



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

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.

II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

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 purchase for the following reasons.

See sole brand justification in Business Case section below with intention to maintain PEV CCTV system continuity.

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.
- ☒ Complies with existing community and safety standards, and/or laws, rules, and regulations.
- ☒ Other/or additional information - using this only one reasonable source, only one reasonable brand purchases benefits the County for the following reasons:

This sole brand renewal request is based on the requirements from the U.S. Coast Guard, U.S. Department of Homeland Security (DHS) and U.S. Customs & Border Protection (CBP). PEV is regulated by the 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). In addition, PEV is subject to Ports & Harbors security standards set forth in Florida Statutes 311.12 and records retention standards under General Records Schedule GS1-SL, Item #302 which mandates that all surveillance recordings must be retained for a minimum of 30 days for evidentiary purposes. The CCTV system including all security cameras and media produced from each camera, are part of the PSP.

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: \$3,500,000 Contract length (if applicable): 3+1+1

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

If yes, provide the following and attach any supporting documentation (e.g., previous approved memoranda):

Vendor name and date L&D Services, LLC dba ¹ Method of Procurement Competitive Bid

What is the current contract (Procurement Catalog) or purchase order number? BLD2120259B1

Expenditures to date: \$1,605,573.35

Will this procurement utilize any local/state/federal grant funding? ☐ Yes ☒ No

If yes, attach any supporting documentation (e.g., grant agreement).

If this is a sole brand, is there an "authorized" dealers/resellers list? ☒ Yes ☐ No

If yes, 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.

Replacement of the current CCTV system would include 650 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 and 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.

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".

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	☒ Only One Reasonable Source/Brand ²	☐ Reject
☐ Authorization to Negotiate	☒ Standardization	☐ 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:

Neda Augusto
Digitally signed by Neda Augusto
Date: 2025.04.25 14:58:13 -04'00'

Reviewer Title: Purchasing Manager

Reviewer Signature:

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

APPROVAL AUTHORITY



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: Constance Mangan,
Asst. Director, on
behalf of

Digitally signed by Constance Mangan, Asst. Director, on behalf of
Date: 2025.05.05 16:07:22 -04'00'

Last Revised: 10/17/23



Office of the CEO and Port Director, Security Section

1850 Eller Drive, Fort Lauderdale, Florida 33316
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** Digitally signed by VINCE TUZEO
Date: 2025.04.16 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 60 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 and 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 4/9/2025. 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.

Broward County Board of County Commissioners
Mark D. Bogen • Alexandra P. Davis • Lamar P. Fisher • Beam Furr • Steve Geller • Robert McKinzie • Nan H. Rich • Hazelle P. Rogers • Michael Udine
www.broward.org

CCTV Axis Sole-Brand RFI - BLD2130146F1 - Vendor Responses 040925										
Responding Vendor	1-Titan Security Group	2-Telesphere Solutions	3-Cluster Technology Group	4-CDW Government	5-NextGen Security	6-Motorola Solutions, Inc	7-Global Solutions Group, Inc	8-4 BEST BUSINESS CORP (4BB8Corp)	9-SD Tech	10-L&D Services, LLC dba The Ivory Group
1 Authorized Axis Reseller	No	Yes	Yes - Via Partner Thrive Logic	Yes	Yes	No	Yes	No	No	Yes
2 Company Contact & Info	616 W. Monroe St., Chicago IL 60661, Niko-206-850-6456	securitycamerasf.com Elias Benaim / CEO	Kermit Middleton- Cluster Technology Group Omid Jafari - Thrive Logic	200 N. Milwaukee Ave. Vernon Hills, IL 60061	Florida Offices 3070 N. Commerce Parkway Miramar, FL 33025 Headquarters 770 Pennsylvania Dr Suite 120 Exton, PA 19341 P: (484) 235-5520 F: (484) 359-4693 W: nextgenscured.com	500 W Monroe St STE4400 Chicago, IL 60661 Alex Sherman Motorola Solutions, Inc. VP, Video Sales	31681 Dequindre Rd. Madison Heights, Michigan 48071 www.GlobalSolGroup.com Lisa Salvador, Vice President Direct: (248) 291-5440 Mobile: (313) 333-0188 lisas@globalsolgroup.com	Miguel Fernandez (954) 212-1442 gov@4bbcorp.com	Mike Wickham 523 Med Ct, Ste. 105 San Antonio, TX 78258 info@sd-tech.net (210) 558-7385 www.sd-tech.net	Lisa Ivory 18459 Pines Boulevard #473 Pembroke Pines, FL 33029 Email: lisa@ivory-group.net
3 Alternate Similar Cameras Identified and Available		Alibi Security, Lumana AI, Vicon Security			Tyco Radar Detection	Motorola Avigilon and Pelco cameras • Response provided that both ONVIF compliant alternate solutions below are alleged to be fully compatible with Axis Brand Cameras	Pelco cameras, alerteerTM, APHIS Security Camera, Bosch, Vicon, Siemens, Vivotek, Avigilon	Panasonic i-PRO camera	None • This is a Managed IT Services company	
4 Existing Broward County Contract					Sole-Source contract with Broward County Aviation Department (BCAD) (BLD212452981_1)			Broward County Transit and Broward County Facilities Management (TRN212885781_1)		Current • Broward County Port Everglades (BLD212025981) expires June 2025

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Request for Information: Axis Brand Security Cameras

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Scoring Summary

Active Submissions

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		 Total
Supplier		/ 0 pts
Titan Security Group		-
Telesphere Solutions		-
Cluster Technology Group		-
CDW Government		-
NextGen Security		-
Motorola Solutions, Inc.		-
Global Solutions Group, Inc.		-
4 BEST BUSINESS CORP		-
SD Tech		-

Click a proposal to view its individual scores

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BLD2130146F1 - Request for Information: Axis Brand Security Cameras



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Project Details

Project: Request for Information: Axis Brand Security Cameras

April 2025

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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.org

Close Date: Apr 9th 2025, 2:00 PM EDT

Days Left: Submissions are now closed

Contract Duration:
Not Applicable (RFQ/RFI)

Contract Renewal:
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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



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Bonding Required:

No

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Total Amount of Pass-Thru Allowance (Initial Term or Fixed):

0

Goal Assigned Percentage (0 if No Goal):

0

Public Works/Construction:

No

OESBD Designation Goal Participation Type (Non-Multi):

No Goal

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.

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Department of Homeland Security (DHS) and U.S. Customs & Border Protection (CBP). PEV is regulated by the 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).

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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:

Status	Event Name	Location	Description
PASSED	Open Date	Online Portal	Posting date for the Opportunity Mar 28th 2025, 12:00 PM EDT N/A
PASSED	Questions Due Date	Online Portal	Deadline to submit Questions Apr 4th 2025, 5:00 PM EDT N/A
PASSED	Close Date	Online Portal	Deadline for Submissions 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



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- NIGP 91429 Communication Systems, Including Infrastructure**
- NIGP 95944 Electronic and Communication Equipment Services, including Installation, Maintenance and Repair**
- NIGP 98419 Communication Boards, 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:

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

Name	Type
Vendor's RFI Response	File Type: Any (*.*) Multiple REQUIRED

Document Takers

Vendors	# Files	Actions
---------	---------	---------

No data available in table

Interested Contractors

Prime/General Contractors

Subcontractors

Vendors	Contact	Email	Phone	Subcontract Services
CDW	Gina	ginaspe@cdwg.com	312-547-2374	AXIS Security Cameras

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Technology Group	middleton	Portal			Installation, Consulting, Services, Project 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 AI-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)

(.)

Vendor Discussions (0)

(.)

Public Q&A (1)

(.)

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 **Submissions and Prime/Subcontractor Interest**

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