



DATE:

TO: Robert Gleason, Director of Purchasing

THRU:

FROM:

PROJECT TITLE:

REQUISITION NO.:

### SOLE SOURCE/SOLE BRAND REQUEST

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

The Broward County Aviation Department (BCAD) Security Division is requesting to continue use of the CyberLock® system, which is a unique key-centric access control solution for both conventional (doors) and unconventional (gates, cabinets, drawers, padlocks) security needs for use by the Fort Lauderdale-Hollywood International Airport (FLL).  
 CyberLock® is an innovative lock system that seamlessly converts existing mechanical locks into a full-featured access control system consisting of cylinders, smart keys, communication devices, electromechanical cylinders, and CyberAudit management software.

Along with system benefits such as audit trails, key-control, and access schedules, CyberLock® also features easy, wirefree installation, minimal maintenance, scalability, affordability (vs. card access), user-friendly interface, and a wide selection of hardware and software features. Additional features of the system include the presence of a restrictive keyway that prevents traditional methods of picking, the ability to manage and program keys to revoke access privileges, the ability to expire keys on a periodic basis, use of different key-types, lock cylinders that resist physical manipulation and destructive entry techniques, among others.

Credentialing Management System Integration for BCAD  
 As part of this agreement, BCAD is looking to have Peifer Safe & Lock (Peifer) integrate their CyberLock management software with BCAD's Credentialing Management System (CMS). Functionality resulting from this integration will include at a minimum:

1. Two-way communication for cyber key modifications (for example, if issuance, return, or any other status change occurs in either system, the information will transfer to either system).
2. Ability to assign a specific cyber key with a serial number to an airport issued identification media holder.
3. Automated deactivation of a specific cyber key within the software upon deactivation or suspension of the matching media, and automated notification to the cyber key coordinator of the media status change.
4. Email notifications to media holder and Authorized Signatory advising to dock the cyber key when needed.

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:

Unlike mechanical pin-based locks, CyberLock® cylinders have a unique design that negates standard lock picking tools.

- Encrypted access codes bind cylinder to one system.
- Unchangeable unique ID within each cylinder cannot be duplicated.
- Multiple high-security options are available.
- CyberKey Programmable Smart Keys - Electronic keys store individual key holder access permissions.

**Business Case (One/Most Reasonable Source or One/Most 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.
- 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:

The Broward County Aviation Department initially procured the Cyberlock System and parts through our sole source, standardized Access Control Systems agreement with Matrix Systems, Inc. The airport utilized the contract for parts from 2012-2016. In 2016, Matrix confirmed they were no longer an authorized reseller of the CyberLock® system. Matrix worked with vendor, Peifer Lock and Safe to migrate the department's CyberLock® data to their servers and they assumed the annual software support functions.

**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.**

The proprietary system is installed throughout the airport campus, on doors, gates, and padlocks. These parts are incompatible with other devices. Continued use of the Cyberlock® system would allow the Maintenance staff to continue installation of parts without unnecessary delays that would result from equipment incompatibility.

Given the lack of compatibility that would result from no longer using CyberLock, and Peifer Safe & Lock being the only authorized reseller for Broward County, BCAD is requesting Standardization for this contract.

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"

**Nicholas Bryant**  
REQUESTOR/EVALUATOR  
(PRINT)

**Nicholas Bryant** Digitally signed by Nicholas Bryant  
Date: 2023.05.11 14:16:27 -04'00'  
REQUESTOR/EVALUATOR (SIGN)

**5/12/23**  
DATE

*[Signature]*  
DEPT./DIV. DIRECTOR OR  
DESIGNEE (PRINT)

*M. Michael Adamez*  
DEPT./DIV. DIRECTOR OR  
DESIGNEE (SIGN)

**5/17/23**  
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 Purchasing Agent affirms that the required due diligence has been completed through Request for Information (RFI) No. OPN2126973F2 (Exhibit 1) and recommends approval of his request. RFI No. OPN2126973F2 was advertised on October 19, 2023 and opened on November 9, 2023 with no responses received. In a letter dated April 3, 2023 (Exhibit 2), CyberLock, Inc., stated that Peifer Safe & Lock is the only CyberLock Enterprise Support Level reseller authorized to sell to Broward County at this time. Aviation Department is taking the lead on this contract but Port Everglades Department would make up \$300,000 of annual expenditures for the 5 year term. It is my recommendation that CyberLocks systems be procured as a Sole Brand. Per Numbered Memorandum Sequence No. 23-01, Delegation of Approval and Award Authority dated May 9, 2023, Sole Brand must be approved by the Board prior to issuing the solicitation if award amount exceeds the Director of Purchasing's current approved threshold (\$500,000).

Purchasing Agent Signature: **SALUSTIO JARAMILLO** Digitally signed by SALUSTIO JARAMILLO  
Date: 2023.09.14 Date:

Purchasing Manager:

**Jose Luis Hidalgo** Digitally signed by Jose Luis Hidalgo  
Date: 2023.09.14 17:03:40 -04'00'

**APPROVAL AUTHORITY**

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Signature: **Robert Gleason** Digitally signed by Robert Gleason  
Date: 2023.09.25 08:39:14 -04'00' Date:

Director of Purchasing

Sole Source or Brand Request Form (rev 12/21)

In accordance with Broward County Procurement Code Section 21.25(b), RFIs shall be issued in the preceding six months from award. An additional RFI was posted on October 19, 2023 and closed on November 9, 2023. No responses were received.

**Bid Tabulation Packet  
for  
Solicitation OPN2126973F2**

**Cyberlocks**

**Bid Designation: Public**



**Broward County Board of County Commissioners**

## Bid #OPN2126973F2 - Cyberlocks

Creation Date **Oct 10, 2023**

End Date **Nov 9, 2023 2:00:00 PM EST**

Start Date **Oct 19, 2023 4:32:41 PM EDT**

Awarded Date **Not Yet Awarded**

OPN2126973F2-01-01 Cyberlock brand Locks, keys, equipment, software and software support					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
			No Bids		
Agency Product Code: Agency Notes:			Supplier Notes:		

\*\*



April 3, 2023

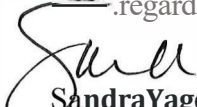
Nicholas Bryan, C.M.  
Contracts & Grants Administrator  
Broward County Aviation Department  
Fort Lauderdale-Hollywood International Airport  
3545 SW 2<sup>nd</sup> Avenue  
Ft. Lauderdale, FL 33315

Dear Mr. Bryan,

The purpose of this letter is to certify that Peifer Safe & Lock, with a principle office located at 3747 Cherry Road, Memphis, TN 38118 is the only CyberLock Enterprise Support level reseller authorized to sell to Broward County at this time. Peifer Safe & Lock is authorized to sell and support all levels of CyberLock hardware and software solutions.

Please contact me if you have any questions.

Best regards,



Sandra Yage  
Director of Sales