



DATE: September 13, 2022

TO: Robert Gleason, Director of Purchasing

THRU: Clark Gay

FROM: Tony Murico

PROJECT TITLE: SGI Matrix, LLC System and Services Agreement

REQUISITION NO.:

SOLE SOURCE/SOLE BRAND REQUEST

I. REQUEST: Provide a description of the features of the product/service or Scope of Work.

SGI Matrix, LLC is currently contracted by the County to specifically provide 24/7 support and maintenance of an access-control system at the Fort Lauderdale-Hollywood International Airport. In addition, as an optional service, the County may purchase additional software licenses, equipment, and services to enhance the access-control system. The current Agreement expires on April 30, 2023.

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

Only Sole Source/Uniqueness

- ☐ Proprietary Item - this vendor/ source has the only rights to provide this service or commodity. A letter from the manufacturer or authorizing entity is included in this request.
- ☐ Technology Improvements - updates or upgrades to an existing system, software, software as a service (SaaS), hardware purchases.
- ☐ Engineering Direction - engineering drawing or specification identifies product; "no substitutes or equivalents will be acceptable."
- ☐ Only qualified supplier - reliability and maintainability of the product or service would be degraded unless specified supplier is used; may void warranty. This request includes a copy of the current warranty information.
- ☐ Other – the County requires this sole source, sole brand purchase for the following reasons:

SGI Matrix, LLC and the County have been engaged in a contractual relationship together (as our access-control vendor) since 2001. There is currently a vast amount of proprietary software and hardware interwoven into the majority of the fabric here at the Fort Lauderdale-Hollywood International Airport.

Business Case (One/Most Reasonable Source or One/Most Reasonable Brand)

- ☐ Operational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is included with this request.
- ☐ Ease of Maintenance - maintenance or retooling prohibits competition. Section III, Comparative Market Research includes estimated costs associated with changing current source and/or brand.
- ☐ Follow-On - potential for continued development or enhancement with same supplier and eliminates costs incurred by using different supplier. Section III, Comparative Market Research includes estimated costs for replacing current or existing system.
- ☐ Complies with existing community and safety standards, and/or laws, rules, and regulations.
- ☐ Exempted from the Procurement Code – per Section 21.5 of Broward County Administrative Code.
- ☐ Other/or additional information – using this sole source, sole brand purchase benefits the County for the following reasons:

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

Estimated project value: \$10,000,000.00 (new Agreement) Contract length (if applicable): 2+1+1+1 (current Agreement)
Expenses to date: \$3,748,994.52 (current Agreement)

Has this commodity been previously provided to the County? ☒ Yes ☐ No

If yes, when and by whom?

SGI Matrix, LLC - current Agreement

How was item/service procured?

Sole Sourced

What is the current contract (MA) or purchase order number?

PNC2115016A1_1

If this is a sole brand, is there an "authorized" dealers list? ☐ Yes ☐ No

Cost/Benefit Analysis: What would the cost be to utilize an alternate vendor or source? This explanation should include the savings and/or additional costs to the County by not using the preferred vendor or source. Attach additional sheets if needed.

The costs associated with the installation of a brand-new access-control system could be as high as \$10 Million (10% related to software...40%...related to hardware...and 50%...related to labor).

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"

Anthony Murico

REQUESTOR/EVALUATOR
(PRINT)

Anthony Murico
Digitally signed by Anthony Murico
Date: 2022.09.13 10:13:48 -04'00'

REQUESTOR/EVALUATOR (SIGN)

DATE

Clark Gay

DEPT./DIV. DIRECTOR OR
DESIGNEE (PRINT)

Clark Gay
Digitally signed by Clark Gay
Date: 2022.09.13 11:45:42 -04'00'

DEPT./DIV. DIRECTOR OR
DESIGNEE (SIGN)

DATE

The Purchasing Agent has reviewed the request and has completed the required due diligence per the Procurement Code Section(s) 21.25 and 21.26. The Purchasing Agent recommends the following:

☒ Sole Source ☐ Sole Brand ☐ Reasonable Source ☐ RFI attached ☐ Rejected

☐ Request Authorization to Negotiate

Additional Information:

Purchasing Agent recommends approval of a Sole Source designation to SGI Matrix, LLC for the procurement of 24/7 support and maintenance services for the access control system at Fort Lauderdale-Hollywood International Airport (FLL) and continue use of its proprietary software and hardware. A Request for Information (RFI) No. TEC2125426F1 was issued on 11/23/22 to determine if there were other vendors who could perform the requested services. The RFI closed on 12/15/22 with no responses.

Purchasing Agent Signature:

Vanessa Siedenbueg
Digitally signed by Vanessa Siedenbueg
Date: 2022.12.23 09:04:15 -05'00'

Date: 12/22/2022

LEAHANN
LICATA

Digitally signed by LEAHANN LICATA
Date: 2022.12.23 08:54:03 -05'00'

APPROVAL AUTHORITY

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature:

Robert Gleason
Digitally signed by Robert Gleason
Date: 2022.12.23 09:38:04 -05'00'

Date: