



DATE: November 18, 2019

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU: Michael Nonnemacher, Deputy Director, Aviation

FROM: Angela Scott, Information Systems Administrator, Aviation

PROJECT TITLE: Amadeus Software License and Maintenance Agreement

REQUISITION NO. AVI0001037

## 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 the Software License and Maintenance agreement between Broward County and Amadeus IT Group SA as an only reasonable source. 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. CUSS includes the common use system at the airport, which provides operational flexibility for BCAD to maximize gate use, and provides for biometrics support on the common use equipment.

On December 1, 2009 (Item No. 58), the Board approved a License Agreement and a separate System and Services Agreement with Air-Transport IT Services, Inc. pursuant to which Contractor agreed to provide County with an Airport Information Management System (AIMS) and to maintain same. The Parties through the First Amendment, dated April 3, 2012, amended the License Agreement. The First Amendment provided a virtual ramp control solution (VRC) that 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. These system components provide a common airport-wide operational platform to store, update, retrieve and integrate information related to flight status and to support the efficient allocation of airport fixed resources.

On June 13, 2017, the Board approved a Second Amendment to the Agreement for the purchase and installation of additional hardware and software and related services for the upcoming expansion of the AIMS and VRC systems at FLL. In addition, the Second Amendment allows the airport to purchase additional hardware to support the common use environment including kiosks, printers, gate readers and mobile carts. The amendment will allow the airport to procure additional cameras for virtual ramp control and queue

measuring of passenger flow. There are also additional software modules available to enhance the functionality of the system including recently developed mobile applications for common use. The Broward County Aviation Department will also be installing Voice over IP phones ("VoIP") at the common use gates and ticket counters. Amadeus will provide 20/7 technical support services for all of the VoIP phones.

This current License Agreement provides AIMS Maintenance Services for 15 months after Critical Cutover, and then for nine (9) additional years; the License Agreement further provides for VRC Maintenance Services on an annual basis for the same time period as the AIMS Maintenance Services. Critical Cutover occurred on April 1, 2011, so the current License Agreement provides maintenance services up to and including June 30, 2021.

The Aviation Department proposes to accomplish the purchase and installation of additional hardware and software and related services for upcoming expansion of the AIMS and VRC systems with this increase in optional services for the Software License and Maintenance Agreement.

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/or Additional information - 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 difference software application would be very disruptive and is not currently under consideration. The agreement will also allow BCAD to procure additional hardware and services to expand the common use environment at the airport as needed, and perform technological upgrades as they become available.

**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 21.18 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: \$23,000,000      Contract length (if applicable): Five (5) years with five (5) one year renewals

Expenses to date: 8,890,418.24

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

If yes, when and by whom? Since December 2009 with Air-Transport IT Services, Inc under two agreements.

How was item/service procured? Two-party agreement

What is the current contract (MA) or purchase order number? Z1065111A1\_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.

**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	<b>Angela Scott</b>	<small>Digitally signed by Angela Scott Date: 2019.12.18 10:03:17 -05'00'</small>	November 18, 2019
REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)		DATE
Michael Nonnemacher	Michael Nonnemacher	<small>Digitally signed by Michael Nonnemacher DN: dc=local, dc=fill-airport, ou=FLLUSERS, cn=Michael Nonnemacher Date: 2019.12.18 09:57:45 -05'00'</small>	December 18, 2019
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) 21.34 and 21.35. The Purchasing Agent recommends the following:

Sole Source     Sole Brand     Reasonable Source     RFI attached     Rejected

Request Authorization to Negotiate

Additional Information:

Purchasing Agent finds the SSSB justification for the purchase and installation of additional hardware, software and related services for upcoming expansion of the AIMS and VCR systems to be fair and reasonable based on utilization of Amadeus products and services at BCAD. The Amadeus system is a proprietary platform and is operating as desired. Changing to a new supplier would be disruptive and would incur unknown and unplanned costs as well as additional training of BCAD personnel. Therefore, Purchasing Agent recommends moving forward with Amadeus as requested.

Recommend standardization, by the board, for the County's Airport Information System.

Purchasing Agent Signature: **NICOLE KELLEY**    Digitally signed by NICOLE KELLEY  
Date: 2020.02.11 11:47:55 -05'00'    Date: 2/11/2020

**DAVID CLEMENTE**    Digitally signed by DAVID CLEMENTE  
Date: 2020.02.11 16:13:15 -05'00'

**APPROVAL AUTHORITY**  
REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature: **BRENDA BILLINGSLEY**    Digitally signed by BRENDA BILLINGSLEY  
Date: 2020.03.31 15:27:17 -04'00'    Date: 3/30/2020