



DATE: 3/27/23

TO: Robert Gleason, Director of Purchasing

THRU: Christine Shorey, CPPO, Purchasing Manager, Sr

FROM: Michael P. Pacitto, P.G., Chief Development Officer

PROJECT TITLE: Terminal Connectors and Various FLL Projects

REQUISITION NO.: T B D

SOLE SOURCE/SOLE BRAND REQUEST

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

The Terminal Connector project includes the addition of approximately 81,300 sq ft between Terminals 1, 2 and 3. The eastern portion includes the connector between Terminals 1 and 2 (58,200 sq ft), while the western portion will connect Terminals 2 and 3 (23,100 sq ft). The addition includes both upper (ticketing) and lower levels (baggage claim/ramp) and will also modify both levels of Terminal 2 (approximately 16,300 sq ft) within the baggage claim area and the east and west portions of the facility. Aside from new construction, the modifications to Terminal 2 will include renovation and replacement of baggage claim level and devices, and build-out of interior office and concession shell spaces. Work also includes demolition, carpet replacement, painting, terrazzo, mechanical, electrical and plumbing upgrades, ceiling replacement, additional and replacement lighting, additional signage/wayfinding, checkpoint relocation and queuing expansion, site work associated with the expansion areas, the addition of a new chiller plant and a new Florida Power and Light vault on the east side of the facility.

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:

The construction associated with this project will require coordination and connection to the software for baggage handling system controls, for which Broward County Aviation Department (BCAD) has an existing Agreement in place with standardized, sole source, sole brand Vendor Brock Solutions US Systems LLC (Brock). When these systems are modified, expanded, monitored, tested, inspected or require repairs and maintenance, such projects must use the approved, sole source Vendor to test, program, certify and maintain warranties, that are in place. Use of a different system will not integrate with the existing system and will cause system failure thereby hindering baggage screening, and causing a disruption to airlines operations. Brock's status as a standardized sole source, sole brand for the Baggage Handling System at FLL, was reaffirmed by the Board Oct 25, 2022, Item #52 (see attached Agenda).

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:

The current hardware and software for the baggage system is a proprietary item to Brock that cannot be duplicated. Please see attached proprietary letter provided by Brock which states that certain controls are based on Brock's proprietary SmartSort product and intellectual property, and that they are the only company with the source code, that the PLC software is based on their intellectual property and if the codes are modified by others, any warranties may be voided, and that Brock is the OEM supplier for the control panels and implementation of non-OEM devices would void warranties and may impact system integrity. Based on this information, BCAD respectfully requests continued use of this Vendor for this and future FLL projects, to minimize risks to the system and security at FLL.

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: \$ 600,000.00 Contract length (if applicable): N/A

Expenses to date: \$7,596,216.12 (Contract BLD2114631A1)

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

If yes, when and by whom?

Brock Solutions US Systems LLC

How was item/service procured? Standardized Sole Source

What is the current contract (MA) or purchase order number? BLD2114631A1

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 use of an alternate source would require that the existing system be re-tested by the Transportation Security Administration, which is a long and tedious process that would incur unanticipated costs to the County and adversely affect airport operations and security. The amount of time and costs for an endeavor such as this far outweighs the cost of utilizing the existing Board approved Vendor (Brock), which maintains the source codes and is the OEM supplier for certain components.

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"

Staci Montefusco

REQUESTOR/EVALUATOR
(PRINT)

Staci Montefusco

Digitally signed by Staci Montefusco
Date: 2023.03.29 13:28:08 -04'00'

REQUESTOR/EVALUATOR (SIGN)

3/29/23

DATE

Michael Pacitto

DEPT./DIV. DIRECTOR OR
DESIGNEE (PRINT)

Michael Pacitto

Digitally signed by Michael Pacitto
Date: 2023.03.29 12:11:53 -04'00'

DEPT./DIV. DIRECTOR OR
DESIGNEE (SIGN)

3/29/23

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:

RFI No. PNC2126562R1_F2 was posted via Periscope from May 23, 2023 thru June 16, 2023 with no responses received.

Purchasing Agent Signature:

LASHONNE
WILLIAMS-CANTY

Digitally signed by LASHONNE
WILLIAMS-CANTY
Date: 2023.06.28 15:01:04 -04'00'

Date:

Purchasing Manager Review



Christine C.
Shorey

Digitally signed by
Christine C. Shorey
Date: 2023.08.01
12:18:01 -04'00'

APPROVAL AUTHORITY

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature: Robert Gleason

Digitally signed by Robert
Gleason
Date: 2023.08.01 15:58:46
-04'00'

Date:

**Bid Tabulation Packet
for
Solicitation PNC2126562R1_F2**

Baggage Handling System Controls and Software Services

Bid Designation: Public



Broward County Board of County Commissioners

Bid #PNC2126562R1_F2 - Baggage Handling System Controls and Software Services

Creation Date **May 11, 2023**

End Date **Jun 16, 2023 2:00:00 PM EDT**

Start Date **May 23, 2023 5:33:26 PM EDT**

Awarded Date **Not Yet Awarded**

PNC2126562R1_F2-01-01 Baggage Handling System Controls and Software Services					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
			No Bids		
Agency Product Code:		Supplier Notes:			
Agency Notes:					

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March 21, 2023

Richard Waskiewicz
Director of Maintenance & Facilities
Broward County Aviation Department

Dear Broward County Aviation Department,

Brock has performed various projects for all terminals at Fort Lauderdale-Hollywood International Airport, including:

- Terminal 1 – Baggage Handling System (BHS) and CBIS
- Terminal 3 – Inline Baggage Handling System
- Terminal 4 – TC Expansion (TC1)
- Terminal 4 – EDS Re-control
- Terminal 4 – FIS Expansion Tasks 1, 2 & 3
- Multi-Terminal Email Alert System
- Terminal 4 – Gate Replacement
- Terminal 4 – CBIS Recapitalization
- Terminal 3 – Modernization Project
- Airport-Wide, Geo-Redundant Baggage Handling System IT Infrastructure
- Airport-Wide, Common Use Baggage Reconciliation System (IATA 753 Compliance)
- Terminal 1 – Upper-Level Controls Upgrade
- Terminal 2 – Upper and Lower-Level Controls Upgrade
- Terminal 2 – Early Bag Storage Recontrol
- Terminal 3 – Upper-Level Controls Upgrade

Additionally, current projects that are in progress are as follows:

- Airport-Wide BHS Cyber Security Hardening
- Airport Wide 24/7 Remote High Tech Maintenance Support (since 2012)
- Airport Wide On-Site Support Services – 80hrs/week (since 2021)
- Airport Wide SmartSuite Enterprise Solution with Airline Permissions and 2 Factor Authentication

As part of these implementations, Brock Solutions employed various proprietary components.



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In Terminal 1, 2, 3 and 4 the Upper-Level controls systems are based on Brock's proprietary SmartSort product and intellectual property. Brock Solutions is the only company with access to the source code for these systems and is therefore the only company able to provide effective long-term support for the Upper-Level Controls.

Similarly, the PLC software implemented for all the above-mentioned systems are based on Brock Solutions' intellectual property and standard code developed over the course of several years. Although the source code for the PLCs has been provided to the airport, Brock Solutions is ideally suited to provide the associated support of the system, being the company most familiar with the implementation. Also note that if the PLC codes are modified by others, whether as part of a support contract or for any other maintenance and modification activities, any warranties may be voided.

Finally, the control systems for Terminals 1, 3 and 4 include provision of over 1000 control panels (MCP, DCP, CN2DN panels, etc.) which were engineered, built, and provided by Brock. The function of these panels is to house the necessary controls hardware, as well as create and maintain the communication highway through thousands of devices. These panels were designed and manufactured for these specific projects and their components are specific to respective applications. Implementation of non-OEM devices would result in the warranties being voided and possibly loss of system integrity. It is essential that these control panels be purchased from Brock Solutions.

The real-time baggage handling controls and sortation software is highly specialized (design, installation, long-term support). When not designed right or implemented correctly, the performance of the baggage handling system is negatively impacted for the life of that system. Compared to others in the industry, Brock has performed this scope of work (design, implementation, and ongoing support) significantly better compared to other vendors, resulting in improved performance and a lower cost of ownership for FLL.

Brocks Scope of Work:

Upper-Level Software & IT – scope contains 5 components:

1. Real-time baggage sort controller (real-time sort database)
2. Data historian system (long-term data storage)
3. Management information system (reports, flight scheduling, global bag search)
4. Human machine interface (workstations for control room operators)
5. Manual encode stations (for bag room operators to encode bags that failed to sort).

Lower-Level Controls – scope contains 6 components:

1. Electrical Design
2. CAD drawings
3. Motor Control Panel (MCP) Design/Fabrication
4. Programmable Logic Controllers (PLCs)
5. Field devices
6. Emulation for internal testing

For both Upper Level and Lower Level, the following scope of work is required for the installation:

- Functional Specification



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- Detailed Design (phasing plans, test plans etc.)
- Software Development (PLC programming, upper-level software customization)
- In-house testing and factory acceptance test (FAT)
- Site commissioning and testing
- Customer acceptance testing
- Project Management
- Post implementation Support

Brock Solutions and its proprietary software is Conveyor OEM neutral. This allows BCAD to work with any Conveyor OEM for future expansion projects, while maintaining the same software platform. If Brock's software is replaced by the software of a Conveyor OEM, BCAD will likely be limited to working only with that Conveyor OEM on future expansion projects.

Should you have any questions or concerns please do not hesitate to contact us.

Sincerely,

Cory Goerzen
Brock Solutions

