



DATE: 6/21/23

TO: Robert Gleason, Director of Purchasing

THRU: Michael Nonnemacher, Aviation Chief Operating Officer

FROM: Angela Scott, Aviation Information Systems Administrator

PROJECT TITLE: Amadeus Software License and Maintenance Agreement

REQUISITION NO.: AVI-2381

SOLE SOURCE/SOLE BRAND REQUEST

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

The Aviation Department (BCAD) is requesting to reaffirm the Software License and Maintenance agreement between Broward County and Amadeus IT Group SA as a sole source for the purposes of amending the current agreement for additional monies. This agreement provides the support and maintenance for the Airport Information Management System (AIMS) and the Virtual Ramp Control System (VRCS) at the Fort Lauderdale Hollywood International Airport.

The AIMS system is comprised of hardware and software components that include an airport-wide deployment of flight information display monitors that are supplied real-time information from the Airport Operational Database. This database allows the airport to store, update, retrieve and integrate flight information and disperse that real-time data into other integrated systems. This includes the common use system which allows the shared use of ticket counters and gates by multiple airlines, providing the airport flexibility in resource allocation. Additionally, the Resource Management System interfaces with the Airport Operational Database and allows airport gate scheduling through the use of flight tracking and utilization data in order to support the efficient allocation of airport fixed resources. AIMS is comprised of an Airport Operational Database (AODB), an Electronic Visual Information Display System (EVIDS), a Resource Management System (RMS), a Common Use System (CUSS), and a Local Departure Control System (LCDS). This collection of software solutions and associated support services was specifically designed to provide the airport the most efficient operating environment.

The VRCS system is comprised of hardware and software components that is integrated with the existing AIMS System at the Fort Lauderdale- Hollywood International Airport to track the movement and positioning of aircraft on the ground remotely, providing direct integration with the existing Airport Operational Database. These airport systems include an airport-wide deployment of the Airport Operational Database, the Resource Management System, and the Virtual Ramp Control System components. This collection of software solutions and associated implementation was specifically designed to provide the airport the most efficient and advanced environment.

The Aviation Department is seeking sole source for an Amendment to the Agreement for the purchase and installation of upgraded hardware, software, and related services for the existing virtual ramp control system at FLL. This amendment will increase optional services for the Software License and Maintenance Agreement to allow for this procurement.

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:

This is a proprietary system and there are no alternate vendors available to provide support and maintenance for these AIMS and VRC systems. Changing to a different software application would be very disruptive and is not currently under consideration. The amendment would allow BCAD to procure additional hardware, software and services to upgrade the existing virtual ramp control system.

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:

These software applications are of a proprietary nature, engineered and maintained only by Amadeus and is designed specifically for airports. If BCAD were to replace this system with another system, there would be significant costs incurred by using another vendor. If BCAD required additional enhancements or continued development for these systems using another vendor, there would be considerable operational expenses and additional training required to support two separate systems.

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: \$ 2,746,352.85 Contract length (if applicable): N/A

Expenses to date: 13,581,042.45

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

If yes, when and by whom?

December 2009 by BCAD

How was item/service procured?

Two party agreement

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

TEC2123241A1_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.

This is a proprietary system and there are no alternate vendors available to provide support and maintenance for the Airport Information Management Systems and Virtual Ramp Control Systems (Letter attached).

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"

Angela Scott

REQUESTOR/EVALUATOR
(PRINT)

Angela Scott

REQUESTOR/EVALUATOR (SIGN)

Digitally signed by Angela Scott
Date: 2023.06.23 11:09:19
-04'00'

6/23/23

DATE

Michael Nonnemacher

DEPT./DIV. DIRECTOR OR
DESIGNEE (PRINT)

Michael
Nonnemacher

DEPT./DIV. DIRECTOR OR
DESIGNEE (SIGN)

Digitally signed by Michael
Nonnemacher
Date: 2023.06.23 12:32:51 -04'00'

6/23/23

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:

The Purchasing Agent has reviewed the Sole Source/Sole Brand justification for the purchase and installation of upgraded hardware, software, and related services for the existing virtual ramp control system (VRCS) at FLL, and has found it to be fair and reasonable based on the current utilization of Amadeus products and services at the BCAD, as well as the proprietary nature of the Amadeus Airport Information Management and Virtual Ramp Control systems. A request for information (RFI) No.TEC2123241A1 was issued on July 14, 2023, to determine if other vendors were able to provide the requested services. The RFI closed on August 15, 2023, with zero responses submitted. A total of 19,595 vendors were successfully invited. There were 18 views, and no vendor questions were asked. Amadeus IT Americas, Inc. was identified as the Sole Source to meet Broward County requirements. Per the Broward County Procurement Code, Section 21.25, Sole Source procurement and 21.26, Sole Brand Procurement, Section (b), the Purchasing Agent affirms that this request is the subject of an RFI, the required due diligence has been completed, and therefore recommends approval of this Sole Source/Sole Brand request. Therefore, the Purchasing Agent recommends reaffirming the Sole Source/Sole Brand designation of the Amadeus AIMS and VRCS Systems from Amadeus IT Americas, Inc.

Purchasing Agent Signature:

ANGELA OSORNO-
BELLEME

Digitally signed by ANGELA
OSORNO-BELLEME
Date: 2023.08.29 11:39:03 -04'00'

Purchasing Manager
Signature:

LEAHANN LICATA

Digitally signed by
LEAHANN LICATA
Date: 2023.08.29
11:43:36 -04'00'

APPROVAL AUTHORITY

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature:

Robert
Gleason

Digitally signed by Robert
Gleason
Date: 2023.08.29
13:58:37 -04'00'

Date:

Solicitation TEC2123241A1

Sole Brand Designation- Amadeus AIMS VRCS Airport Information System

Bid Designation: Public



Broward County Board of County Commissioners

Bid TEC2123241A1

Sole Brand Designation- Amadeus AIMS VRCS Airport Information System

Bid Number **TEC2123241A1**

Bid Title **Sole Brand Designation- Amadeus AIMS VRCS Airport Information System**

Bid Start Date **In Held**

Bid End Date **Aug 9, 2023 2:00:00 PM EDT**

Question &
Answer End Date **Aug 7, 2023 5:00:00 PM EDT**

Bid Contact **Angela Osorno-Belleme**
 Purchasing Agent
 Purchasing Division
 954-357-6081
 aosornobelleme@broward.org

Bid Contact **Leahann Licata**
 954-357-6082
 llicata@broward.org

Contract Duration **Not Applicable**

Contract Renewal **Not Applicable**

Prices Good for **Not Applicable**

Bid Comments **Notice of Intent to Designate Sole Brand**

The Division of Purchasing is publishing this notice pursuant to the Broward County Procurement Code section, 21.25, Sole Source/Only Reasonable Source. The Purchasing Division intends to award a contract without competition if it is determined to be in the best interest of the County.

DETERMINATION OF OTHER INTERESTED VENDORS

The intent of this notice is to determine if there are any other interested and qualified vendors that meet the specifications of this notice. Any such vendor must submit the following information:

The name of the interested party; and
A detailed explanation consisting of any or all documentation showing that there are other competing sources for the identified goods or services herein.
Regardless of any prior communications with the Division of Purchasing, all vendors interested in responding to this notice must submit a response to this posting containing complete responses to all of the information requested above.
Any questions regarding this notice may be obtained through the Division of Purchasing during this publication period. No action is required if you agree with this notice.
If after the public notice period, the Division of Purchasing determines that there are other interested and qualified vendors that meet the specifications of this notice, the Division of Purchasing will not award a contract pursuant to this notice.
If after the public notice no valid submission have been received, Broward County, or designee, may award a contract to the identified vendor without competition.
Please read the entire form very carefully before responding to this notice.
This Request for Information (RFI) is intended to ascertain whether the commodity or service specified below is currently only available from an only one source, only reasonable source or sole brand.

Broward County Board of
County Commissioners

This is not a request for pricing or a commitment to purchase.

The Director of Purchasing shall consider such submittals and notify all submitting vendors of the decision whether to designate a Sole Source, Only Reasonable Source or Sole Brand, which decision shall not be subject to objection, Protest or appeal under the Broward Count Procurement Code.

Description:

Prices are not requested for this item.

The Broward County Aviation Department (BCAD) is requesting the sole brand/sole source procurement of the purchase and installation of upgraded hardware, software, and related services for the Virtual Ramp Control Systems (VRCS) at Fort Lauderdale-Hollywood International Airport (FLL), from Amadeus Airport IT Americas, Inc., to track the movement and positioning of aircraft on the ground remotely. The VRCS is comprised of hardware and software components that integrate directly with the existing Amadeus Airport Information Management System (AIMS). The Aviation Department is seeking to upgrade and enhance the existing Amadeus VRCS to provide FLL the most efficient operating environment.

Required

Amadeus Virtual Ramp Control Systems (VRCS)

Quantity or Term

Open-end Contract

Using Agency

Broward County Aviation Department

Intended Sole Source/Sole Brand

Amadeus Virtual Ramp Control Systems form Amadeus IT Americas, Inc.

Broward County seeks to confirm Sole Brand/Sole Source market condition for Amadeus Virtual Ramp Control Systems form Amadeus IT Americas, Inc.

Item Response Form

Item **TEC2123241A1-01-01 - Sole Brand/Source Designation Amadeus VRCS**

Quantity **1 each**

Prices are not requested for this item.

Confirm you are a
trained and

authorized Amadeus
IT Americas Provider

Yes/No

Confirm Nos. 1-2
items above are
attached.

Delivery Location

**Broward County Board of County
Commissioners**

AV0001

AVIATION DEPARTMENT

ADMINISTRATION DIVISION

2200 SW 45TH STREET Suite 101

DANIA BEACH FL 33312

Qty 1

Description

Amadeus IT Americas, Inc. and authorized resellers.

Broward County Board of
County Commissioners

Broward County seeks to confirm Sole Brand/Sole Source market condition for Amadeus Virtual Ramp Control System (VRCS) from Amadeus IT Americas, Inc. for the Broward County Aviation Department.

**Question and Answers for Bid #TEC2123241A1 - Sole Brand Designation- Amadeus AIMS
VRCS Airport Information System**

Overall Bid Questions

There are no questions associated with this bid.

**Bid Tabulation Packet
for
Solicitation TEC2123241A1**

**Sole Brand Designation- Amadeus AIMS VRCS Airport
Information System**

Bid Designation: Public



Broward County Board of County Commissioners

Broward County Board of
County Commissioners

Bid #TEC2123241A1 - Sole Brand Designation- Amadeus AIMS VRCS Airport Information System

Creation Date **Jul 14, 2023**

End Date **Aug 15, 2023 2:00:00 PM EDT**

Start Date **Jul 24, 2023 12:50:58 PM EDT**

Awarded Date **Not Yet Awarded**

TEC2123241A1-01-01 Sole Brand/Source Designation Amadeus VRCS						
Supplier		Unit Price	Qty/Unit	Total Price	Attch.	Docs
				No Bids		
Agency Product Code:			Supplier Notes: Confirm you are a trained and authorized Amadeus IT Americas Provider Yes/No: Confirm Nos. 1-2 items above are attached.:			
Agency Notes:						

**

CONFIDENTIAL & RESTRICTED



Amadeus Airport IT Americas, Inc.
501 W. Church Street, Third Floor
Orlando, FL 32805
Phone: 407-370-4664

Sent via Electronic Mail

Tuesday, May 02, 2023

Ms. Carel Canals
Broward County Aviation Department

Dear Ms. Canals,

Re: Sole Source Amadeus Software Implementation and Support

This letter was prepared at your request in connection with the Amadeus Airport IT Americas, Inc. (Amadeus) solution software, implementation services, and warranty and support.

Amadeus licenses its software products to all airport clients in North America under the same terms and conditions. Amadeus retains proprietary and intellectual property rights to the licensed software and as such, Amadeus is the sole authorized provider of its software implementation services, maintenance, support, and consulting services. The Amadeus hourly rates for consultant services are consistent for pricing implementation and upgrade services for all our airport clients. These prices are published annually.

Amadeus hereby confirms that consulting fees charged are at the same rate charged to all Amadeus airport customers located within the 48 contiguous U.S. states for similar products and services under essentially the same terms and conditions. Amadeus also confirms that it is the sole supplier of service, maintenance, and support for the warranted versions of its software and that support services are charged on the same fee calculation basis to all U.S. clients.

Please note that due to the specialized and proprietary nature of the software no third parties are permitted under any circumstance to offer software, service and support of the systems as provided by Amadeus. If you need further assistance or require any additional information, please call me at 407-370-4664.

Best regards,

Sharon Abate

Sharon Abate, Director Support Controlling

Vendors that have been notified for
Bid TEC2123241A1 - Sole Brand Designation- Amadeus AIMS VRCS Airport Information System

This report cached on Aug 29, 2023 9:29:34 AM EDT. Click [here](#) to refresh.

☐ Qualifications ☒ Contact Information ☐ Address ☒ Date

☐ Agency Invited, Support Interested List, and Submitted Offer only

☐ Failed Only Notifications

Bidder Info: Preferred Bidder Agency Invited Support Interested List Doc Acceptance in Progress Docs Accepted Addendum Acceptance in Progress Addendums Accepted Submitted Offer

Suppliers Viewed

Supplier Invitations

Suppliers Successfully Invited: 19595

Successful Invitation Qualification Totals: CBE(96) DBE(594) MBE(1074) SB(1901) SBE(74) WBE(731)

Successfully Responded Qualification Totals: DBE(2) MBE(2) SB(3) WBE(1)

Bid Invite Email

Org Name	Email	Name	Phone	ST	Date	Failed
amigo brand LLC	AMIGOTRANSIT2012@YAHOO.COM	monamed faad	2012176163	NJ	Jul 25, 2023 6:54:31 AM EDT	Failed
Babin Corporation d/b/a A&B Towing Service	rod@abtoowingservice.com	rodrigo babin	8548633025	FL	Jul 25, 2023 4:11:58 AM EDT	
ChatterLinkz	Kevine@chatterlinkz.com	Kevin LeVine	8004647508	NY	Jul 25, 2023 6:35:58 AM EDT	
CoffeeTree Group	james@coffeeatreegroup.com	James Sobel	3137200127	MI	Jul 25, 2023 4:55:13 AM EDT	
Consolidated Traffic Controls	dstapleton@ctcctraffic.com	Dawn Stapleton	4695953483	TX	Jul 25, 2023 4:12:31 AM EDT	
Core Solutions USA, LLC	gs@corusa.co	Gary Staszny	1442253048	FL	Jul 25, 2023 4:08:41 AM EDT	Failed
Dilyss Inc	publiscetron@dilyss.com	Shyam Panda	6507398555	CA	Jul 25, 2023 4:59:27 AM EDT	
Hanu Software Solutions, Inc	chandrasekhar.singh@hanusoftware.com	Chandrasekhar Singh	6099453133	NJ	Jul 25, 2023 4:59:43 AM EDT	
	basham.kumar@hanusoftware.com	Ajayappa Basham	6099451854	NJ	Jul 25, 2023 5:15:32 AM EDT	
Miracle Software Systems, Inc	aboddu1@miraclesoft.com	Alekhya boddu	2484120153	MI	Jul 25, 2023 4:09:37 AM EDT	
So-CT Black Chamber of Commerce	soctbusiness1@gmail.com	So-CT Black Chamber So-CT Chamber	8665561791	CT	Jul 25, 2023 4:10:37 AM EDT	
"	armi@communityconnectlab.com	Armi Nigulula	6391745155	CA	Jul 25, 2023 5:42:50 AM EDT	
Zola Group LLC	esudon@zolaag.com	Esequiel Pudon	4079173547	FL	Jul 25, 2023 6:15:09 AM EDT	
0001153	jcarreiro@nra.com	Jacirneir Carreiro	6153159355	NJ	Jul 25, 2023 4:25:57 AM EDT	Failed

Vendors that have been notified for
Bid TEC2123241A1 - Sole Brand Designation- Amadeus AIMS VRCS Airport Information System

his report cached on Aug 29, 2023 9:29:34 AM EDT. Click [here](#) to refresh.

☐ Qualifications ☒ Contact Information ☐ Address ☒ Date

☐ Agency Invited, Support Interested List, and Submitted Offer only

☐ Failed Only Notifications

Header Info: Preferred Bidder [A] Agency Invited [I] Support Interested List [# of accepted/# of total] Doc Acceptance in Progress [D] Docs Accepted [# of accepted/# of total] Addendum Acceptance in Progress [AA] Addendums Accepted [O] Submitted Offer

Suppliers Viewed

Suppliers Viewed: 18

Successful Viewed Qualification Totals: CBE(1) DBE(3) MBE(4) SB(4) SBE (1) WBE(2)

Vendors Viewed

ORG NAME	PHONE	ST	FIRST VIEWED	LAST VIEWED
PWIPress		FL	Jul 24, 2023 1:42:59 PM EDT	Jul 24, 2023 1:42:59 PM EDT
Carahsoft Technology Corporation	7038718500	VA	Jul 24, 2023 2:35:17 PM EDT	Aug 15, 2023 2:30:48 AM EDT
aviosenders	123-1234	CA	Jul 24, 2023 3:25:39 PM EDT	Jul 24, 2023 3:25:39 PM EDT
eRepublic	916-932-1300	CA	Jul 24, 2023 7:35:16 PM EDT	Jul 24, 2023 7:35:16 PM EDT
GreMark Consultancy, Inc.	888-44418	CT	Jul 24, 2023 11:29:18 PM EDT	Jul 24, 2023 11:29:18 PM EDT
North America Procurement Council, Inc. PBC		CO	Jul 25, 2023 9:50:02 AM EDT	Aug 14, 2023 9:56:10 AM EDT
DH and Company	888-447-1348	NM	Jul 25, 2023 6:58:52 AM EDT	Aug 15, 2023 8:07:43 AM EDT
Becker & Polakoff P.A.		FL	Jul 25, 2023 8:24:38 AM EDT	Jul 25, 2023 8:24:38 AM EDT
Dodge Data & Analytics	877-903-1909	NY	Jul 25, 2023 9:47:21 AM EDT	Aug 15, 2023 9:08:26 AM EDT
Invation Worldwide Inc.	408-688-3060	NY	Jul 25, 2023 1:17:08 PM EDT	Jul 25, 2023 1:17:08 PM EDT
QIS GROUP		VA	Jul 25, 2023 1:58:54 PM EDT	Jul 25, 2023 1:58:54 PM EDT
QIS Group		FL	Jul 25, 2023 3:18:38 PM EDT	Jul 25, 2023 3:18:38 PM EDT
HR Consultants Inc.		FL	Jul 27, 2023 10:52:35 AM EDT	Jul 27, 2023 10:52:35 AM EDT
allena pvt ltd	789-486-1230	AL	Jul 28, 2023 9:42:51 AM EDT	Jul 28, 2023 9:42:51 AM EDT
ITSol LLC [D]	765-1224	FL	Jul 29, 2023 9:48:56 PM EDT	Aug 2, 2023 9:09:20 PM EDT
IScPc	364-2059	OH	Jul 31, 2023 3:25:38 AM EDT	Jul 31, 2023 3:25:38 AM EDT
Penelope Content Research		UT	Aug 1, 2023 9:05:35 AM EDT	Aug 1, 2023 9:05:35 AM EDT
ProDIGIQ, Inc.	878-0668	CA	Aug 1, 2023 12:05:33 PM EDT	Aug 1, 2023 12:05:33 PM EDT

Bid #TEC2123241A1 - Sole Brand Designation- Amadeus AIMS VRCS Airport Information System

Time Left	closed
Bid Started	Jul 24, 2023 12:50:58 PM EDT
Bid Ended	This bid closed on Aug 15, 2023 2:00:00 PM EDT
Agency Information	Broward County Board of County Commissioners, FL (view agency's bids)
Bid Classifications	Classification Codes
Bid Regions	Regions
Bid Contact	see contact information
Delivery Location	One or more of the following locations Broward County Board of County Commissioners AV0001 AVIATION DEPARTMENT ADMINISTRATION DIVISION 2200 SW 45TH STREET Suite 101 DANIA BEACH FL 33312 Qty 1 Expected Expenditure n/a
View Rules	Click here to change the rules for this bid.
Report Flags	Change Flags
Best and Final Offer:	Create

# of offers	0
Notifications	Report (Bidder Activity)
# of suppliers viewed	18 (View)
Q & A	Questions & Answers

7/14/23, 9:16 AM

Requisition Details

[Manage Requisitions](#)

Requisition Details

Requisition Details

Requisition Summary

Business Unit	AVI01	Requisition Name	Amadeus Amendment 2
Date	06/23/2023	Requisition ID	AVI0002381
Request State	Pending	Total Amount	0.00 USD
Requested For	CCANALS	Pre-Encumbrance Balance	0.00 USD
 Header Comments	Header Custom Fields		
Comment 1: AOSORNOBELLEME See attached documentation			

Expand lines to review shipping and accounting details

Requisition Lines

Line	Item Description	Source Status	Amount Only	Quantity	Price	Status
1 	Amendment 2	Not Source	No	1.0000 Lump Sum	0.00000 USD	Pending
Line Custom Fields						

[Edit Requisition](#)

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