



AVIATION DEPARTMENT - Fort Lauderdale-Hollywood International Airport
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MEMORANDUM

DATE: November 8, 2023

TO: Angela Osorno-Belleme, Purchasing Agent *Nicholas Bryant*

FROM: Nicholas Bryant, Contract/Grant Administrator

RE: Price Verification for Safety & Security Instruction (SSi, Inc.)

The pricing provided by SSi, Inc. in bid TEC2127018B1 is comparable to the pricing of the current contract N1302308A1. The main cost, monthly maintenance for the Software-as-a-Service (SaaS) solution, is only increased by 3%, from \$45,000 to \$46,350 annually (\$3,750 to \$3,862.50 monthly) over the initial term.

Throughout the current contract, minor edits saw some use but were not the most common type. Intermediate edits were used the most due to changes in video or animation. Outside of a project from 2021 where Haitian Creole voiceover narration was added to the main Security Training, major edits were not used. After intermediate edits, New Courses were the second most used type. Examples of this include the Airport Employee Emergency Training (AEET) and overhauls to the main Security Training and Authorized Signatory Training.

Regarding the price increases compared to the current contract, the vendor cited significant cost of living and labor increases in recent years. Each edit type is based upon the level of effort required. The vendor provided written assurance that new unit prices will not be exceeded, and may be lower than the listed price depending on the exact revisions needed.

A cost comparison table is provided on the next page:

Item	Current Price	New Price	Increase
Monthly Software As A Service (SaaS) maintenance fee*	\$ 3,750.00	\$ 3,862.50	3%
New Course Development	\$ 25,000.00	\$ 27,000.00	8%
Course Revision - Minor Edit	\$ 1,300.00	\$ 1,800.00	38%
Course Revision - Intermediate Edit	\$ 5,900.00	\$ 5,900.00	0%
Course Revision - Major Edit	\$ 9,900.00	\$ 12,000.00	21%
Travel / Onsite Filming**	\$ 2,700.00	\$ 2,320.00	-14%

*The SaaS fee will be \$3,975 monthly during Contract Year 4, and \$4,091.67 monthly during Contract Year 5, if the two renewal periods are used.

**Current on-site filming is calculated differently compared to the new contract. The new contract's rate is \$580 per-person assuming the on-site visit is a minimum of two (2) days. Past on-site visits had four (4) personnel from the vendor, so the new price is multiplied by four for a more direct comparison with the current contract.