



DATE: March 02, 2021

TO: Brenda J. Billingsley, Director, Purchasing Division

THRU: John C. Foglesong, Director, Port Everglades Dept., Seaport Engineering and Facilities Maintenance

FROM: Harris Hamid, Assist. Director, Port Everglades Dept., Seaport Engineering and Facilities Maintenance

PROJECT TITLE: Passenger Loading Bridge Maintenance and Repair Services

REQUISITION NO. SEA000075

SOLE SOURCE/SOLE BRAND REQUEST

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

Contractor is responsible for providing repair and maintenance services to supplement Port staff for the eleven (11) Passenger Loading Bridges (PLB) and the four (4) Mobile Elevated Gangways (MEG) located at Port Everglades (PEV). Contractor is responsible to ensure the complete functionality of all the Loading Bridges including electronics, hydraulics, mechanical, fiber communication, electrical components, programming and software operations and upgrades. Contractor is responsible to furnish all labor, materials, equipment, personal protective equipment (PPE), tools, supervision, transportation, identification badges and all other incidentals as required to complete the work to the satisfaction of the Contract Administrator or Project Manager. See attached specifications for more details.

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:

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:

Reasons for the urgent need of a Most Reasonable Source Vendor:

1. The previous Port Everglades Sole Source/Sole Brand Loading Bridge Vendor FMT Aircraft Gate Support Systems (FMT), located in Sweden, is bankrupt and unable to meet the ongoing demanding need of Port Everglades Loading Bridge operations.
2. Port Everglades Loading Bridges are highly complex steel structures, driven by proprietary software, that must remain in constant working condition to be safely used by thousands of passengers embarking and debarking cruise vessels daily.
3. The repairs of any mechanical, electrical, structural, and/or programming of software malfunctions must be completed immediately. The proposed full service and experienced vendor is located in Miami, roughly 45 minutes to Port Everglades. The next available vendor is located in Cape Canaveral, over 3 hours away.
4. Port Everglades has a great need for augmenting Port staff in terms of technical expertise required for timely repairs and operations of the Loading Bridges. Current internal Port staffing levels are not sufficient to meet the maintenance needs of the Port and must be supplemented by local contract vendors.
5. Nine (9) of the loading bridges are over 15 years old and with the complexity of the programming needed, it has become more difficult to address repairs in a timely manner by in-house staff. Having a local vendor on board will ease routine maintenance and address timely emergency repairs for the Port, especially when addressing programming issues, which is an essential component to the proper functionality of the loading bridges.

Port Everglades Request :

1. The Port is requesting a reasonable source designation for SATE Solutions, Inc., located in Miami, Florida, to assist Port staff to maintain and repair the four MEGs and eleven Passenger Loading Bridges at Port Everglades for a minimum of one year term with a possible two, 1 year renewals.
 - a. SATE Solutions, Inc. is a local vendor who has previously performed repair services at the Port for Terminals 4, 25, and 26 loading bridges.
 - b. SATE Solutions, Inc. has teamed up with the software programmer, located in Sweden, that created the original program for the FMT bridges, which will be vital when addressing programming issues, and is an essential component to the proper functionality of the loading bridges. The software is a sophisticated and complicated program which would require a lengthy learning curve for other vendors to troubleshoot. With SATE Solutions, the expertise of the original programmer of the bridges will be available to assist in resolving the functionality issues of the 11 passenger loading bridges and 4 mobile elevated gangways.

c. SATE Solutions, Inc. is a local vendor relied on by Port Miami to supplement their in-house personnel for their Seaport Loading Bridge repair needs.

d. SATE Solutions, Inc. would be responsible for:

i. Providing repair and maintenance services for the eleven PLB's and the four MEG's located at Port Everglades.

ii. Ensuring the complete functionality of all the Loading Bridges including electronics, hydraulics, mechanical, fiber communication, electrical components, programming and software operations upgrade.

iii. Responsible to furnish all labor, materials, equipment, personal protective equipment (PPE), tools, supervision, transportation, identification badges and all other incidentals as required to complete the work to the satisfaction of the contract administrator or Project Manager.

See attached specifications for more details.

2. During this contract period, Port staff will also be developing, within FY22, a longer term more comprehensive contract that will be recommended to bid to the open market to include renovations and technical upgrades to the PLB's and MEG's as well as preventive and routine maintenance and repairs that are the subject of this request.

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: \$1,500,000.00 Contract length (if applicable): 3 years

Expenses to date: \$100,000.00

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

If yes, when and by whom? N/A

How was item/service procured? N/A

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

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.

SATE Solutions, Inc. has teamed up with the software programmer that created the original program for the FMT bridges, which will be vital when addressing programming issues, which is an essential component to the proper functionality of the loading bridges.

The software is a complicated program which would require a lengthy learning curve (thus additional costs) for other vendors to troubleshoot. SATE Solutions, will have the expertise of the original programmer of the bridges to assist in resolving the functionality issues of the 11 passenger loading bridges and 4 mobile elevated gangways.

The ramifications of using the next available vendor, located in Cape Canaveral over 3 hours away, will result in additional costs related to Contractor response times, and the vendor does not possess the programming capabilities to address the complex FMT software needs, thus resulting in delays to ship embarks/debarks.

It is estimated that the travel costs for a two person crew round trip from Cape Canaveral to Port Everglades will add approximately \$1800 per call out event. No additional travel costs are anticipated with the proposed vendor is located within the Tri-County area.

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"

Harris Hamid	HARRIS HAMID	<small>Digitally signed by HARRIS HAMID Date: 2021.02.24 11:05:17 -05'00'</small>	March 2, 2021
REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)		DATE
John C. Foglesong	John C. Foglesong	<small>Digitally signed by John C. Foglesong Date: 2021.03.02 14:17:41 -05'00'</small>	March 2, 2021
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:

A Request for Information (RFI) was posted from April 9, 2021 through April 16, 2021 with no responses received.

The Port Everglades PLB's are highly complex steel structures, driven by proprietary software, that must remain in constant working condition to be safely used by thousands of passengers embarking and disembarking cruise vessels daily. Timely repairs are necessary to address any mechanical, electrical, structural, and/or programming of software malfunctions. Nine of the loading bridges are over 15 years old and with the complexity of the programming needed, it has become more difficult to address repairs in a timely manner by in-house staff. SATE has previously performed repair services at the Port for Terminals 4, 25, and 26 loading bridges. In addition, SATE has teamed up with the software programmer, located in Sweden, that created the original program for the FMT bridges, which will be vital when addressing programing issues, and is an essential component to the proper functionality of the loading bridges. The software is a sophisticated and complicated program which would require a lengthy learning curve for other vendors to troubleshoot. With SATE Solutions Inc., the expertise of the original programmer of the bridges will be available to assist in resolving the functionality issues of the 11 PLBs and four MEGs.

Purchasing Agent Signature: **MICHELLE LEMIRE** Digitally signed by MICHELLE LEMIRE
Date: 2021.04.26 12:58:35 -04'00' Date: 04/26/21

APPROVAL AUTHORITY
REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature: **BRENDA BILLINGSLEY** Digitally signed by BRENDA BILLINGSLEY
Date: 2021.05.26 16:06:42 -04'00' Date:

**Bid Tabulation Packet
for
Solicitation PNC2122671F1**

**Request for Information Passenger Loading Bridge
Maintenance and Repair Services**

Bid Designation: Public



Broward County Board of County Commissioners

Bid #PNC2122671F1 - Request for Information Passenger Loading Bridge Maintenance and Repair Services

Creation Date **Mar 31, 2021**

End Date **Apr 16, 2021 2:00:00 PM EDT**

Start Date **Apr 9, 2021 2:53:43 PM EDT**

Awarded Date **Not Yet Awarded**

PNC2122671F1--01-01 Passenger Loading Bridge Maintenance and Repair Services					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
			No Bids		
Agency Product Code:		Supplier Notes:			
Agency Notes:					

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