

DEPARTMENTAL INPUT

CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION

New
 OTR
 Sole Source
 Bid Waiver
 Emergency
 Previous Contract/Project No. BW8675-1/12-1
 Contract
 Re-Bid
 Other
 LIVING WAGE APPLIES: YES NO
 Requisition No./Project No.: RQPW1600002
 TERM OF CONTRACT 2 YEAR(S) WITH 2 YEAR(S) OTR

Requisition /Project Title: Scale House Software Maintenance and Support Services

Description: The purpose of this acquisition is to establish a Legacy contract to provide the ongoing maintenance and support services to the existing Scale House System, utilized by Miami-Dade Solide Waste Management Department. Paradigm Software LLC is the sole proprietor.

Issuing Department: Internal Services
 Contact Person: Dakota Thompson
 Phone: 305-375-2356
 Estimate Cost: \$247,000.00
 Funding Source: GENERAL
FEDERAL
OTHER
XXXX

ANALYSIS

Commodity Codes:	<u>205-66</u>		
Contract/Project History of previous purchases three (3) years Check here <input type="checkbox"/> if this is a new contract/purchase with no previous history.			
	<u>EXISTING</u>	<u>2ND YEAR</u>	<u>3RD YEAR</u>
Contractor:	<u>Paradigm Software LLC</u>		
Small Business Enterprise:			
Contract Value:	<u>\$</u>	<u>\$</u>	<u>\$</u>
Comments:			

Continued on another page (s):
 YES
 NO

RECOMMENDATIONS

	Set-aside	Sub-contractor goal	Bid preference	Selection factor
SBE				

Basis of recommendation:

Signed: <u>Dakota Thompson</u>	Date sent to SBD: <u>3/9/16</u>
	Date returned to DPM: <u></u>



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Justification/Input Document for Non-Competitive Acquisition

It is the policy of Miami-Dade County to consistently purchase goods and services using full and open competition. The citizens of Miami-Dade County are best served when we make sound business decisions based on competitive bids or proposals. Early acquisition planning that includes consultation with Internal Service Department's procurement staff can help avoid delays and facilitates effective market research. However, there may be instances when other than full and open competition may be justified. When a user department(s) determines that other than full and open competition is necessary or in the best interest of the County, appropriate justification for that course of action must be submitted to ISD for approval and execution in order to waive the competitive bid/proposal process.

Please provide the information requested below to support the need and feasibility for waiving the competitive bid/proposal process:

Department:	Public Works and Waste Management Department		
Contact Person:	Olga Espinosa-Anderson	Phone Number:	305 514-6730
Requisition No.:		Estimated Value:	\$247,000
Proposed Vendor:	Paradigm Software LLC		
Previous Contract Number:	BW8675-1/12-1	Previous Contract Value:	\$827,000

Purpose of the Purchase

Please describe your minimum requirements and the benefits of making the acquisition.

In 2004, RFP399 was issued for the Scalehouse Accounting and Video System to provide an avenue for the former Department of Solid Waste Management to procure a specialized waste disposal measurement, accounting, billing and reporting system that supports revenue generation by automatically calculating, recording, and charging trucks that carry the waste in and out of transfer and landfill facilities.

Paradigm Software LLC was selected via this competitive process. Prior to awarding RFP399, a federal judge issued a ruling on the *Hershell Gill vs. Miami-Dade County* case that alleged that preferences given by Miami-Dade County to minorities were discriminatory - eliminating the preference program. As a result, the Selection Committee recommended that RFP399 be rejected and a five-year emergency contract be established with Paradigm Software LLC - resulting in the creation of contract number E7792-0/09.

Paradigm Software LLC developed the aforementioned customized system for the department. The use of this System allows for both attended and attendant-free scalehouse operations that accurately measure waste hauled by each vehicle, automatically charges them, and records the data in real time. Thereafter, contract number BW8675-1/12 was established for the continuation services for five additional years, with one, six-year option-to-renew (OTR). The OTR was exercised on January 28, 2010 and is set to expire on January 27, 2016.

The Public Works and Waste Management Department (PWWM) continues to utilize this system that generates over \$100M annually from six remote transfer and landfill facilities - generating approximately 477,000 scalehouse transactions yearly. The use of this automated approach throughout the system has sped up the processing of each truck that goes through



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the scalehouse, reduced vehicle wait time, improved reporting, assisted PWWM in the forecasting and decision-making process, and has streamlined the overall scalehouse operations to be more efficient.

Best Interest of the County / Uniqueness of Product

Please provide a detailed description as to why a waiver of formal bidding is in the County's best interest (e.g., product standardization, compatibility, proprietary access or distributorship, how vendor is uniquely qualified to provide the needed product or service, etc.). Please note that a lack of advance planning is not an acceptable justification for a non-competitive acquisition.

PWWM has been utilizing this system for approximately eight years and it continues to serve our needs. This proprietary software was specifically developed to meet the department's operational necessities and has been further customized over the years. As such, it is in the County's best interest to establish this bid waiver to ensure the continuation of services.

PWWM is requesting a two (2) year contract with a \$123,500 spending authority to purchase equipment and professional services required to maintain the existing Scalehouse System. In addition, PWWM is also requesting one, two (2) year OTR with a value of \$123,500 – totaling \$247,000 during a four (4) year period.

Market Research

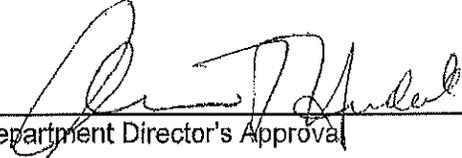
Please describe your market research and the results thereof. This should include a description of other, similar sources or products available in the market if any and why they are not acceptable.

Since this product was designed specifically for our department and the software is proprietary, no market research was conducted.

Proposed Actions

Please describe the actions the department will take to overcome the present barriers to competition prior to any future acquisitions of this product or service.

Due to anticipated needs and system requirements, the Department will work with ISD, prior to the expiration of this bid waiver, to establish a competitively bid solicitation to procure a new Scale House Accounting and Video System.



Department Director's Approval

4/29/15

Date Approved



Price Quote

To: Deborah Silver, Miami-Dade County, FL
From: Jackie Barlow, Paradigm Software, L.L.C.
cc: Phil Weglein, Jackie W. Barlow, II, Paradigm Software, L.L.C.
Date: 01/08/2016
Re: Annual Support Services

The following price quote is presented for the requested items below as requested by Miami-Dade County, FL.

Qty	UM	Item/Description	Rate	Total
1.00	EA	Miscellaneous Hardware - (Years 1 & 2 - January 2016 - December 2017)	\$8,500.00	\$8,500.00
1.00	EA	Miscellaneous Hardware - (OTR Years 1 & 2 - January 2018 - December 2019)	\$8,500.00	\$8,500.00
1.00	YR	Annual Standard Support - (Year 1 - January - December 2016)	\$57,500.00	\$57,500.00
1.00	YR	Annual Standard Support - (Year 2 - January - December 2017)	\$57,500.00	\$57,500.00
1.00	YR	Annual Standard Support - (OTR Year 1 - January - December 2018)	\$57,500.00	\$57,500.00
1.00	YR	Annual Standard Support - (OTR Year 2 - January - December 2019)	\$57,500.00	\$57,500.00

Project Total: **\$247,000.00**

***Total Increase in Annual Support:** **\$0.00**

PWWM is requesting years (2) years of additional time and \$123,500 of additional spending authority to purchase equipment and professional services required to maintain the existing Scalehouse System. In addition, PWWM is also requesting one, two (2) year OTR with a value of \$123,500 - totaling \$247,000 during a four (4) year period.

Paradigm Software, LLC
 113 Old Padonia Road, Suite 200
 Cockeysville, MD 21030

Note: 5% processing fee for payment by Visa, MasterCard, and Discover.

This expansion memo must be signed and dated by authorized personnel of Miami-Dade County, FL. To authorize this work, please sign and date the form at the appropriate line below. Please fax a copy back to (443) 275-2509 or e-mail a signed copy to jackie.barlow@paradigmsoftware.com to initiate the work. If you have any questions, please call me at (410) 329-1300.

This signature authorizes Paradigm Software to perform the modifications specified above.

Miami-Dade County, FL

Paradigm Software, L.L.C.

Signature: _____

Signature: _____

By: _____
 (Please Print)

Jackie W. Barlow, II
 Vice President

Title: _____

Date: _____

Date: _____

**NON-COMPETITIVE REVIEW
SUMMARY**

Action: Legacy Contract Request

Requisition#: RQPW1600002

Title: Scale House Software Maintenance and Support Services

Committee/Committee Date: N/A

Projected BCC Date: N/A

Purpose of the Acquisition: To purchase ongoing software, maintenance and support services for the existing Scale House System for the Miami-Dade Solid Waste Management (SWM) Department.

Recommended Action: Establish a legacy contract with Paradigm Software LLC, for continued software, maintenance and support services of the existing scale house system.

Contract Term: Two-year initial term with one two-year Option-To-Renew

Contract Amount: \$ 123,500 for the initial two year term

Estimated Cumulative Value:	Term	Duration	Amount
	Initial Term	2 Year	\$123,500
	OTR1	2 Year	\$123,500
		Total:	\$247,000

Background:

The Miami-Dade County Solid Waste Management (SWM) Department is responsible for providing waste collection and recycling services to more than 300,000 households in unincorporated Miami-Dade County and eight municipalities. In order to meet operational necessities, the user department is requesting a contract be established to provide the required maintenance and support services for the existing Scale House System. The system is comprised of a specialized waste disposal measurement and accounting function that supports revenue generation by automatically calculating, recording, and charging the trucks that carry waste in and out of transfer and landfill facilities. The use of this system allows for attendant-free scale house operations that accurately measure waste hauled by each vehicle, automatically charges each vehicle, and records the data in real time. In the past this was a manual process that required employees to conduct the calculations, charge the vehicles and log the data. The use of this automated approach throughout the system has reduced vehicle wait time, sped up the processing time for each truck processed through the scale house, improved reporting and forecasting tools for the user department's decision making, and has streamlined the scale house operations to be more efficient.

An Emergency contract (E7792-0/9) was established in 2005, and awarded to Paradigm Software LLC, to implement a scale house, accounts receivable, billing and reporting system. Upon the expiration of the original contract, a non-competitive, Bid Waiver acquisition was established in 2008 and awarded to the incumbent vendor, to procure a software upgrade and the continued ongoing maintenance and support services. The existing contract, BW8675-1/12-1 is currently in the last OTR period, which expires on July 31, 2016.

Paradigm Software LLC, is the developer and sole proprietor of the software solution and the only vendor that can provide the required maintenance and support services. There are other firms, System Scale Corporation, Automated Accounting Systems, Inc. and Creative Info Systems, that can develop the software solution, but it would require replacing the existing system and its entirety. At this time, SWM does not have the budgeted funds for a full system replacement, but will be preparing a competitive solicitation for a new system, prior to the expiration of the Legacy contract.

Recommendation:

Authorization is requested to establish a legacy contract with Paradigm Software LLC, for SWM to obtain ongoing software maintenance and support services for the existing Scale House System. Approval of the legacy contract will provide continuity of services and ensure no disruption to the use of the proprietary software provided by this firm.

Dakota Thompson

Procurement Contracting Officer

03/08/16

Date