



Public Works Department
Facilities Management
115 South Andrews Avenue, Room 501, Fort Lauderdale, FL 33301

DATE: August 11, 2021
TO: Randall Plunkett, Purchasing Agent Sr., Purchasing Division
FROM: Kelly Tortoriello, Contract Grant Administrator, Facilities Management Division
STANDARDIZATION TITLE: Repair, Maintenance and Replacement of Johnson Controls, Inc. (JCI) Equipment and Systems at Currently Covered Broward County Buildings.

STANDARDIZATION OF SOLE SOURCE/SOLE BRAND JUSTIFICATION DOCUMENTATION

I. GENERAL: In order for purchases to be defined as a Sole Source or as a Sole Brand, they must be either: (1) the only known source or the only reasonable source capable of providing a service or commodity to the County, or (2) the only known brand or the only reasonable brand capable of fulfilling the needs of the County. Justification for this type of procurement may include, but is not limited to, the following criteria.

II. REQUEST: Provide a description of minimum features of product/service or Scope of Work.

Provide installation, repair and maintenance services on Johnson Controls, Inc. (JCI) proprietary Security Access Control and Life Safety Systems, components and software serving 61 various County facilities.

III. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

Uniqueness (Sole Source or Sole Brand)

✕ Proprietary Item - Always requires letter from proposed manufacturer/vendor headquarters. A letter from a Local or Regional office stating the nature of patent is not acceptable.

Technology Improvements

Needed for experiments, product testing, etc. - When continuity of research is required.

Engineering Direction, - When product is identified on Engineering drawing or specification; "no substitutes or equivalents will be acceptable"

Only qualified supplier - When reliability and maintainability of the system would be degraded unless specified supplier is used. May void warranty.

Customer Direction - Non-competition required per grant, prime contractor, etc.

Other - Additional details that further demonstrates uniqueness

Business Case (One/Most Reasonable Source or One/Most Reasonable Brand) **Note: Always requires documentation per Section IV Comparative Market Research**

Operational Compatibility - When replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility.

Follow-On - Potential for continued development or enhancement with same supplier in future eliminates costs incurred by using different supplier.

Complies with existing community and safety standards.

Economic Consideration - include price justification and how prices are fair and reasonable.

Competitive solicitation deemed impractical.

Ease of Maintenance - When costs associated with maintenance or retooling prohibits competition.

Prevents Time Delays - Indicate that product delivery will affect program/project delivery. Must be verified by specific need dates and program schedules.

Other - Demonstrate how sole source, sole brand purchase benefits the County.

Standardization Title: Inc. (JCI) Equipment and Systems at Currently Covered

Broward County Buildings.

IV. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand (attach extra sheets as needed).

Note: Please be thorough. The larger the dollar value, the more detailed the justification must be.

Vendor/Brand 1: Johnson Controls, Inc. (JCI)

Describe the unique features or functionality of the proposed sole source/sole brand product or service:

Johnson Controls, Inc. (JCI) has proprietary systems, components and software serving various County facilities and is the only vendor authorized to provide this service. This includes JCI P2000 and C.Cure 9000 security access and peripherals, Integrated Fire Controls (IFC) fire alarm and related peripherals. All JCI technicians receive OEM factory training. All the JCI equipment communicate and operate through centralized JCI database systems which allow for remote access and control by County personnel (essential for maintaining security and life safety). There is currently no other equipment on the market that can be used to replace JCI proprietary equipment and systems. If any other manufacturer's equipment is purchased, the expense for an entirely new Security Access Control and Life Safety System would be required.

How was the source evaluated?

See attached sole source letter from the manufacturer.

Financial impact to the County by using this sole source/sole brand product or service:

\$1,713,966.00 per annum.

Other:

Vendor/Brand 2:

Describe the unique features or functionality of the proposed sole source/sole brand product or service:

How was the source evaluated?

Financial impact to the County by using this sole source/sole brand product or service:

Other:

Vendor/Brand 3:

Describe the unique features or functionality of the proposed sole source/sole brand product or service:

How was the source evaluated?

Repair, Maintenance and Replacement of Johnson Controls,

Standardization Title: Inc. (JCI) Equipment and Systems at Currently Covered

Broward County Buildings.

Financial impact to the County by using this sole source/sole brand product or service:

Other:

V. CERTIFICATION: I have thoroughly researched the sole source or sole brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole source contract for commodities or services."

(5) "Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084"

Kelly Tortoriello REQUESTOR/EVALUATOR (PRINT)	KELLY TORTORIELLO REQUESTOR/EVALUATOR (SIGN) <small>Digitally signed by KELLY TORTORIELLO Date: 2021.08.13 11:33:03 -04'00'</small>	August 13, 2021 DATE
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Ian Mitchell DEPT./DIV. DIRECTOR OR DESIGNEE (PRINT)	IAN MITCHELL DEPT./DIV. DIRECTOR OR DESIGNEE (SIGN) <small>Digitally signed by IAN MITCHELL Date: 2021.08.13 12:03:25 -04'00'</small>	August 13, 2021 DATE
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****DO NOT WRITE BELOW THIS LINE. FOR PURCHASING USE ONLY****

The Purchasing Agent concurs with the above standardization renewal request, which has been examined, and the required due diligence has been performed per the Procurement Code Section 21.19.:

PURCHASING MANAGER SIGNATURE: CAROLYN MESSERSMITH	<small>Digitally signed by CAROLYN MESSERSMITH Date: 2021.08.27 13:45:36 -04'00'</small>	DATE: 8/27/21
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PURCHASING AGENT SIGNATURE: RANDALL PLUNKETT	<small>Digitally signed by RANDALL PLUNKETT Date: 2021.08.25 12:04:40 -04'00'</small>	DATE: 8/25/21
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ACTUAL ANNUAL SPEND: \$1,684,003

ONLY ONE SOURCE SOLE BRAND
 ONLY ONE REASONABLE SOURCE RFI ATTACHED
 REJECTED - RECOMMEND DE-STANDARDIZATION

ADDITIONAL INFORMATION:

Annual spend verified for the 59-month period of Oct.'16-Aug.'21 for contract. Sole Source verified through manufacturer letter dated June 25, 2021. Request for Information No. M2113151F1 solicited and opened on August 20, 2021 with no responses received. The Purchasing Agent recommends approval to seek reaffirmation of the standardization to Johnson Controls, Inc.

APPROVAL AUTHORITY

APPROVE DISAPPROVE

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Approved as the Most Reasonalbe Source.

SIGNATURE: BRENDA BILLINGSLEY	<small>Digitally signed by BRENDA BILLINGSLEY Date: 2021.08.30 16:27:16 -04'00'</small>	DATE: 08/30/2021
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June 25, 2021

Broward County
Facilities Management
Attn: Kelly Tortoriello
115 S Andrews Ave
Room 501
Fort Lauderdale, FL 33301

Subject: Johnson Controls/York Factory Service Sole Source Letter

Ms. Tortoriello:

This letter is to confirm that the Johnson Controls branch located in Miramar, Florida is the Sole Source to provide York and Johnson Controls Factory supplied, trained and authorized Service for South Florida. This branch is the sole factory representative for York and Johnson Controls in South Florida with factory trained and certified technicians, with full and direct access to all York and Johnson Controls technical manuals and technical bulletins. As the manufacturer (OEM) of these technologies, we are the sole creators and owners of this technical information and software, which is distributed directly and readily accessible to JCI personnel.

Johnson Controls is committed to the delivery of the highest quality support and services for our customers. Johnson Controls strives to exceed your ever increasing expectations!

If my team or I can be of further assistance, please feel free to contact me.

Best regards,

A handwritten signature in blue ink, appearing to read "J. Garnecki".

John Garnecki
Johnson Controls, Inc.
HVAC Service Manager – South Florida
john.garnecki@jci.com
(954) 538-7882