SINGLE SOURCE AWARD **BID # SS-0208-20**

Subject: Sales Verification Software for Real Estate Transactions

Department: Property Appraiser

Description of Purchase:
Request approval to increase the annual not-to-exceed expenditure amount for Just Appraised, Inc. for FY23 by $16,809.00 (approximately 17%) due to an increased volume of transactions and the fact that the price has not been increased since the start of the contract. Total not-to-exceed expenditure amount for FY23 will be $114,129.00. Total revised not-to-exceed award amount will be $486,089.00.

Period of service will be from October 1, 2022 through September 30, 2023 with one (1) automatic one (1) year renewal option remaining.

This award is subject to appropriation by the City in the fiscal year beginning October 1, 2022. No funds have been appropriated to date. The City has no obligation for payment and work hereunder is not authorized unless funds are appropriated for work herein. A written notification will be provided in the event the funds are appropriated.

Funding Source: 00191.810004.531180.000000.00000000.00000.0000000 – To be executed by formal contract amendment through the Office of General Council and processed via Purchase Order(s).

Single Source Award To: Just Appraised, Inc.

Price Justification: See attachment

Total Award: $486,089.00 **Requisition #:** N/A

Attachments: Agency Memo, Single Source Request Form, Award Tracking Sheet, Supplier's Email, Previous Awards

Certification as to Single Source: Kathleen Collins, Chief Financial Officer, Office of the Property Appraiser

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

Analyst: David Klages

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

OFFICE OF THE PROPERTY APPRAISER

JERRY HOLLAND
DUVAL COUNTY
PROPERTY APPRAISER

231 E. FORSYTH STREET
JACKSONVILLE, FL 32202
(904) 630-2011

April 20, 2022

David Klages, Purchasing Analyst
Procurement Division
214 N. Hogan Street, Suite 800
Jacksonville, Florida 32202

Dear David:

The Duval County Property Appraiser's Office would like to utilize the automatic renewal option for GC#1318784 (SS-0208-20). Renewal 3 will be for October 1, 2022- September 30, 2023.

The budgeted amount for FY23 is $114,129. The vendor has quoted a 17 percent increase. This software is vital to our Land Records Division, so we would like to maintain the contract. The revised total not to exceed award amount will be $486,089.00.

Funding for this award will be encumbered from account 00191.810004.531180.

Please let me know if you need any additional information.

Sincerely,

Kathleen Collins
Chief Financial Officer
Office of the Property Appraiser
630-5890 Office
kathleenc@coj.net

SS-0208-20 Sales Verification Software for Real Estate Transactions
Just Appraised, Inc.

Date	$Amount	Purpose
08/02/19	$80,000.00	GGAC Award (Initial term - FY20)
	$80,000.00	GGAC Award (Renewal 1 - automatic - FY21)
	$80,000.00	GGAC Award (Renewal 2 - automatic - FY22)
	$80,000.00	GGAC Award (Renewal 3 - automatic - FY23)
	$80,000.00	GGAC Award (Renewal 4 - automatic - FY24)
11/23/20	$69,280.00	Per the signed contract, the annual NTE renewal amount is $97,320.00 ($17,320.00 more than in the GGAC Award). $69,280.00 is the total increase for all four renewals.
Pending	$16,809.00	FY23 Increase (FY23 NTE = $114,129.00 ($16,809.00 more than FY22)).
Total NTE:	**$486,089.00**	

We are getting ready to prepare our annual budget for FY23. Could you please provide a budgetary quote for what it would cost to renew our service again?

Thanks!

Kathleen Collins, MPA

Chief Financial Officer

Office of the Property Appraiser – Duval County

231 East Forsyth Street, Suite 270

Phone: (904) 255-5890

Email: KathleenC@coj.net

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Andrei Ghita
Senior Customer Success Manager, Just Appraised
519-988-9887
The fastest way to get help is to use Live Chat or email support@justappraised.com!

From: Andrei Ghita
To: Collins, Kathleen
Cc: Travis Noll
Subject: Re: FW: Budgetary Quote Request
Date: Wednesday, March 2, 2022 6:40:12 AM

EXTERNAL EMAIL: This email originated from a non-COJ email address. Do not click any links or open any attachments unless you trust the sender and know the content is safe.

Good morning Kathleen,

Hope you're doing well!

The cost to renew your Just Appraised service for FY23 will be $114,129 or $9510.75/month.

Please let me know if you have any questions or need anything else.

Best,

On Tue, Mar 1, 2022 at 10:29 AM Travis Noll <travis@justappraised.com> wrote:

> Hi Kathleen,
>
> Yes, I received it! Thanks for reaching out. Andrei (cc'd) will get back to you this week.
>
> Cheers,
> Travis
>
> TRAVIS NOLL
> Chief Operating Officer, Co-Founder Just Appraised
> 714-305-2825
> The fastest way to get help is to use Live Chat or email support@justappraised.com!
>
> On Tue, Mar 1, 2022 at 10:17 AM Collins, Kathleen <KathleenC@coj.net> wrote:
>
>> Hi Travis – This bounced back, and I just wanted to make sure you all receive it. Thanks!
>
>
>

Phone: (904) 255-5890

Email: KathleenC@coj.net

From: Collins, Kathleen
Sent: Monday, May 9, 2022 3:44 PM
To: Travis Noll <travis@justappraised.com>
Subject: FW: FY23 Price Increase for SS-0208-20 Sales Verification Software for Real Estate Transactions

Hi Travis,

Could you all please provide an explanation of your price increase for FY23.

Thanks,

Kathleen Collins, MPA

Chief Financial Officer

Office of the Property Appraiser – Duval County

231 East Forsyth Street, Suite 270

Phone: (904) 255-5890

Email: KathleenC@coj.net

From: Klages, David <DKlages@coj.net>
Sent: Monday, May 9, 2022 3:34 PM

From: Travis Noll
To: Collins, Kathleen
Subject: Re: FY23 Price Increase for SS-0208-20 Sales Verification Software for Real Estate Transactions
Date: Wednesday, May 18, 2022 4:17:20 PM

EXTERNAL EMAIL: This email originated from a non-COJ email address. Do not click any links or open any attachments unless you trust the sender and know the content is safe.

Hi Kathleen,

Apologies for the delay, I needed input from our team and one of the key members was out of office.

We have not adjusted your price since the contract was signed in late 2019. As noted in the SOW, the price we offered at that time was an early adopter price. Additionally, the county's volume of transactions processed through our platform has increased, which contributed to the price increase.

Cheers,
Travis

TRAVIS NOLL
Chief Operating Officer, Co-Founder Just Appraised
714-305-2825
The fastest way to get help is to use Live Chat or email support@justappraised.com!

On Mon, May 16, 2022 at 3:08 PM Collins, Kathleen <KathleenC@coj.net> wrote:

> Hi Travis,
>
> Checking in on this… I cannot move forward in our Procurement process without explanation. Please provide asap.
>
> Thank you,
>
> Kathleen Collins, MPA
>
> Chief Financial Officer
>
> Office of the Property Appraiser – Duval County
>
> 231 East Forsyth Street, Suite 270

SINGLE SOURCE AWARD **BID # SS-0208-20**

Subject: Sales Verification Software for Real Estate Transactions

Department: Property Appraiser

Description of Purchase:
Subject single source award was approved on 8/2/19 for Just Appraised in the amount of $80,000.00 annually (contract #10716). Signed contract is for $80,000.00 initial term and $97,320.00 per (automatic) one (1) year contract renewal term (maximum of four (4) renewal terms).

Recommend approval to increase award to Just Appraised, Inc. in the amount of $69,280.00. Estimated annual expenditure amount not to exceed $97,320.00. Total revised award amount not-to-exceed $469,280.00.

Period of service will be date of award through September 30, 2021 with three (3) automatic one (1) year renewal options remaining.

Funding Source: 00191.810004.531180.0000000.00000000.00000

Single Source Award To: Just Appraised.

Price Justification: See attachment

Total Award: $469,280.00 **Requisition #:** N/A

Attachments: Agency Memo, Single Source Form, Contract, Previous Award

Certification as to Single Source: Kathleen Collins, Chief Financial Officer, Property Appraiser – Admin.

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

Analyst: David Klages

for Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN

DATE 11/19/2020

ACTION OF AWARDING AUTHORITY DATE: 11/23/20

APPROVED ✓ BH DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

FORM GB-113, Revised 12/2007

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

SINGLE SOURCE AWARD

BID # SS-0208-20

Subject: Sales Verification Software for Real Estate Transactions

Department: Property Appraiser

Description of Purchase:
Recommend approval of single source award to Just Appraised to provide sales verification software that aggregates various data sources for real estate transactions.

Period of service is October 1, 2019 through September 30, 2020 with four (4) automatic one (1) year renewal options unless terminated by either party with at least sixty (60) days' notice to the other party. Estimated annual expenditure amount not to exceed $80,000.00.

This award is subject to appropriation by the City in the fiscal year beginning October 1, 2019. No funds have been appropriated to date. The City has no obligation for payment and work hereunder is not authorized unless funds are appropriated for work herein. A written notification will be provided in the event the funds are appropriated.

Funding Source: PALR015-03118 – To be executed by formal contract agreement through the Office of General Counsel.

Single Source Award To: Just Appraised

Price Justification: See attachment

Total Award: $80,000.00 **Requisition #:** N/A

Attachments: Agency Memo, Single Source Form, Vendor Letter & Quote

Certification as to Single Source: Kathleen Collins, Chief Financial Officer, Property Appraiser – Admin.

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

Analyst: David Klages

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

Teresa L. Eichner
CHAIRMAN

DATE 8/01/19

James R. McCaig

ACTION OF AWARDING AUTHORITY

DATE: 8/2/19

APPROVED _____ DISAPPROVED _____

OTHER _____

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

SIGNATURE OF AUTHENTICATION _____

FORM GB-113, Revised 12/2007