

DATE: 2/3/25

TO: Robert Gleason, Director, Purchasing Division

THRU: Glenn Wiltshire, Deputy Director, Port Everglades Department FROM: Vince Tuzeo, Project Coordinator, Port Everglades Department

PROJECT TITLE: CCTV Install, Maintenance and Repair

REQUISITION NO. PAD0000983

SOURCE/BRAND NAME: Axis Communications

SOLE SOURCE/SOLE BRAND/ONLY ONE REASONABLE SOURCE REQUEST

	SOLE SOURCE	√	SOLE BRAND		ONLY ONE REASONABLE SOURCE
I. R	EQUEST: Provide a description of the	featur	es of the product/s	ervice or Sc	ope of Work.
equ Cor	e Port Everglades Security Section (PE iipment and labor for the installation, re mmunications brand cameras and equi evision (CCTV) System.	placer	ment, repair and ma	aintenance s	services of Axis
	USTIFICATION: Please check all boxece or brand is reasonably available.	s that	describe your reas	son(s) for de	termining that only one
	Sole	Sour	rce/Uniqueness		
	Proprietary Item - this vendor/source if from the manufacturer or authorizing of		, ,		vice or commodity. A letter
✓	Technology Improvements - updates of (SaaS), hardware purchases.	or upg	rades to an existin	g system, so	oftware, software as a service
	Engineering Direction - engineering de equivalents will be acceptable."	rawing	or specification ide	entifies prod	uct; "no substitutes or
	Only qualified supplier - reliability and specified supplier is used; may void w information.		-		

\checkmark	Other/or Additional information - the County requires this sole source purchase for the following reasons.
	e sole brand justification in Business Case section below with intention to maintain PEV CCTV system ntinuity.
	Business Case (Only One Reasonable-Source¹ 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.
\checkmark	Complies with existing community and safety standards, and/or laws, rules, and regulations.
\checkmark	Other/or additional information - using this only one reasonable source, only one reasonable brand purchas benefits the County for the following reasons:
of Gu ap for Ite ev ca	his sole brand renewal request is based on the requirements from the U.S. Coast Guard, U.S. Department Homeland Security (DHS) and U.S. Customs & Border Protection (CBP). PEV is regulated by the Coast userd and CBP, and PEV is required under Title 33 Code of Federal Regulations (C.F.R.) to maintain an approved Port Security Plan (PSP). In addition, PEV is subject to Ports & Harbors security standards set with in Florida Statutes 311.12 and records retention standards under General Records Schedule GS1-SL, arm #302 which mandates that all surveillance recordings must be retained for a minimum of 30 days for ridentiary purposes. The CCTV system including all security cameras and media produced from each timera, are part of the PSP. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of source/brand or most reasonable source (attach extra sheets as needed).
Estir	nated project value: \$3,500,000 Contract length (if applicable): 3+1+1
	this commodity or service been previously provided to the County? Yes No
•	s, provide the following and attach any supporting documentation (e.g., previous approved memoranda): dor name and date L&D Services, LLC dba Method of Procurement Competitive Bid
Wha	enditures to date: \$1,605,573.35
	this procurement utilize any local/state/federal grant funding? O Yes No
If ye	s, attach any supporting documentation (e.g., grant agreement).
If this	s is a sole brand, is there an "authorized" dealers/resellers list? Yes No
If ye	s, provide the manufacturer's "authorized" dealers/resellers list.

¹ 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.

totaling approximately \$975,000, with approximately \$208,000 to include ad \$100,000. A rough order of magnitude	stem would include 650 cameras at an esti an estimated four hours of labor per came ditional parts an software exchange for co e estimation for this cost would be over \$1 ion and replacement costs which would be	era at \$80 per hour totaling mpatibility estimated at ,283,000.00. This estimate
source, or only one reasonable brand ji 838.22 of the Florida Statutes: (2) "It is unlawful for a public service governmental entity to assist in a obtain a benefit for any person or competitive solicitation process recontract for commodities or services."	ection commits a felony of the second degr	ations of Section tracted with a ad intentionally rcumventing a a sole-source
Vincent Tuzeo	VINCE TUZEO Digitally signed by VINCE TUZEO Date: 2025.02.03 14:10:49 -05'00'	2/3/25
REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)	DATE
Glenn Wiltshire	GLENN WILTSHIRE Digitally signed by GLENN WILTSHIRE Date: 2025.02.05 12:22:55 -05'00'	2/5/25
DEPT/DIV DIRECTOR OR DESIGNEE (PRINT)	DEPT/DIV DIRECTOR OR DESIGNEE (SIGN)	DATE

PURCHASING DIVISION USE ONLY

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 Authorization to Negotiate	Only One Reasonable Source/Brand ² Standardization	Reject Board Award
Attachments		
Request for Information	Previous Approved Documentation	
Vendor Letter		

² 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):

The Purchasing Agent affirms that the required due diligence has been completed through Request for Information (RFI) No. BLD2130146F1 to identify camera brands equal to Axis brand that would meet the County's need (Exhibit 2).

The RFI was advertised on March 28, 2025, and ended on April 9, 2025. Nine vendors responded by the submission deadline. The Port Everglades Security Admin has reviewed and evaluated the vendor responses. Five of the nine responding vendors are authorized Axis Resellers and five vendors (including one authorized Axis reseller) offered alternate brand (Exhibit 1). Two of the nine vendors were not authorized Axis resellers, and did not offer an alternate brand.

Purchasing Agent supports the Port Everglades Department's request that the Axis brand CCTV equipment and associated replacement parts be procured as a reasonable brand. Further, due to the significant number of existing Axis brand cameras and related equipment and software utilized throughout Port Everglades' CCTV system, Agent recommends designating Axis brand as a reasonable sole brand standardization for cameras and replacement parts.

Currently the Port spends approximately \$162,000 annually on Axis cameras and replacement parts.

Purchasing Agent Signature:

Digitally signed by Neda Neda Huguito Date: 2025.04.25

14:58:13 -04'00"

Reviewer Signature:

Reviewer Title: Purchasing Manager

Teamnette Ferrell

Digitally signed by JEANNETTE FERRELL Date: 2025.04.25 15:16:26 -04'00'

APPROVAL AUTHORITY

1	APPROVED	DISAPPROVED

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Approved, including approval to 21.20 (Panasonic CCTV standardization).

21.20. Exceptions to Standardized Items.

If a Using Agency believes it would be better served by purchasing a brand or service other than the standardized brand or service, the Using Agency may request an exemption to the standardization, which may be granted by the Director of Purchasing. In any case where a Using Agency is denied an exemption, it may appeal that decision to the County Administrator who may approve the exemption.

Title: Director of Purchasing

Signature: Asst. Director, on

Constance Mangan, Asst. Director, on behalf of Date: 2026 05 05 18 07:22 -0400'

Last Revised: 10/17/23



Office of the CEO and Port Director, Security Section

1850 Eller Drive, Fort Lauderdale, Florida 16 954-468-3504 • FAX 954-523-8713 • PortEverglades.net

MEMORANDUM

DATE: 04/14/2025

TO: Robert Gleason Director of Purchasing Purchasing Division

FROM: Vince Tuzeo, Program/Project Coordinator, Broward County Port

Everglades VINCE TUZEO igitally signed by VINCE TUZEO Date: 2025.04.18 15:17:24-04:00

RE: CCTV Install, Maintenance and Repairs Axis Sole-Brand

RFI - BLD2130146F1 - Response Evaluation

The Port Everglades Security Section (PEV) is requesting the procurement of parts, materials, tools, equipment and labor for the installation, replacement, repair and maintenance services of Axis Communications brand cameras and equipment that are installed throughout Port Everglades Closed Circuit Television (CCTV) System.

Replacement of the current CCTV system would include more than 6 0 cameras at an estimated \$1500 per camera totaling approximately \$975,000, with an estimated four hours of labor per camera at \$80 per hour totaling approximately \$208,000 to include additional parts an software exchange for compatibility estimated at \$100,000. A rough order of magnitude estimation for this cost would be over \$1,283,000.00. This estimate does not include future CCTV expansion and replacement costs which would be additional.

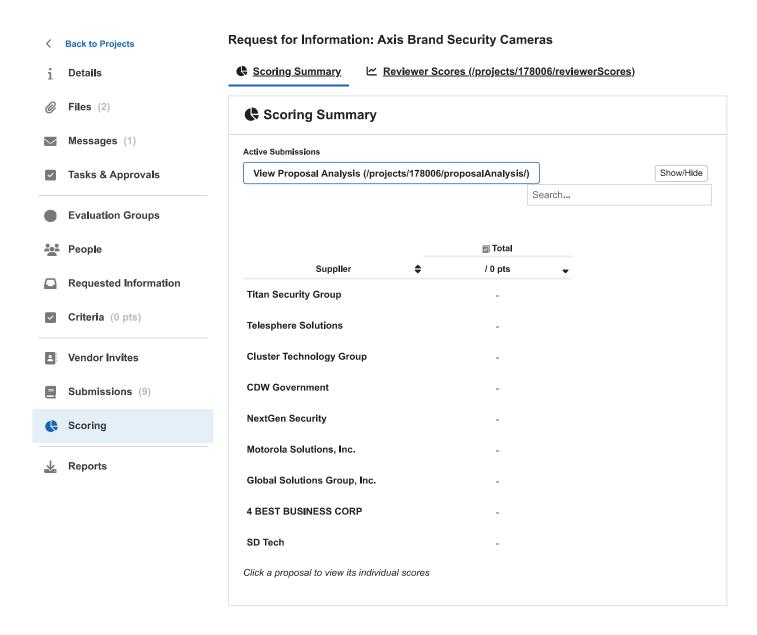
To approve the sole-brand request, the Purchasing Division required a CCTV Axis Sole-Brand RFI - BLD2130146F1 to identify equipment and system equivalents for evaluation and potential CCTV brand replacement. The RFI was advertised from 3/28/2025 until /9/20 . Nine vendors responded by the submission deadline. One vendor did not provide any alternate recommendations or additional information, four of the nine respondents are not authorized Axis resellers but offered alternate equivalents listed in the attached response matrix. Of these four, one was identified as a managed IT service and did not provide any CCTV camera information. Five vendors were authorized Axis brand resellers and provided information on CCTV camera equivalents identified in the attached matrix. The current contracted CCTV vendor, Ivory Group, was not required to respond as they are already identified as an authorized Axis reseller and installer.

Port Everglades Security Admin has reviewed and evaluated the vendor responses. There was no compelling submission or information provided from the RFI responses that would justify the brand transition and the additional investment required which is articulated in the previously submitted sole-brand request form and in this memo. Port Everglades Security Administration continues to prefer sole-brand purchase and use of Axis brand cameras and systems for the Port Everglades CCTV system.

If you require additional information, please contact Vince Tuzeo, vtuzeo@broward.org / 954-468-3717.

Exhibit 1 Page 2 of 3

Г		CCTV Axis Sole-Brand RFI - BLD2130146F1 - Vendor Responses 040925									
	Responding Vendor	1-Titan Security	2-Telesphere	3-Cluster Technology					8-4 BEST BUSINESS		10-L&D Services, LLC dba The
Ш		Group	Solutions	Group	4-CDW Government	5-NextGen Security	6-Motorola Solutions, Inc	7-Global Solutions Group, Inc	CORP (4BBCorp)	9-SD Tech	Ivory Group
1	Authorized Axis	No	Yes	Yes - Via Partner Thrive	Yes	Yes	No	Yes	No	No	Yes
Ľ	Reseller			Logic							
		616 W. Monroe St.,	securitycamerasfl.co	Kermit Middleton- Cluster	200 N. Milwaukee Ave.	Florida Offices 3070 N.	500 W Monroe St STE4400	31681 Dequindre Rd. Madison	Miguel Fernandez (954)	Mike Wickham 523	Lisa Ivory 18459 Pines
		Chicago IL 60661,	m Elias Benaim /	Technology Group	Vernon Hills, IL 60061	Commerce Parkway	Chicago, IL 60661 Alex	Heights, Michigan 48071	212-1442	Med Ct, Ste. 105 San	Boulevard #473 Pembroke
		Niko-206-850-6456	CEO	Omid Jafari - Thrive Logic		Miramar, FL 33025	Sherman Motorola	www.GlobalSolGroup.com	gov@4bbcorp.com	Antonio, TX 78258	Pines, FL 33029 Email:
						Headquarters 770	Solutions, Inc. VP, Video	Lisa Salvador, Vice President		info@sd-tech.net	lisa@ivory-group.net
ارا	Company Contact &					Pennsylvania Dr Suite 120	Sales	Direct: (248) 291-5440 Mobile:		(210) 558-7385	
-	Info					Exton, PA 19341 P: (484) 235-		(313) 333-0188		www.sd-tech.net	
						5520 F: (484) 359-4693		lisas@globalsolgroup.com			
						W: nextgensecured.com					
			Alibi Security,			Tyco Radar Detection	Motorola Avigilon and Pelco	Pelco cameras, alerteerTM,	Panasonic i-PRO	None - This is a a	
			Lumana AI, Vicon				cameras • Response	APHIS Security Camera,	camera	Managed IT Services	
	Alternate Similar		Security				provided that both ONVIF	Bosch, Vicon, Siemens,		company	
	Cameras Identified						compliant alternate	Vivotek, Avigilon			
	and Available						solutions below are alleged				
	and Available						to be fully compatible with				
							Axis Brand Cameras				
Ш											
						Sole-Source contract with			Broward County Transit		Current - Broward County Port
	Existing Broward					Broward County Aviation			and Broward County		Everglades (BLD2120259B1)
-	County Contract					Department (BCAD)			Facilities Management		expires June2025
						(BLD2124529B1_1)			(TRN2128857B1_1)		



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Dashboard Intake

Community

Projects





Library Contracts Vendors Insights

BLD2130146F1 - Request for Information: Axis Brand Security **Cameras**



BPRO Electronic Procurement System Back to list

Q Project Details
Project: Request for Information: Axis Brand Security Cameras
Ref. #: BLD2130146F1
Department: FASD - Purchasing
Type: RFI
Status: CLOSED
Open Date: Mar 28th 2025, 12:00 PM EDT
Questions Due Date: Apr 4th 2025, 5:00 PM EDT
Contact Information: Neda Augusto, naugusto@broward.or
Close Date: Apr 9th 2025, 2:00 PM EDT
Days Left: Submissions are now closed
Contract Duration:

April	2025
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prev next

Sun	Mon	Tue	Wed	Thu	Fri	Sat
30 OPEN	31	1	2	3	4	5
6 OPEN	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	1	2	3

ct Renewal:

Not Applicable (RFQ/RFI)

Navigation Q/RFI)

BROWARD COUNTY F L O R I D A Purchasing Division	Dashboard Int	ake Communit	y Projects	Neda A. BPRO Electronic Pr
Trock applicable	Library Contra	acts Vendors	Insights	
Bonding Required:				
No	Portal			
Total Amount of Pass-Thru Fixed):	Allowance (Initial	Term or		
Goal Assigned Percentage	(0 if No Goal):			
Public Works/Construction	:			
OESBD Designation Goal F No Goal	Participation Type	(Non-Multi):		
Project Descriptions				

Project Description:

Notice of Intent to Designate Sole Brand: Axis Communications - Security Cameras for CCTV Security System

This Request for Information (RFI) Notice of Intent to Designate a Sole Brand is to determine if the specified commodity has competitive brands equal to that would meet the County's needs. This is not a request for pricing or a purchase commitment.

The following commodity is thought to be available only as a sole brand and is the only commodity that meets the County's needs:

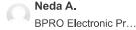
· Axis Brand Security Cameras for CCTV System

Provide all new camera models (i.e. thermal imaging, infrared, PTZ, etc.) and parts for the installation/repair of Axis Communications Security Cameras for CCTV System.

Skip Top Navigation



Dashboard Intake Community Projects



Coast Guard and CBP, and PEV is required under Title 33 Code of Federal Regulations (C.F.R.) to maintain an approved Port Security Plan (PSP).

Portal

This RFI will remain posted until closing date and time.

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.

The Director of Purchasing shall consider such submittals and notify all submitting vendors (thru the electronic bidding system) of the decision whether to designate as a Sole Source/Brand, which decision shall not be subject to objection, protest, or appeal.

Important Events:

Search

Status	Event Nam	е	Location	Description	
PASSED	Open Date	Online Portal	Posting date for the Opp ortunity	Mar 28th 2025, 12:00 PM EDT	N/A
PASSED	Questions Due Date	Online Portal	Deadline to submit Que stions	Apr 4th 2025, 5:00 PM EDT	N/A
PASSED	Close Date	Online Portal	Deadline for Submission s	Apr 9th 2025, 2:00 PM EDT	N/A

Commodity Codes:

NIGP 730 Radio Communication And Telecommunication Testing, Measuring, And Analyzing Equipment, Accessories And Supplies

NIGP 20420 Communication Control Units: Concentrators, Multiplexers, Couplers, Scan Converters, etc.

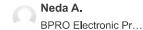
NIGP 20620 Communication Boards: Fax, Modem, Internal, Network Cards, Ethernet, etc.

Skip Top Navigation unication and Telecommunication Cable and Wire, Including Fiber Cable

NIGP 83834 Communication Security Systems



Dashboard Intake Community Projects



Search

Subcontract Services

AXIS Security Cameras

NIGP 91429 Communication Systems, Including Infrastructure

NIGP 95944 Electronic and Communication ଅନ୍ୟୁକ୍ତ meYନ୍ୟ ଅନ୍ୟୁକ୍ତ କରିଥିଲେ Installation, Maintenance and

Repair

NIGP 98419 Communication Poars, Control Units, Modems, Processors and Protocol Converters, etc.,

Rental or Lease

NIGP 99828 Communication Equipment, Including Radio, Television, Telephone, VCR, Video and Audio Equipment, etc., Sale of Surplus and Obsolete Items

NIGP 96193 Communication Access Realtime Translation (CART) as further explained here in the ADA Requirements for Effective Communication and Closed Captioning for Broadcast Television/Webcasts

NIGP 1202825 COMMUNICATION SYSTEM, MARINE

NIGP 2042050 MULTIPLEXORS, COAXIAL, COMMUNICATION CONTROL

NIGP 7305455 MONITORS, RADIO COMMUNICATION

NIGP 8383485 SECURITY SYSTEMS, COMMUNICATION, INCLUDING PARTS AND ACCESSORIES

NIGP 8383509 COMMUNICATION SYSTEMS, TOTAL STATION

NIGP 9136540 MAINTENANCE AND REPAIR SERVICES, COMMUNICATION TOWERS

NIGP 9136550 MAINTENANCE AND REPAIR SERVICES, RADIO COMMUNICATION TOWER

Requested Information:

Vendors

CDW

Contact

Gina

Skip Top Navigation perando

Email

ginaspe@cdwg.com

Listed below are the documents and information needed to complete your submission:

Name	пе Туре					
Vendor's RFI Response	File Type: Any (.*)	Multiple	REQUIRED			
Document Takers			Search			
Vendors	# Files		Actio	ons		
	No data available in	table				
Interested Contractors						
Interested Contractors						
Prime/General Contractors	Subcontractors					

Phone

2374

312-547-

Technology Group	middleton	Library Contracts Vendo	rs Insights	Management and IT Reseller
NextGen Security	James Mattix	james.mattix@nextgensecured.com	(954) 329- 9099	Experienced Axis product sales, installation, and service. 30+ years experience specializing in Transportation, Critical Infrastructure, Government (Federal, State, Local), Education, and Healthcare. Current Broward County Sole Source/Sole Brand contract in place with the entire Axis product catalog available as well as alternate product lines under contract as Sole Source/Sole Brand. Axis Communications Gold Partner since 2011. TIPS (TIPS-USA.com) authorized vendor. Formerly known as Micro Security Systems Integration, Inc. (MSSI).
SOLOTECH SALES & INTEGRATION	JON EVANS	jon.evans@solotech.com	3058911000	sales & delivery of Axis equipment
Synergy Telcom Inc	Lisa Gemmer	lisa.gemmer@synergy-tel.com	800 - 201- 7590	AXIS Equipment Only - no installation
Telesphere Solutions	Elias Benaim	sales@telespheresolutions.com	9542393800	Telesphere Solutions is a leading provider of innovative technology solutions for businesses of all sizes. Established in 2006, we offer a comprehensive suite of services, encompassing Al-powered security cameras for advanced threat detection, secure access control systems, reliable low-voltage wiring, scalable IoT infrastructure, advanced VoIP communication systems, and expertly designed IT networks. Our solutions are designed to improve security, enhance productivity, and simplify your operations.
Titan Security Group	Nick Coccia	ncoccia@titan-security.com	6154030687	Electronic Surveillance Equipment and Installation
Turtle & Hughes	Sheila Moghadam	sheila.moghadam@turtle.com	5712633008	Sales, delivery, and installation of Axis equipment
☑ Messages				
Public Notices (0)		<u>Vendor Discussions (0)</u>	Public Q&A	<u>_(1)</u>

Library Contracts Vendors Insights

Submissions and Prime/Subcontractor Interest

Portal

This project is not open for proposal submissions at this time.

<u>Technical Support</u> <u>Portal Security</u> <u>Terms of Service</u> <u>Privacy Policy</u> <u>Sitemap</u>

