



DATE:

TO: Robert Gleason, Director of Purchasing

THRU:

FROM:

PROJECT TITLE:

REQUISITION NO.:

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 Terminal 2 (58,200 sq ft) while the western portion will connect Terminal 2 and Terminal 3 (23,100 sq ft). The addition includes both upper (ticketing) and lower levels (bag claim/ramp) and will also modify both levels of Terminal 2 (approximately 16,300 sq ft) within the bag claim area and the east and west portions of the facility. Aside from new construction, the modifications to Terminal 2 will include renovation/replacement of bag claim level and devices, buildout of interior office and concession shell spaces. Work also includes demolition, carpet replacement, painting, terrazzo, MEP upgrades, ceiling replacement, lighting addition/replacement, additional signage/wayfinding, checkpoint relocation and queuing expansion, site work associated with the expansion areas as well as the addition of a new chiller plant and new FP&L 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 FLL's Closed Circuit Television systems, for which BCAD has an existing Master Agreement in place with sole source vendor Micro Security Solutions Inc. When these systems are modified, expanded, monitored, tested, inspected, or require repairs and maintenance, such contracts must use the approved sole source Vendor to test, program, certify and maintain warranties, etc., that are in place. Use of a different system will not integrate with the existing monitoring system and could cause issues with security and safety monitoring.

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 CCTV system currently installed throughout Fort Lauderdale Hollywood-International Airport (FLL) is comprised of cameras and American Dynamics storage devices and software. MSSl engineered and developed the system, is the integrator of the software coding, and provides the related services required to implement, maintain and support those items. Please see letter attached which confirms that MSSl is currently the only authorized single source for product distribution at FLL, for the storage devices and software provided by American Dynamics/Software House. The Board of County Commissioners most recently approved this Vendor as a sole source on December 6, 2022, Item No 63.

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: \$ 2,300,000.00 Contract length (if applicable): TBD

Expenses to date: \$1,035,781

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

If yes, when and by whom?

Micro Security Systems Integration, Inc.

How was item/service procured? Sole Source/Brand

What is the current contract (MA) or purchase order number? BLD2124529B1

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 item is categorized as Sensitive Security Information. The use of an alternate source would not interface with the current system installed at FLL and could impact safety and security at FLL.

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: 2023.06.15 07:29:43 -04'00'
REQUESTOR/EVALUATOR (SIGN)

DATE

Michael P Pacitto
DEPT./DIV. DIRECTOR OR
DESIGNEE (PRINT)

Michael Pacitto Digitally signed by Michael Pacitto
Date: 2023.06.09 16:59:24 -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:

The CCTV system throughout Fort Lauderdale Hollywood-International Airport (FLL) is comprised of cameras and American Dynamics storage devices and software. Micro Security Systems Integration, Inc. (MSSI) engineered and developed the system, is the integrator of the software coding, and provides the related services required to implement, maintain and support those items. MSSI is currently the only authorized single source for product distribution at FLL, for the storage devices and software provided by American Dynamics/Software House. RFI No. PNC2126562R1_F3 was posted via Periscope from May 23, 2023 thru June 16, 2023 with two responses received. Refer to the attached response to the analysis of the responses received.

Purchasing Agent Signature: **LASHONNE WILLIAMS-CANTY** Digitally signed by LASHONNE WILLIAMS-CANTY
Date: 2023.07.05 15:01:07 -04'00' Date:

Purchasing Manager Review ☒

APPROVAL AUTHORITY

Christine C. Shorey Digitally signed by Christine C. Shorey
Date: 2023.08.01 14:31:09 -04'00'

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature: **Robert Gleason** Digitally signed by Robert Gleason
Date: 2023.08.01 15:59:24 -04'00' Date:

From: [Montefusco, Staci](#)
To: [Davis, Kathleen](#)
Subject: Terminal Connector- CCTV information
Date: Wednesday, July 26, 2023 9:43:00 AM

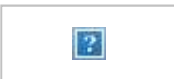
MSSI

- Intellitech System- did not provide any information. I contacted them but have not received any response to date.
- JCI Although this project is a stand alone project, the systems within this project are an expansion to the existing systems which operate within the buildings. These are not stand alone systems, including our CCTV.

As stated in the sole source request, The CCTV system currently installed throughout Fort Lauderdale Hollywood-International Airport (FLL) is comprised of cameras and American Dynamics storage devices and software. MSSI engineered and developed the system, is the integrator of the software coding, and provides the related services required to implement, maintain and support those items. MSSI is currently the only authorized single source for product distribution at FLL, for the storage devices and software provided by American Dynamics/Software House.

For this reason, BCAD has an existing Master Agreement in place with sole source vendor Micro Security Solutions Inc. When these systems are modified, expanded, monitored, tested, inspected, or require repairs and maintenance, such contracts must use the approved sole source Vendor to test, program, certify and maintain warranties, etc., that are in place. Use of a different system will not integrate with the existing monitoring system and could cause issues with security and safety monitoring.

In the attempts to follow up with JCI, they have been unable to provide letters that identify their ability to sell to FLL. Additionally, they are not able to integrate into the existing system and would require a stand-alone system which would have to be separately managed and operated.



Staci Montefusco, PMP®, Expansion Project Administrator
Broward County Aviation Department
Ft. Lauderdale-Hollywood International Airport
320 Terminal Drive, suite 200
Fort Lauderdale, Florida 33315
Office: 954-359-6149; Fax: 954-791-1514



American Dynamics

A Tyco International Company

SOFTWARE HOUSE

A Tyco International Company

6600 Congress Ave
Boca Raton, FL 33487

Tele: 561-912-6670
www.swhouse.com
www.americandynamics.net

Mary Moss, MBA, CPPB
Purchasing Agent Senior
Broward County Purchasing Division
115 South Andrews Avenue, Room 212
Fort Lauderdale, FL 33301
Office: 954-357-6078
Cell: 954-854-1538

October 24, 2022

Pursuant to your request, I am confirming Micro Security Inc is the single authorized source for product distribution to the Broward County Aviation Department & Fort Lauderdale International Airport for American Dynamics and Software House products.

Please feel free to contact me should you have any further questions pertaining to this matter.

Sincerely,

Tim Chuppe
VP Global Sales ACVS
Software House/American Dynamics
timothy.chuppe@jci.com
561-912-6112

tyco
Security Products

**Bid Tabulation Packet
for
Solicitation PNC2126562R1_F4**

**Closed Circuit Television Systems (CCTV) Expansion and
Modifications**

Bid Designation: Public



Broward County Board of County Commissioners

Bid #PNC2126562R1_F4 - Closed Circuit Television Systems (CCTV) Expansion and Modifications

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_F4-01-01 Closed Circuit Television Systems (CCTV) Expansion and Modifications					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
Intellitech Systems	First Offer -	1 / each			
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes:			
Johnson Controls Security Solutions LLC	First Offer -	1 / each		Y	
Product Code:		Supplier Product Code:			
Agency Notes:		Supplier Notes: Johnson Controls Security Solutions LLC (JCIS) is one of the worlds largest providers of electronic security systems & services. Johnson Controls, Inc. is the manufacturer of American Dynamics Products and the single largest retailer of Axis cameras. Please see the attachments certifying us a authorized dealers for both. We have our local office here in Miramar with 47 men and women I our Service and Installation Departments.			

Supplier Totals

f Intellitech Systems		\$0.00
Bid Contact GERYL R DENNIS grdsalesconsulting@gmail.com Ph 786-457-5970	Address 20261 NE 15th Ct Miami, FL 33176	
Agency Notes:	Supplier Notes:	Head Attch: 
f Johnson Controls Security Solutions LLC		\$0.00
Bid Contact Alan Margulies alan.margulies@jci.com Ph 954-684-1365	Address 3054 Corporate Way Miramar, FL 33025	
Bid Notes Johnson Controls Security Solutions LLC (JCIS) is one of the worlds largest providers of electronic security systems & services. Johnson Controls, Inc. is the manufacturer of American Dynamics Products and the single largest retailer of Axis cameras. Please see the attachments certifying us a authorized dealers for both. We have our local office here in Miramar with 47 men and women I our Service and Installation Departments.		
Agency Notes:	Supplier Notes: Johnson Controls Security Solutions LLC (JCIS) is one of the worlds largest providers of electronic security systems & services. Johnson Controls, Inc. is the manufacturer of American Dynamics Products and the single largest retailer of Axis cameras. Please see the attachments certifying us a authorized dealers for both. We have our local office here in Miramar with 47 men and women I our Service and Installation Departments.	Head Attch: 

**

Intellitech Systems

Bid Contact **GERYL R DENNIS**
grdsalesconsulting@gmail.com
Ph 786-457-5970

Address **20261 NE 15th Ct**
Miami, FL 33176

Item #	Line Item	Notes	Unit Price	Qty/Unit	Total Price	Attch. Docs
PNC2126562R1_F4--01-01	Closed Circuit Television Systems (CCTV) Expansion and Modifications	Supplier Product Code:	First Offer -	1 / each		

Supplier Total **\$0.00**

Johnson Controls Security Solutions LLC

Bid Contact **Alan Margulies**
alan.margulies@jci.com
Ph 954-684-1365

Address **3054 Corporate Way**
Miramar, FL 33025

Bid Notes **Johnson Controls Security Solutions LLC (JCIS) is one of the worlds largest providers of electronic security systems & services. Johnson Controls, Inc. is the manufacturer of American Dynamics Products and the single largest retailer of Axis cameras. Please see the attachments certifying us a authorized dealers for both. We have our local office here in Miramar with 47 men and women I our Service and Installation Departments.**

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PNC2126562R1_F4--01-01	Closed Circuit Television Systems (CCTV) Expansion and Modifications	Supplier Product Code: Supplier Notes: Johnson Controls Security Solutions LLC (JCIS) is one of the worlds largest providers of electronic security systems & services. Johnson Controls, Inc. is the manufacturer of American Dynamics Products and the single largest retailer of Axis cameras. Please see the attachments certifying us a authorized dealers for both. We have our local office here in Miramar with 47 men and women I our Service and Installation Departments.	First Offer -	1 / each		Y
					Supplier Total	\$0.00

Johnson Controls Security Solutions LLC

Item: **Closed Circuit Television Systems (CCTV) Expansion and Modifications**

Attachments

Authorized Video Edge Letter 061121 am.pdf

Axis Mfg Letter JCI 6 11 21_.pdf



Tele: 978 577 4000
www.americandynamics.net
6 Technology Park
Westford, MA
01886-3140

June 11th, 2021

Alan Margulies
Johnson Controls Security Solutions, LLC
15901 SW 29th Street #801
Miramar, FL
33027

The American Dynamics business of Sensormatic Electronics, LLC ("*American Dynamics*") is pleased to recognize Johnson Controls of Miramar, FL as an Authorized Integrator of American Dynamics.

Johnson Controls is qualified to install, service, and maintain the American Dynamics product line, including Victor/VideoEdge, with trained and certified technicians.

Johnson Controls is also currently in good standing with the Sensormatic Electronics, LLC entity.

Please do not hesitate to contact me with any questions or concerns you may have regarding these matters.

Sincerely,



Joseph Fitzgibbons
Program Manager - Sales
6 Technology Park Drive
Westford, MA
01886
joseph.fitzgibbons@jci.com





Mr. Freddy Lugo
Contracts Grants Administrator, Senior
Broward County Aviation Department
Fort Lauderdale-Hollywood International Airport
3545 SW 2nd Avenue
Fort Lauderdale, FL 33315

June 23rd, 2023

Dear Mr. Lugo,

Axis Communications formally recognizes Micro Security Inc., as our authorized dealer to sell, install and service Axis solutions for the Broward County Aviation Department and Fort Lauderdale International Airport.

After years of outstanding partnership with Micro Security, Axis Communications has mutually developed advanced support services, exclusively for Micro Security, in order to meet The FLL/ Broward County Aviation Airport Security Plan (ASP).

- On-hand inventory provided at no charge to manage a pool of cameras that can be used to immediately replace defective cameras without having to wait through the RMA process.
- Axis Pro-Service engineering services at no charge.
 - This is in addition to free services provided by Axis Field Sales Engineers.
- Free products for demo and pilot trials at the airport.
- Exclusive pricing discount specifically for the airports.

It is important that Broward County Aviation and FLL Airport continue to use Micro Security for their sole source of Axis solutions.

- Maintaining chain of custody where their airport can be assured that any Axis product will be serviced by the integrator.
 - Integrators may not offer troubleshooting services on products they did not sell to directly the end customer.
 - Maintaining knowledge of warranty coverage of installed products.
 - Continue receiving exclusive benefits earned by Micro Security to support the airport.
- Micro Security is the only Axis partner with 8 Axis Certified Professionals on staff located in South Florida.

Axis communications recognizes Micro Security as the most reasonable source for the Broward County Aviation Department and Fort Lauderdale International Airport. If there are any questions or concerns, please feel free to contact me.

Sincerely,

Curtis Smith

Curtis Smith
Southeast Area Sales Manager
Axis Communications
curtis.smith@axis.com
407-718-9671



June 11, 2021

Re: Johnson Controls Inc

To Whom It May Concern,

This letter is to confirm that Johnson Controls Inc. is a current reseller/ integrator partner of Axis Communications Inc. Johnson Controls Inc. is a partner in good standing and is authorized to sell, install, commission and service Axis Communications solutions.

Johnson Controls maintains full rights to all products, product lines, upgrades, technical support, and all manufacturer's warranties for the product being offered.

If you have any questions or need further information, please contact me at 205-790-3336 or email me at ethan.lewis@axis.com.

Best Regards,

A handwritten signature in black ink that reads "K. Ethan Lewis". The signature is written in a cursive, flowing style.

K Ethan Lewis
Global Account Manager
Axis Communications