

DATE: 12/24/24

TO: Robert Gleason, Director, Purchasing Division

THRU: Rasem Awwad, P.E., PTOE, Director, TED

FROM: Alexander Vickers, Traffic OPS Superintendent, TED

PROJECT TITLE: Cubic Traffic Signal Controller, Signal Cabinet, Vehic

REQUISITION NO.

SOURCE/BRAND NAME: Cubic ITS Transportation Systems

				•		
	S	OLE SOURCE/SOLE BRANI	)/OI	NLY ONE REASO	NABLE	SOURCE REQUEST
[•	<b>✓</b>	SOLE SOURCE	$\checkmark$	SOLE BRAND		ONLY ONE REASONABLE SOURCE
<u>I.</u>	RE	QUEST: Provide a description of the t	featur	res of the product/servic	e or Sco	pe of Work.
T A C C C C C C C C C C C C C C C C C C	raffi Adva Iurin egio rmw Brow	Brand/Source is been requested by the Controller (ATC), Traffic Signal Cab need Traffic Controller (ATC) has been go several years of operation. The Cub nal signal control software ATMS.now ware provide dependable simultaneous and County Traffic Engineering Divisionated above, the County utilizes the Curare to operate all of the traffic signals	inet an cus ic 20 r, also s oper on.	and proprietary replacement stomized for Broward Co 70 ATC provides unique o developed by Cubic. T ration for the traffic signal formerly "Trafficware") A	nent com ounty Tra interopo he Cubio al systen	apponents. The Cubic 2070 affic Engineering Division erability with the County's c 2070 ATC and associated as currently operated by the DW regional signal control
II.	JU	STIFICATION: Please check all boxes or brand is reasonably available.				
		Sole	Sou	rce/Uniqueness		
<b>√</b>		Proprietary Item - this vendor/source h rom the manufacturer or authorizing e				ice or commodity. A letter
	- 1	「echnology Improvements - updates o SaaS), hardware purchases.	r upg	rades to an existing sys	tem, sof	tware, software as a service
	- 1	Engineering Direction - engineering dra equivalents will be acceptable."	awing	g or specification identific	es produ	ict; "no substitutes or
	] s	Only qualified supplier - reliability and a specified supplier is used; may void wanformation.		•		

Exhibit 1 Page 2 of 7

	Other/or Additional information - the County requires this sole source purchase for the following reasons.
<b>√</b>	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.
<b>✓</b>	Complies with existing community and safety standards, and/or laws, rules, and regulations.
<b>√</b>	Other/or additional information - using this only one reasonable source, only one reasonable brand purchase benefits the County for the following reasons:
C T o T a ft A	Broward County is currently operating 1,475 traffic signalized intersections, all of which are equipped with Cubic Advanced Traffic Controller. The equipment was installed as part of a Florida Department of Transportation (FDOT) traffic signal project. The Cubic Advanced Traffic Controller equipment currently operating on Broward County roadways is not interchangeable with other manufacturer's central Advance Traffic Management Systems (ATMS) software. Each manufacturer has unique operating characteristics and software which is incompatible with other systems. The manufacturers have designed their systems to function as a complete unit. The criteria for equipment approval is established by FDOT as part of their approved Products List (APL) process that ensures FDOT standards are met. Traffic equipment must be COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of esource/brand or most reasonable source (attach extra sheets as needed).
	imated project value: 6,571,100.00 Contract length (if applicable): 4 Years
Has	s this commodity or service been previously provided to the County?  Yes No
-	es, provide the following and attach any supporting documentation (e.g., previous approved memoranda):
	ndor name and date Cubic ITS / 5/24/2021 Method of Procurement Sole Source / Sole Brand
	at is the current contract (Procurement Catalog) or purchase order number? OPN2121908Q1  penditures to date: 3,278,445.80
	this procurement utilize any local/state/federal grant funding? O Yes No
<b>I</b> f ye	es, attach any supporting documentation (e.g., grant agreement).
<b>I</b> f th	nis is a sole brand, is there an "authorized" dealers/resellers list? O Yes O No
If ye	es, provide the manufacturer's "authorized" dealers/resellers list.

<sup>&</sup>lt;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.

The Cubic 2070 ATC has proven to be reliable and flexible in operating with the ATMS.NOW regional signal management software, and the Global Traffic Technology fire-rescue and transit signal priority functionalities. The same level of compatibility and flexibility is not readily available from other suppliers. A change in suppliers would amount to a substantial cost (greater than \$6 million) to make the necessary modifications to approximately 1,475 County intersections.

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".

Alexander Vickers	ALEX VICKERS Date: 2024.12.24 11:33:41 -05'00'	12/24/24
REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)	DATE
Rasem Awwad	Rasem Awwad Date: 2024.12.30 15:55:45 -05'00'	12/30/24
DEPT/DIV DIRECTOR OR DESIGNEE (PRINT)	DEPT/DIV DIRECTOR OR DESIGNEE (SIGN)	DATE
PURCHASING DIVISION USE ONLY		
<u> </u>	e request and has completed the required ad 21.26. The Purchasing Agent recommer	• .

Standardization

Only One Reasonable Source/Brand<sup>2</sup>

Reject

**Board Award** 

**Attachments** 

Request for Information	Previous Approved Documentation
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Sole Brand

✓ Vendor Letter

Sole Source

Authorization to Negotiate

<sup>&</sup>lt;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):

Purchasing Agent recommends approval of the Sole Source of the Cubic 2070 Advanced Traffic Controller (ATC) and its associated components. This system has been customized for Broward County and is fully compatible with the County's regional signal control software, ATMS.now, also developed by Cubic. Since 2010, Broward County has upgraded traffic signals to a digital network using Cubic's ATMS.now software, enhancing traffic management and synchronization. The Cubic 2070 ATC is installed at 1,475 intersections, and only this equipment ensures seamless interoperability with the existing software. Other manufacturers' 2070 ATCs are incompatible with Cubic's firmware, which is critical for reliable system performance. Switching suppliers would require extensive modifications at a significant cost (over \$6 million). Additionally, the Cubic 2070 ATC is approved by FOOT and meets their standards, which are essential for installation on public roadways in Florida. Cubic ITS, Inc. (Naztec, Inc. O/B/A Trafficware) was previously standardized on 06/15/2010 through Agenda Item No. 64. A Request for Information (RFI) was posted on 01/27/2025 to determine if there were other solutions in the market able to provide the requested products and services. The RFI closed on 02/05/2025 with no Vendors posting a response. Digitally signed by Ernesto Purchasing Agent Signature: Date: 2025.08.18 Perez 11:30:42 -04'00' Digitally signed by Jose Purchasing Manager Signature: Jose Hidalgo Date: 2025.08.18 11:32:05 -04'00' APPROVAL AUTHORITY APPROVED **DISAPPROVED** REASON/SUGGESTED ACTION (IF DISAPPROVED):

Constance Mangan, Digitally signed by Constance Mangan, Digitally signed by Constance Mangan, Asst. Director of Purchasing Signature: Asst. Director, on behalf of Date: 2025.08.18 14:30:20 -04100

Last Revised: 10/17/23

## OPN2129793F1 - Request for Information: Cubic Traffic Signal Controller, Signal Cabinet, Vehicle Detector & Replacement Parts

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BPRO Electronic Procurement System Back to list

Project: Request for Information: Cubic Traffic Signal Controller, Signal Cabinet, Vehicle Detector & Replacement Parts	Febru	ary 20	25			prev	next
Ref. #: OPN2129793F1	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Department: FASD - Purchasing	26	27 <b>11a</b> O	28 PEN	29	30	31	•
Department. FAOD - Fulcilasing	2	3	4	5	6	7	8
Type: RFI	OPEN						
Status: CLOSED	9	10	11	12	13	14	1
	16	17	18	19	20	21	22
Open Date: Jan 27th 2025, 11:00 AM EST							
Questions Due Date: Jan 31st 2025, 5:00 PM EST	23	24	25	26	27	28	•
Contact Information: Ernesto Perez (Primary), Gerald Garrity Jr.(Alternate), Ernperez@broward.org, ggarrity@broward.org							
Close Date: Feb 5th 2025, 2:00 PM EST							
Days Left: Submissions are now closed							
Days Left: Submissions are now closed  Contract Duration: Not Applicable (RFQ/RFI)							
Contract Duration: Not Applicable (RFQ/RFI)							
Contract Duration: Not Applicable (RFQ/RFI)  Contract Renewal: Not Applicable (RFQ/RFI)							
Contract Duration: Not Applicable (RFQ/RFI)  Contract Renewal: Not Applicable (RFQ/RFI)  Bid Validity: Not Applicable; RFI							
Contract Duration: Not Applicable (RFQ/RFI)  Contract Renewal: Not Applicable (RFQ/RFI)  Bid Validity: Not Applicable; RFI  Bonding Required: No							
Contract Duration: Not Applicable (RFQ/RFI)  Contract Renewal: Not Applicable (RFQ/RFI)  Bid Validity: Not Applicable; RFI  Bonding Required: No  Total Amount of Pass-Thru Allowance (Initial Term or Fixed): 0							

This Request for Information (RFI) Notice of Intent to Designate Sole Source is to determine if the specified commodity or service is available from multiple providers, or if an alternate commodity or service is available that would meet the County's needs. This is not a request for pricing or a purchase commitment.

The following commodity or service is thought to be available only as a Sole Source and is the only commodity/service that meets the County's needs:

- The purpose of this RFI is to secure an open-ended contract for the purchase of Cubic 2070 Advanced Traffic Controller (ATC), Traffic Signal Cabinet, Vehicle Detector, proprietary replacement components and repairs. No installation services will be required in the field or on Broward County premises.
- The Cubic 2070 ATC and traffic signal cabinets are certified on the Florida Department of Transportation (FDOT) Approved Product List (APL). The Cubic Information Technology System (ITS) Video Image Vehicle Detection System equipment is part of the Cubic Information Technology System (ITS), Gridsmart Technologies, Vehicle Detector Video system, model GS series, certified on the Florida Department of Transportation (FDOT) Approved Product List (APL). All equipment shall be new and of the latest model available at time of production. All equipment shall have its own FDOT APL certification number or shall be part of an FDOT APL certification number.

Prospective Vendors are requested to provide information regarding their ability to provide the commodity or service described or written explanation or other documentation contesting the proposed RFI designation.

If you are capable of meeting or exceeding the County's requirements for the specified commodity or service, respond to this RFI through the electronic bidding system. Vendor should upload any supporting information in the electronic bidding system as part of its response to assist the County in determining if commodity or service is comparable, is available from multiple suppliers, and meets the County's needs. The Director of Purchasing shall have sole authority in deciding what is comparable.

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Passes Open Date Office Point						Search
Colse Date   Online Portal   Deadline to submit Questions   Jun 31st 2005, 500 PM EST   NA   PASSED   Close Date   Online Portal   Deadline for Submissions   Feb 6th 2026, 200 PM EST   NA   PASSED   Close Date   Online Portal   Deadline for Submissions   Feb 6th 2026, 200 PM EST   NA   PASSED   Close Date   Online Portal   Deadline for Submissions   Feb 6th 2026, 200 PM EST   NA   PASSED   Close Date   Online Portal   Deadline for Submissions   Feb 6th 2026, 200 PM EST   NA   PASSED   Close Date   Online Portal   Deadline for Submissions   Passed Cable, TRAFFIC DATA COMINIOR TRAFFIC CONTROL   MICROCOMPUTER   PASSED   CABLE, TRAFFIC SIGNAL CONTROL   PASSED   CABLE, TRAFFIC SIGNAL CONTROL   PASSED   CABLE, TRAFFIC SIGNAL CONTROL   PASSED   CABLE, TRAFFIC SIGNAL DIRECT BURY AND OVERHEAD   PASSED   Cable   TRAFFIC SIGNAL, DIRECT BURY AND OVERHEAD   PASSED   Cable   TRAFFIC SIGNAL, DIRECT BURY AND OVERHEAD   PASSED   Cable   TRAFFIC SIGNAL CONTROL   PASSED   PASSED	Status	Event Name	Location	Description	Dates	Mandatory
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12-08-2024

Alex Vickers
Broward County
2300 West Commercial Blvd
Fort Lauderdale, FL 33309

RE: Sole Source of CUBIC I Trafficware and GRIDSMART Products, Support and Service/Repairs

Dear Alex,

This letter is to act as an official document regarding the sole source nature of CUBIC hardware and software products. All CUBIC I Trafficware and GRIDSMART products are developed, manufactured, and distributed in Florida exclusively by Cubic ITS.

Additionally, Cubic ITS is the sole authorized entity in the state of Florida to provide support for, and services/repair to, all CUBIC I Trafficware and GRIDSMART products. This extends to, and includes, integration field services, integration maintenance, and advanced technical support.

For further assistance, please contact your CUBIC Account Executive.

We greatly appreciate your business.

Respectfully,

Travis Topa

Travis Topa
Sales Account Executive
Travis.topa@cubic.com 727-647-6694