

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

Rev 1

New contract
 OTR
 CO
 SS
 BW
 Emergency
 Previous Contract/Project No. **E1841-AV**

Re-Bid
 Other (Government Access)
 LIVING WAGE APPLIES: __YES __X__NO

Requisition/Project No: RQET1700001 TERM OF CONTRACT: ONE-TIME

Requisition/Project Title: UPGRADE OF 1610 AM HAR AT MIA

Description: Miami Dade Information Technology Department is requesting a legacy contract approval for a one-time upgrade of MDAD's original Radio Station from the OEM/Distributor. The purpose of the System is to transmit via AM Radio Station information for important travel advisories. The radio system is presently partially operational and critical to MIA's operations.

User Department(s): Information Technology Department

Issuing Department: ISD Contact Person: Margaret Brown Phone: 305-375-4914

Estimated Cost: \$54,000.00 Funding Source: General Funds

ANALYSIS

Commodity/Service No: <u>020-71</u>		SIC:	
Trade/Commodity/Service Opportunities			
Contract/Project History of Previous Purchases For Previous Three (3) Years Check Here ___ if this is a New Contract/Purchase with no Previous History			
	<u>EXISTING</u>	<u>2ND YEAR</u>	<u>3RD YEAR</u>
Contractor:	<u>Jace Chandler and Associates</u>		
Small Business Enterprise:			
Contract Value:	<u>\$54,000</u>		
Comments:			
Continued on another page (s): ___ Yes __X___ No			

RECOMMENDATIONS

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

Basis of Recommendation:

Signed: Margaret Brown Date to SBD: December 9, 2016
 Date Returned to PM: _____

Non-Competitive IT Project Review

Directions for Completion: Departments requesting a non-competitive project review for new or existing Information Technology (IT) Systems are required to complete this questionnaire along with the appropriate Bid Waiver/Sole Source Justification Form. The response and explanation fields are to be fully completed to provide all background on the project. Please be as specific as possible and provide all backup documentation, doing so will expedite the review of your project.

The answers provided in the response field shall be according to the following format:

- "Y" – Yes
- "N" – No
- "N/A" – Not applicable

Existing Systems		
Questions:	Response:	Explanation:
Current Contract Information:		
When and how was the IT software/hardware initially purchased by the County? (Please provide contract number, award info, and applicable documentation)	2004	Aviation acquired this system in the year 2005 from Highway Information Systems – it was awarded on PO# APAV0500020
When does the current contract expire?	No Contract	This is a one-time upgrade of original Radio Station
If the contract has expired, how are/have you been maintaining the IT hardware/software? (Provide explanation and documentation if applicable)	N/A	
Was maintenance and support included in the current contract? If no, why not? Did it include assistance with transition to a new system?	N/A	System is maintained by County personnel which is why training is being requested
What other applications does the System integrate/interface with?	None	Station operates independent of any other system
If a new system were deployed would it still be necessary to support the current system in parallel? How long would the legacy system need to be maintained and operational? Could historical data be stored in a data warehouse? What would be the cost?	N/A	This is an upgrade of a traffic advisory radio broadcast system
What is the purpose of this IT hardware /software? What is the expected life cycle?	Operation of Traffic Advisory System	A. To transmit via AM Radio Station, information for important travel advisories. B. To utilize all existing hardware that is in good operating condition. C. Expected life cycle after upgrade is ten years minimum.

Non-Competitive IT Project Review

Is this product an integral part of the County / Department's technical infrastructure? Does it perform system critical functions? If so, what?	Traffic flow management at MIA	Provides safety and travel advisories to the traveling public. Yes. AM station required to operate station.
Are these solutions delivered through the Original Equipment Manufacturer (OEM) support? If no, is it delivered through authorized reseller or dealers?	Yes	The OEM will be upgrading the system through an exclusive regional partner
On the current contract, is the User Access Program (UAP) and Inspector General being collected?	N/A	No existing contract
Does the current contract require insurance? <i>(Note: Any vendor required to come onto County property is required to have insurance throughout the term of the Agreement.)</i>	Yes	OEM will be upgrading existing system and will work on County property.
Have you encountered any issues during the contract term regarding performance or compliance?	N/A	No term contract will be awarded. There has been no issue with previous work performed for the OEM
Have you been satisfied with the performance of the vendor to date? HAS CONTRACTOR PERFORMED ANY WORK IN THE PAST FOR THE COUNTY?	Yes	The contractor that originally installed system was acquired by MH Corbin. There are no performance issue with the original contractor or MH Corbin
Questions:	Response:	
Are there available equivalents to the product or service you are requesting for this new project? <i>(Please provide documentation regarding your Department's market research)</i>	No	No. since this is an upgrade, only proprietary hardware/software developed by the OEM can be used.
If there are available equivalents, why do these products not meet your needs? What are the differences? <i>(Please be as specific as possible to provide sufficient detail to justify your request.)</i>	N/A	
Can the vendor meet your long term needs? What research has been conducted to verify their ability to meet your expectation? <i>(Please provide documentation, as applicable, to show your findings)</i>	Yes	MH CORBIN has been around for 30 years and is financially stable, with a growing global manufacturing and distribution operations
What other vendors offer systems capable of providing the County with a solution?	NO	
Are these solutions delivered through the Original Equipment Manufacturer (OEM) support or is it delivered through authorized reseller or dealers.	Reseller	MH CORBIN the OEM sell through an exclusive regional distributor, Jace Chandler, and Associates

Non-Competitive IT Project Review

<p>Are dealers required to complete a certification program or are they restricted to levels of support set up by the vendor/mfg? <i>(I.e. gold plan vs. platinum plan – gold allows vendor to maintain equipment but they do not have access to software upgrades or new system implementations. Platinum allows vendors to complete new product installs and all other support).</i></p>	N/A	
<p><u>Questions:</u></p>	<p><u>Response:</u></p>	<p><u>Explanation:</u></p>
<p>What level support does the County require for this new project?</p>	Telephone Support	
<p>Are there other systems currently employed by the department / County that are similar that could provide a solution?</p>	No	
<p>If a new system were deployed would it still be necessary to support the current system in parallel?</p>	N/A	THIS IS AN UPGRADE TO AN EXISTING STRUCTURE
<p>How long would the legacy system need to be maintained and operational?</p>	For the foreseen future	This system or a replacement system would need to be maintained until people stop driving through MIA
<p>Could historical data be stored in a data warehouse? What would be the cost?</p>	N/A	
<p>Has the replacement system been reviewed and approved by the IT Leadership Council?</p>	N/A	
<p>New Project Information: Note this Section In only required when you buy new. Note when you upgrade</p>		
<p><u>Questions:</u></p>	<p><u>Response:</u></p>	<p><u>Explanation:</u></p>
<p>What are the business goals and objectives of this new project? (Please be specific)</p>	N/A	
<p>What contract term would you like established? <i>(Initial term plus any renewals)</i></p>		
<p><u>Questions:</u></p>	<p><u>Response:</u></p>	<p><u>Explanation:</u></p>

NON-COMPETITIVE REVIEW SUMMARY

Action: Legacy Contract Request

Requisition No.: RQET1700001

Committee/Committee Date: N/A

* DPM internal Processing due date:

Projected BCC Date: *(If applicable)*

Purpose of the Acquisition: Miami Dade Information Technology Department is requesting a legacy contract approval for a one-time upgrade of MDAD's original Radio Station from the OEM/Distributor. The purpose of the System is to transmit via AM Radio Station information for important travel advisories. The radio system is presently partially operational and critical to MIA's operations.

Recommended Vendor: Jace Chandler and Associates

Contract Term: One-time

Contract Amount: \$54,000

Cumulative Total: N/A

BACKGROUND:

Miami Dade Aviation Department (MDAD) acquired the Highway Information System (System) in August, 2005. It was awarded on County Contract E1841-AV, entitled AM Radio Station Broadcast System, Furnish and Install. The purpose of this System is to transmit via AM Radio Station, information for important travel advisories. MH Corbin Inc. is the manufacturer of this equipment, acquired under their exclusive regional partner at the time, Highway Information System.

Presently, the system is not operating to full capacity and is in need of an upgrade. A Federal Communications Commission (FCC) waiver was requested to upgrade the station power from 10W to 30W to increase the range of the station's radio coverage. The upgrade will make the system fully functional as well as increase the broadcasting range. The OEM will be upgrading the system through their exclusive regional partner, Jace Chandler and Associates, who is presently assigned to service the whole state of Florida. MDAD is requesting a one-time upgrade of their original Radio Station. The System is maintained by County personnel so therefore additional training is also being requested.

MARKET RESEARCH:

The market revealed that MH Corbin is the manufacturer of the System used at MIA, and also that Jace Chandler and Associates is presently the service provider for the State of Florida. Other highway information systems providers were found, but they are not authorized to upgrade the system at MIA. The System is proprietary to MH Corbin, the manufacturer.

Florida Department of Transportation (FDOT) was contacted to see if there was a contract accessible for other municipalities to use. The Communications Engineering Consultant to Florida DOT responded that both District 3 and District 4 had purchased Highway Advisory Radios (HAR) recently. District 3, in Florida's panhandle recently installed a long (160 miles or so) system along I-10 and District 4, headquartered in Fort Lauderdale, has been installing systems for some time along I-595, I-95 and other areas. He referred me to the managers of both projects. I was informed that there is no state contract for HAR systems and that there is only one vendor on the state Approved Product List for HAR systems and that is MH Corbin. The approval link was provided.

No awarded contracts were found that carry this product.

RECOMMENDATION:

The System at MDAD is operational but is not functioning to full capacity and requires upgrading rather than replacement. MDAD is requesting an upgrade of their legacy AM radio system. Since this is an upgrade, only proprietary hardware/software developed by the OEM, MH Corbin can be used. The radio system is partially operational and critical to MIA's operations, it is more cost effective and less disruptive to MDAD's operation to repair and upgrade the existing system than to replace the entire system. Jace Chandler has been authorized to work with MH Corbin to complete this project. It is in the best interest of the County to upgrade the radio system in order to continue getting the necessary travel advisories.

Margaret Brown
Officer/Associate

December 8, 2016
Date

289444



INTERNAL SERVICES DEPARTMENT
PROCUREMENT MANAGEMENT SERVICES

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:	Information Technology Department		
Contact Person:	Manuel Fernandez	Phone Number:	305-596-8649
Requisition No.:	RQET1700001	Estimated Value:	\$52,100
Proposed Vendor:	Jace Chandler & Associates, Inc.		
Previous Contract Number:	APAV0500020	Previous Contract Value:	\$92,275.95

Purpose of the Purchase

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

Services must be purchased to upgrade the twelve-year-old Highway Information Radio (HAR) System purchased by Aviation and located at Miami International Airport (MIA). This AM Radio Station provides information on traffic conditions at MIA and was purchased in 2004 (APAV0500020) to provide advisory traffic information to the approximately 150,000 daily visitors to MIA.

Services will upgrade the existing HAR system at MIA. The existing system is not operating to full capacity and this upgrade should make it fully functional as well as increase the broadcasting range, since a Federal Communications Commission (FCC) waiver has been requested to upgrade the station power from 10W to 30W to increase the range of the station's radio coverage.

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.

This request is for an upgrade of a legacy Radio System that that was purchased by Aviation from Highway Information Systems under PO# APAV0500020 in 2005. It has been part of the Miami International Airport (MIA) infrastructure to manage traffic flow.

The existent system is based on the "BlackMax HAR Station" Solution. MH Corbin acquired the OEM, Highway Information System, and has proprietary ownership of the existing system. They have provided documentation that Jace Chandler & Associate is their sole representative for the South Florida area. (See Attached Sole Source Letter)



**INTERNAL SERVICES DEPARTMENT
PROCUREMENT MANAGEMENT SERVICES**

Since the radio system is partially operational and critical to MIA's operations, it is more cost effective and less disruptive to MIA's operation to repair and upgrade the existing system than to replace entire system,

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.

The HAR equipment at MIA is operational but is not functioning to full capacity, and only must be upgraded not replaced. No other contractor carries this product and it is OEM from MH Corbin Inc. Jace Chandler is has been authorized to work with MH Corbin to complete this project.

Note In my discussions with Jace handler, when I informed him that he would need to provide proof of insurance, he indicated that MH Corbin employees would actually perform the work

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.

As an upgrade to an existing system, competitive opportunities are limited by the fact that the project must be routed through the original OEM. Consequently, this is being submitted as a Legacy Bide Wavier.

As matter of policy, ITD strive to compete all its awards and comply with all County Procurement procedures.

Department Director's Approval

10/24/2016

Date Approved