

**DEPARTMENTAL INPUT**  
**CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION**

Rev 1

<input type="checkbox"/> <u>New contract</u>	<input type="checkbox"/> <u>OTR</u>	<input type="checkbox"/> <u>CO</u>	<input checked="" type="checkbox"/> <u>SS</u>	<input type="checkbox"/> <u>BW</u>	<input type="checkbox"/> <u>Emergency</u>	Previous Contract/Project No. CP9810-AV
<input type="checkbox"/> <u>Re-Bid</u>	<input checked="" type="checkbox"/> <u>Other (Legacy Agreement)</u>	LIVING WAGE APPLIES: __YES <input checked="" type="checkbox"/> NO				

**Requisition/Project No:** ROAV1500014 **TERM OF CONTRACT:** Five year initial term. Two 5-year OTRs.

**Requisition/Project Title:** Flight Explorer Software Support Services

**Description:**

The Miami-Dade County Aviation Department (MDAD) is requesting a noncompetitive Legacy agreement with Sabre GLBL Inc. for Flight Explorer software support services. Sabre holds the patent/copyright to the referenced software, and does not use any resellers within the airport marketplace. Non-competitive justification and sole source letter attached.

**User Department(s):** Miami-Dade Aviation Department

**Issuing Department:** ISD **Contact Person:** Kimberly Craig **Phone:** 305-375-1443

**Estimated Cost:** \$214,500 for initial term **Funding Source:** Proprietary Funds **REVENUE GENERATING:** No

**ANALYSIS**

<b>Commodity/Service No:</b> <u>920-45</u>		<b>SIC:</b> _____	
<b>Trade/Commodity/Service Opportunities</b>			
Contract/Project History of Previous Purchases For Previous Three (3) Years Check Here <input type="checkbox"/> if this is a New Contract/Purchase with no Previous History			
	<u>EXISTING</u>	<u>2<sup>ND</sup> YEAR</u>	<u>3<sup>RD</sup> YEAR</u>
<b>Contractor:</b>	<u>Sabre GLBL Inc.</u>		
<b>Small Business Enterprise:</b>	<u>N/A</u>		
<b>Contract Value:</b>	<u>\$108,407</u>		
<b>Comments:</b> <u>Confirmation Purchase No. CP9810-AV</u>			
<b>Continued on another page (s):</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			

**RECOMMENDATIONS**

SBE	Set-Aside	Sub-Contractor Goal	Bid Preference	Selection Factor
		%		
		%		

<b>Basis of Recommendation:</b> <b>No Measures – Soul Source Legacy Purchase</b>

**Signed:** Kimberly Craig **Date to SBD:** 2/13/2015  
**Date Returned to ISD-PM:** \_\_\_\_\_



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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:	MDAD		
Contact Person:	Carlos J. Garcia	Phone Number:	305-876-0878
Requisition No.:		Estimated Value:	\$214,500.00
Proposed Vendor:	Sabre Inc.		
Previous Contract Number:	N/A	Previous Contract Value:	N/A

**Purpose of the Purchase**

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

The purpose of this non-competitive acquisition is to obtain a contract to maintain our use of Flight Explorer which is a tool used for MDAD Airside Operations since 1999. It was first introduced in support of our Y2K Command Post by staff to track all in-bound and out-bound flights in the air as Y2K approached. Flight Explorer has since become a vital tool used to coordinate daily flight activity and most importantly coordinate incidents such as hurricanes, storm event, -and critical events such as 9/11. This tool allows for FAA data to be organized to coordinate Flight monitoring and facilitates grounding flights and tracking them while on the ground at -MIA to keep them out of harm's way. Flight Explorer has become an invaluable tool used in the daily flight operations of our Airside Operations tower staff.

**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.*

Sabre, Inc. is the system integrator, developer and owner of the proprietary systems software and they are the only company that can perform maintenance and support on the system.



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**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.*

Throughout the US and the world there are companies that provide similar tracking solutions but Sabre, Inc the manufacturer of Flight Explorer is the world leading manufacturer for a complete and reliable system. This system is also integrated into our Airside Operations and complements other key Airside systems such as our AirT AOIS, Passur and Flight View.

**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.*

Flight Explorer is classified as a sole source system and the access to the software belongs to Sabre, Inc.

*[Signature]*  
*[Signature]*  
\_\_\_\_\_  
Department Director's Approval

*2/3/15*  
\_\_\_\_\_  
Date Approved



27 May 2014

Kimberly Craig  
Procurement Contracting Officer  
Miami-Dade County  
111 NW 1<sup>st</sup> Street, Suite 1300  
Miami, FL 33128

***RE: Flight Explorer Software Service***

Dear Ms.Craig:

This letter is to confirm that:

- Sabre holds the patent/copyright to the referenced Flight Explorer software.
- Sabre predominantly sells the referenced Flight Explorer software only by direct sale to customers; it does not use any resellers for this software service in the airport marketplace.

Should you have any questions or would like to discuss further, please feel free to contact me at +1 609 601 7011.

Sincerely,

A handwritten signature in black ink that reads "Kristen M. Elmi". The signature is written in a cursive, flowing style.

Kristen Elmi  
Product Marketing Senior



## Customer Sales Order for: Miami International Airport

This Sales Order outlines the terms and conditions pursuant to which Sabre Inc. ("**Sabre**") will provide the undersigned ("**Customer**") with access and use of the System and Data described herein. This Sales Order shall be governed by the terms and conditions set forth in the Sabre AirCentre Flight Explorer User Agreement (the "**Agreement**"), whose terms are incorporated herein by reference.

The System and Data included hereunder are as follows:

Product	Code	Units	Monthly Total (USD)	Annual Total (USD)	5 Year Total (USD)
Flight Explorer Professional Edition	FE-01	13	\$3575	\$42,900	\$214,500
Access to FE Customer Portal and Online Training			No Charge	No Charge	No Charge
<b>Total due</b>			<b>\$3575</b>	<b>\$42,900</b>	<b>\$214,500</b>

\*\* Any applicable taxes are the responsibility of the Customer as outlined in the User Agreement.

Additional Terms and Conditions:	
Term:	5 Year
Billing Cycle:	Annually
Payment Terms:	Net 15
Term Start Date:	01 JUNE 2015
Term End Date:	31 MAY 2020
Type of Business:	Government
FAA MOA Status:	Class 1 (pending docs)
WX Service Provider:	None
Notes:	Renewal. Discount on FE licenses for volume and contract length. Please provide MOA docs for Class 1 data.
	User IDs: MDADFLTX2E MDADFLTXD MDADFLTXD2 MDADFLTXE MDADFLTXGAH MDADFLTXGAO MDADFLTXGRC MDADFLTXGRC2 MDADFLTXJ1 MDADFLTXKW MDADFLTXSA MDADFLTXLC MDADFLTXJ2
	Account # FE-0604-01

Signature \_\_\_\_\_ Print Name \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

By signing this Sales Order, I certify that I am an authorized representative of the above named Customer and have the authority to bind and commit the Customer hereto to pay for all the services provided. By installing and/or using the product, I agree to and acknowledge that the terms and conditions of the Agreement are incorporated herein by reference and if the Customer does not agree to the terms and conditions contained in the Agreement, Customer will not be provided with access and use of the System and Data.

Sales orders must be signed within 10 days of receipt or prices are subject to change. Payment must be received within 15 days of being invoiced or service is subject to termination until full payment is received.

### Term and Termination

This Sales Order shall commence as of the Initial Start Date set forth above and continue for a period of 5 year(s).

<b>User Contact Information:</b> Mr. Carlos Garcia Miami International Airport PO Box 025504 Miami, FL 33102 Phone: 305-876-0878 Fax: 305-876-0134 Email: cgarcia@miami-airport.com	<b>Billing Contact Information:</b> Mr. Carlos Garcia Miami International Airport PO Box 025504 Miami, FL 33102 Phone: 305-876-0878 Fax: 305-876-0134 Email: cgarcia@miami-airport.com
<b>Credit Card Billing Information:</b> Credit Card Holder Name Credit Card Number Expiration Date Credit Card Billing Address Government Customer Number (Required for All Credit Card Orders) Signature of the Card Holder _____	

**CONTACT INFORMATION:**

Account Director Kristen Elmi Kristen.Elmi@sabre.com +1 609 601 7011	Billing Department Kenneth Bonsu flightexplorerbillingdept@sabre.com +1 301 634 8212	Technical Support FESupport@Sabre.com +1 301 634 8201 (7:00am-10:00pm ET) +1 888 421 8889 (24x7)
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**FE CUSTOMER PORTAL:**

As a Flight Explorer customer, you now have access to our Customer Portal. To access the Portal, visit our website at [www.FlightExplorer.com](http://www.FlightExplorer.com), click on [Customer Log In](#) on the top toolbar and enter your Flight Explorer User ID and Password. Through the Portal you will gain unlimited access to our Online Training Module and update your Flight Explorer software to the latest version available.