



DATE: 1/22/24

TO: Robert Gleason, Director, Purchasing Division

THRU: Tracy Jackson, Director, Regional Emergency Services and Communications Division

FROM: Daniel Revis, E911 Communications Administrator

PROJECT TITLE: Data Center Server Hardware and Software Refresh

REQUISITION NO. TEC2127020G1

SOURCE/BRAND NAME: Hewlett Packard Enterprise

## SOLE SOURCE/SOLE BRAND/ONLY ONE REASONABLE SOURCE REQUEST

☐ SOLE SOURCE

☒ SOLE BRAND

☐ ONLY ONE REASONABLE  
SOURCE

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

The Broward County Regional Emergency Services and Communications Division is seeking to purchase data center server computing hardware and hypervisor virtualization software with accompanying support services. We are requesting that we purchase from the same certified hardware vendor that is used for our Motorola CAD to ensure seamless integration and compatibility. Also, we are requesting for Hewlett Packard equipment to be standardize. This equipment will be purchased as a replacement for existing server hardware and software that has reached end of life. The new computer hardware and hypervisor virtualization software will be used to support proprietary public safety applications, upgrades, databases, logging, backups, and disaster recovery efforts.

II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

### 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/or Additional information - the County requires this sole source purchase for the following reasons.

**Business Case (Only One Reasonable-Source<sup>1</sup> or Only One 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.
- ☒ Other/or additional information - using this only one reasonable source, only one reasonable brand purchase benefits the County for the following reasons:

For purposes of seamless integration, compatibility, and streamlined support, we would like to stay uniform with our computing infrastructure. Our Motorola CAD infrastructure is currently operating on a certified HPE platform and by using HPE data center equipment, we can ensure compatibility between the different computing devices and software. The components in the purchase request will be connecting to existing HPE computing hardware and software which will enable seamless integration. The manufacturer (HP) guarantees and provides a compatibility matrix to ensure that specific server hardware components can work as intended when connecting to other HPE infrastructure devices. There is a benefit to having a single manufacturer provider for all routine maintenance tools and a single support phone number for Broward

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: \$825,000 Contract length (if applicable): 5 years

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

If yes, provide the following and attach any supporting documentation (e.g., previous approved memoranda):

Vendor name and date 2022, Agilant Solutions Method of Procurement Sole Brand

What is the current contract (Procurement Catalog) or purchase order number? N/A

Expenditures to date: \_\_\_\_\_

Will this procurement utilize any local/state/federal grant funding? ☐ Yes ☐ No

If yes, attach any supporting documentation (e.g., grant agreement).

If this is a sole brand, is there an "authorized" dealers/resellers list? ☐ Yes ☒ No

If yes, provide the manufacturer's "authorized" dealers/resellers list.

<sup>1</sup> Commonly known as Most Reasonable Source


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.

We have reviewed servers from Dell and Hewlett Packard. These manufacturers use a common type of computer hardware but offer management software that is unique and proprietary to their hardware. We will benefit by having a single hardware manufacturer for both our compute and storage equipment for centralized management, compatibility, interchangeability, and interoperability purposes.

CERTIFICATION: I have thoroughly researched the sole source, sole brand, only one reasonable source, or only one reasonable brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant or a public contractor who has contracted with a governmental entity to assist in a competitive procurement to knowingly and intentionally obtain a benefit for any person or to cause unlawful harm to another by circumventing a competitive solicitation process required by law or rule through the use of 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".

Daniel Revis	DANIEL REVIS	<small>Digitally signed by DANIEL REVIS Date: 2024.01.22 12:52:57 -05'00'</small>	1/22/24
REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)		DATE
Brett Bayag for Tracy Jackson		<small>Digitally signed by Brett Bayag for Tracy Jackson Date: 2024.01.24 09:28:46 -05'00'</small>	1/24/24
DEPT/DIV DIRECTOR OR DESIGNEE (PRINT)	DEPT/DIV DIRECTOR OR DESIGNEE (SIGN)		DATE

### PURCHASING DIVISION USE ONLY

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:

<input type="checkbox"/> Sole Source	<input checked="" type="checkbox"/> Sole Brand	<input type="checkbox"/> Only One Reasonable Source/Brand <sup>2</sup>	<input type="checkbox"/> Reject
<input type="checkbox"/> Authorization to Negotiate	<input checked="" type="checkbox"/> Standardization		<input type="checkbox"/> Board Award

### Attachments

<input checked="" type="checkbox"/> Request for Information	<input type="checkbox"/> Previous Approved Documentation
<input type="checkbox"/> Vendor Letter	

<sup>2</sup> As per Florida Statute 287.057(3)(c), FLL projects valued ≥\$325,000 require 15 business day posting of intended sole source designation

Additional Information (e.g., Number, opening date, # of responses, Agency reviewed yes/no):

A Request for Information (RFI) No. TEC2127020F2 was issued on January 09, 2024, to determine if other vendors are able to provide the requested services. The RFI closed on January 17, 2024, with zero responses submitted. There were 25 views, and no vendor questions were asked. 12,261 vendors were successfully invited.

The County's 911 call centers currently utilizes Motorola PremierOne Computer Aided Dispatch (CAD) system software that is utilized by dispatchers, call-takers and 911 operators to prioritize and record incident calls, identifies the status and location of first responders in the field and effectively dispatches first responders personnel. Motorola configures their PremierOne CAD Systems with HPE products. HPE servers, storage solutions, maintenance, services and support, including professional installation services, through HPE Authorized Partners was identified as the Sole Brand product to meet Broward County requirement.

Per the 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, and the required due diligence has been completed and therefore recommends approval of this Sole Brand standardization request.

Purchasing Agent Signature **ECATERINA SULI-WOLF**  
Digitally signed by ECATERINA SULI-WOLF  
Date: 2024.01.30 16:57:32 -05'00'

Reviewer Title: Purchasing Manager

Reviewer Signature: **LEAHANN LICATA**  
Digitally signed by LEAHANN LICATA  
Date: 2024.01.30 10:27:05 -05'00'

#### APPROVAL AUTHORITY

☒ APPROVED

☐ DISAPPROVED

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Title: Asst. Director Purchasing

Signature: **Constance Mangan,**  
Asst. Director, on  
behalf of  
Digitally signed by Constance Mangan, Asst. Director, on behalf of  
Date: 2024.02.02 09:41:11 -05'00'