



DATE: 2/21/23

TO: Robert Gleason, Director of Purchasing

THRU: Brett Bayag, Assistant Director, Office of Regional Communications and Technology

FROM: Daniel Revis, E911 Communications Administrator

PROJECT TITLE: RapidSOS Integration with Broward County PremierOne CAD

REQUISITION NO.: OCT0001490

SOLE SOURCE/SOLE BRAND REQUEST

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

See attached

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 – the County requires this sole source, sole brand purchase for the following reasons:

See attached

- 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 21.5 of Broward County Administrative Code.

- Other/or additional information – using this sole source, sole brand purchase benefits the County for the following reasons:

See attached

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: Contract length (if applicable):

Expenses to date:

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

If yes, when and by whom?

How was item/service procured?

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

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.

See attached

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"

Daniel Revis

REQUESTOR/EVALUATOR
(PRINT)

DANIEL REVIS

Digitally signed by DANIEL REVIS
Date: 2023.02.21 12:36:37 -05'00'

REQUESTOR/EVALUATOR (SIGN)

2/21/23

DATE

Brett Bayag

DEPT./DIV. DIRECTOR OR
DESIGNEE (PRINT)



Digitally signed by Brett Bayag for
Tracy Jackson
Date: 2023.02.21 16:35:28 -05'00'

DEPT./DIV. DIRECTOR OR
DESIGNEE (SIGN)

2/21/23

DATE

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:

☒ Sole Source ☐ Sole Brand ☒ Reasonable Source ☐ RFI attached ☐ Rejected

☐ Request Authorization to Negotiate

Additional Information:

The Request for Information (RFI) No. OCT0001490 was issued on February 3rd, 2023, to determine if other vendors were able to provide the requested services. The RFI closed on February 10th, 2023, with zero (0) responses submitted. There were 9 views, no vendor questions were asked, and 15,832 suppliers were successfully invited. No other responses were received, RapidSOS Subscription from RapidSOS, Inc. was identified as the only available product to meet the county requirement. RapidSOS has been used by Broward Sheriff's Office (BSO) in Broward County's Regional Communication Centers for more than 4 years. BSO procured the product from RapidSOS, Inc. RapidSOS is a very powerful, location enhancing application and service that integrates directly with the County's Motorola Computer Aided Dispatch System. Direct integration is essential to Broward County.

Purchasing Agent Signature: ECATERINA SULI-WOLF

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SULI-WOLF
Date: 2023.04.06 14:32:07
-04'00'

Date: 04.06.2023

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LEAHANN LICATA
Date: 2023.04.06
14:30:38 -04'00'

APPROVAL AUTHORITY

Purchasing Manager

REASON/SUGGESTED ACTION (IF DISAPPROVED):

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 Source/ Reasonable Source request.

Signature: Robert Gleason

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Gleason
Date: 2023.04.18 12:37:39
-04'00'

Date:

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

RapidSOS is a secure, unified mapping tool that provides life-saving global positioning system (GPS) coordinates to 911 communication centers and first responders globally through the RapidSOS intelligent safety platform. RapidSOS works with over 5,300 emergency communications centers in multiple countries, managing over 165 million emergencies annually with data from over 400 million devices.

RapidSOS is the sole service provider of the RapidSOS family of solutions. Additionally, Motorola Solutions has fully integrated RapidSOS into their PremierOne Computer Aided Dispatch (CAD) System utilized in Broward County's 911 Communication Centers. This integration significantly improves the efficacy of the call handling process, enabling the 911 Operator to maintain the call for service workflow within the Computer Aided Dispatch System instead of turning their attention to a separate application or screen.

No other provider in the marketplace can offer this full suite of integrated services that RapidSOS Premium offers.

Specific details are listed below:

- **Patents**
 - Device-based hybrid location with breadcrumbing
- **Alarm Integration**
 - COPS
 - Honeywell and Network of Resellers
- **Disciplines | Residential and Commercial**
 - Fire
 - Security
- **RapidSOS Partner Network**
 - Uber - Driver, Passenger, Vehicle and Location data delivered during an emergency from the RapidSOS Intelligent data platform.
 - Chick Fil-A - Delivery Driver and Location data delivered and displayed during an emergency from the RapidSOS Intelligent data platform.
 - Agent511 - Two-way texting capability with AI-powered real-time language translation. This solution integrates with RapidSOS Premium.
 - SiriusXM - RapidSOS delivers emergency information from SiriusXM connected vehicles into RapidSOS Premium. SiriusXM connected vehicles serves as the OnStar equivalent, servicing over 10 million connected vehicles in the United States from Dodge, Jeep, Chrysler, Fiat, Ram, and Alfa Romeo vehicles.

RapidSOS' solutions are mission-critical, intelligent, and are highly efficient and effective because they work seamlessly together. RapidSOS does not certify 3rd party upgrades and or add-ons of RapidSOS solutions by vendors other than RapidSOS. Subscribers to RapidSOS solutions are supported by their 24x7x365 Network Operations Center (NOC). Access to this support chain is permitted only through subscribers of the RapidSOS program.

JUSTIFICATION:

The RapidSOS lite solution has been in use in Broward County's Regional 911 Communication Centers for the past 4+ years through a Broward Sheriff's Office subscription. This sole source request allows Broward County to integrate RapidSOS enhanced location data into our Computer Aided Dispatch (CAD) System without the 911 operator having to leave the CAD application in order to access a separate RapidSOS application on a different computer screen. RapidSOS is an industry standard tool that provides 911 operators enhanced lifesaving, location services for 911 calls.

Currently, the Regional 911 Communication Center personnel use what is called the RapidSOS "lite" or "portal" version which is free; however, there is an upgraded version called "premium" which can only be offered by RapidSOS. The RapidSOS Premium version is being requested as an optional service so Broward County may take advantage of the additional features and functionality that the premium version delivers compared to the lite version. The main differences are that the free version uses Google Maps; whereas the paid or premium version integrates locally authoritative GIS data and can display ALI/ANI and cellular locations together on one screen.

We recommend the sole source purchase of the RapidSOS solution due to the unique features and functionality it provides our Regional 911 Communication Centers while maintaining a solution that our 911 operators have been trained on and are comfortable using. This will ensure there is no negative impact associated to a learning curve that would be evident if a different solution was used.

Additionally, Broward County's Computer Aided Dispatch vendor, Motorola Solutions has a direct interface available with RapidSOS which further reinforces the sole source justification as it enables the 911 Operator to maintain the call for service workflow within the Computer Aided Dispatch Solution instead of turning their attention to another application or screen.

COMPARATIVE MARKET RESEARCH: Cost / Benefit Analysis

The County's Consultant, Fitch & Associates recommended a CAD to RapidSOS integration to Broward County's Regional Emergency Services and Communications Division.