



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 existing Fire Records Management System (FRMS) no longer meets the operational requirements of first responders due to its technology and functionality limitations. The benefit of sourcing a new Regional FRMS is to ensure that participating regional fire rescue first responders are capable of leveraging new features and functionality available in modern Fire Records Management Systems that will streamline the process and improve overall service delivery to the residents of Broward County.

The new FRMS is a comprehensive software solution which will provide access to the following information in real time and from any mobile device:

- Intuitive Reporting Capabilities: Accurate, quality driven data capabilities utilizing a wide array of data.
- Emergency Response Preparation Capability: Seamless integration with Fire Properties and Inspections Software, Electronic Health Reporting (EHR) and numerous ESO software modules.
- Standardized, automated delivery of National Fire Incident Reporting System (NFIRS) and National Emergency Medical Services Information System (NEMSIS) reports.

Fire Rescue Personnel confirmed that upon arrival on scene to a fire incident, the Fire Rescue personnel must have at the following at their disposal:

Real-time, critical CAD Updates for incidents including:

- Incident Type
- Initial Dispatch Code
- Active Fire (Yes/No)
- COVID-19 Exposure
- Injury or Death
- Hazardous Materials Released
- Property Use
- Mutual Aid Agency
- Standardized, automated delivery of National Fire Incident Reporting System (NFIRS) and National Emergency Medical Services Information System (NEMSIS) reports.

The ESO Fire Records Management Solution will provide a centralized repository from all data sources with easy access from any device in real time. Regional delivery of this system is a must, affording mutual aid response units the ability to access critical information across jurisdictional boundaries.

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:

ESO is currently in use and has been used for the past 5 years by the following eleven (11) County regional participating Fire Rescue agencies: Broward Sheriff's Office, Davie, Hollywood, Lauderdale By The Sea, Lauderdale, Lighthouse Point, Margate, Oakland Park, Pompano Beach, Pembroke Pines and Tamarac. ORCAT would only be paying to implement ESO for the remaining 3 agencies (Ft. Lauderdale, Sunrise and North Lauderdale) and simply assuming the annual maintenance cost for the County regional participating Fire Rescue agencies already using ESO. ESO is the only company capable of offering the ESO Fire RMS software, product licenses (keys), and maintenance/support for the ESO product. ESO uniquely automates the delivery of mandatory National Fire Incident Reporting System (NFIRS) data and National Emergency Medical Services Information System (NEMSIS) data, significantly reducing redundant data entry while enhancing efficiency and accuracy. Additionally, the Fire Chief's Association of Broward County has unanimously voted on ESO Fire RMS as the premier and standard Fire Records Management application to use in Broward County.

- 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:

Replacing ESO Fire RMS would be extremely costly as it is a system currently used by thousands of fire rescue personnel in Broward County and is already interfacing with Broward County's Computer Aided Dispatch System. Those fire rescue agencies already using ESO Fire RMS would have to retrain their end users on a new software platform which may not be as feature rich and intuitive as ESO Fire RMS, potentially leading to a negative experience. Additionally, the Fire Chief's Association of Broward County has unanimously voted on ESO Fire RMS as the premier and standard Fire Records Management application to use in Broward County.

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.

Utilizing ESO as the premier and standard Fire Records Management application for Broward County Regional Fire Consortium agencies would save the County roughly \$500,000 - \$600,000 in capital costs coupled with \$100,000 - \$125,000 per year in operating costs.

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"

Andrew Christian

REQUESTOR/EVALUATOR
(PRINT)

Andrew Christian Digitally signed by Andrew Christian
Date: 2024.03.19 12:06:10 -04'00'

REQUESTOR/EVALUATOR (SIGN)

3/22/24

DATE

Brett Bayag for Tracy Jackson

DEPT./DIV. DIRECTOR OR
DESIGNEE (PRINT)

BB Digitally signed by Brett Bayag for
Tracy Jackson
Date: 2024.03.22 15:47:46 -04'00'

DEPT./DIV. DIRECTOR OR
DESIGNEE (SIGN)

3/22/24

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:

Please see attached document for Purchasing Agent recommendation.

Purchasing Agent Signature: ECATERINA SULI-WOLF Digitally signed by ECATERINA
SULI-WOLF
Date: 2024.07.14 13:56:13 -04'00'

Date: 07/14/2024

LEAHANN
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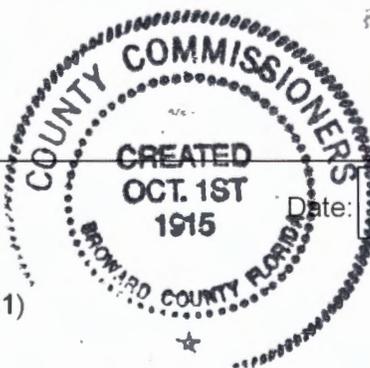
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Date: 2024.07.14 12:38:11
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APPROVAL AUTHORITY

REASON/SUGGESTED ACTION (IF DISAPPROVED):

County
Administrator:

[Signature]



Date: 7/18/24