expiration Date: 10/09/2022

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: 07/11/2022

Duval County, FL

Signature:

Name: Lori Leonard

Date:

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?***	2nd Tier maintenance 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	10/1/2022

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. Other Documentation (Check and attach all that apply)

√ Supplier Quote

√ Single Source Memo signed by Director

√ Other [Letter from Vendor]

SINGLE SOURCE AWARD **BID # SS-11116-21**

Subject: 911 - Exacom Guardian & Map annual support

Department: Jacksonville Sheriff's Office

Description of Purchase: Recommend approval of single source award to Kraus Associates Inc., d/b/a AK Associates, for annual HW/SW Warranty/Service for the 911 Guardian phone and mapping system for the Jacksonville Sheriff's Office. Period of service is September 15, 2021 through September 30, 2022. Total not-to-exceed expenditure is $238,399.73.

Funding Source: 10701.552103.546620.000000.00000348.00000.0000000 and processed by Purchase Order

Single Source Award To: Kraus Associates Inc., d/b/a AK Associates

Price Justification: See attachment

Total Award: $238,399.73 **Requisition #:** PSSS-502915-21

Attachments: Single Source Memo/Form, Vendor Letter and Quote

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: Olive Wallace-Cohen

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN

DATE 9/23/21

ACTION OF AWARDING AUTHORITY DATE: 9-24-21

APPROVED ✓ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

Brian Hughes
Chief Administrative Officer
For Mayor Lenny Curry
Under Authority of:
Executive Order No: 2019-02

FORM GB-113, Revised 12/2007