



DATE: 3/3/22

TO: Robert Gleason, Director of Purchasing

THRU: Ricardo Charlton, Division Direction, Operations Division

FROM: Arnold De La Cruz, Port Maintenance Manager, Operations Division

PROJECT TITLE: TMEIC Corporation for Engineering/Repair/Maintenance/Retrofits/Parts

REQUISITION NO.: PEO0001927

SOLE SOURCE/SOLE BRAND REQUEST

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

TMEIC, previously known as TMEIC-GE, is the sole provider of all of the Port's container gantry cranes' electrical systems. Furthermore, the NEW cranes that arrived in November 2020 and are currently in service are also equipped with TMEIC electrical systems. On September 10, 2021 the PORT exercised the option to procure three additional identical cranes. The additional crane are schedule to arrive September 2023.

TMEIC has a long history in the crane industry, supplying equipment and systems throughout the world, and continues to lead the industry in the crane technology. TMEIC is the leader in AC and DC drive systems, which include the drives both on the Port's current crane equipment and future equipment. TMEIC engineers have extensive experience in the ship to shore container crane applications.

Due to the long service life of our equipment, future equipment, and planned future upgrades to the existing core systems we are requesting TMEIC to be standardized.

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 Port's (11) container gantry cranes along with the future cranes (3) scheduled to arrive in September 2023 are equipped with TMEIC drive systems, PLC control logic (Programmable Logic Controller), TMEIC CMS2000 (Crane Management System), and TMEIC Collision Avoidance System. These systems are the most essential and critical components of the cranes. Our TMEIC systems and their respective design and software are proprietary and are not interchangeable with those of other manufacturers.

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: Contract length (if applicable):

Expenses to date:

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

If yes, when and by whom?

How was item/service procured?

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

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.

ON AVERAGE \$250,000 PER YEAR. The Port is requesting the standardization of TMEIC Corporation. A standardization status will maintain parts continuity, interchangeability, and keep the equipment uniform. TMEIC Corporation designed electrical systems and its respective spare parts are not interchangeable with other OEMs and cannot be purchased from other vendors. Furthermore any other manufacturer will require extensive impractical modifications to the cranes, at considerable cost and equipment downtime.

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"

	ARNOLD DELACRUZ	Digitally signed by ARNOLD DELACRUZ Date: 2022.03.03 15:00:40 -05'00'	3/3/22
REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)		DATE

	RICARDO CHARLTON	Digitally signed by RICARDO CHARLTON Date: 2022.03.04 09:38:05 -05'00'	3/4/22
DEPT./DIV. DIRECTOR OR DESIGNEE (PRINT)	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:

Request for Information (RFI) No. OPN2123792F1 for Container Gantry Cranes Electrical systems was publicly posted on 01/27/2022 and opened on 02/09/2022 with two responses from TMEIC Industrial Corporation and NIDEC INDUSTRIAL SOLUTIONS. After reviewing the responses, the Purchasing Agent recommends approval of the Standardization of TMEIC Industrial Corporation as the most reasonable supplier of electrical drive systems for the container gantry cranes in operations, and for the new cranes scheduled for delivery in September 2023 to Port Everglades, in accordance with Broward County Procurement Code, Section 21.19.(c) – Standardization.

Purchasing Agent Signature: Jacqueline A. Chapman Digitally signed by Jacqueline A. Chapman
Date: 3/22/2022

CAROLYN MESSERSMITH Digitally signed by CAROLYN MESSERSMITH
Date: 2022.03.23 15:36:11

APPROVAL AUTHORITY
REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature: Robert Gleason Digitally signed by Robert Gleason
Date: 2022.03.24 09:10:15 -04'00'

Date: 3/24/2022