



# MARKET RESEARCH

Contract No.: TBD	Recommendation: <input type="checkbox"/> Exercise OTR <input checked="" type="checkbox"/> Non-Competitive Acquisition <input type="checkbox"/> Solicit Competition <input type="checkbox"/> Access Contract <input type="checkbox"/> Other
Title: Rapiscan Equipment, Maintenance, and Repairs	
Procurement Contracting Officer: Marie Williams	

## Background:

Miami-Dade County Aviation Department (MDAD) has requested a replacement contract for SS7889-0/22 Rapiscan Equipment, Maintenance, and Repairs. The contract was established in 2017 with Rapiscan Systems, Inc. (Rapiscan), the proprietary owner and manufacturer of Rapiscan X-ray scanners and metal detectors currently installed at the Miami International Airport (MIA) and the sole provider of their replacement units, parts, repairs, and maintenance services. The contract was awarded at a total estimated value of \$188,459 for a five-year term that expires on March 31, 2022.

In order to grant access to secure areas in MIA, these X-ray machines and metal detectors (units) are used by Miami-Dade Aviation Department at employee screening checkpoints to detect concealed weapons, explosives or other contraband without requiring physical contact. There are currently nine (9) units installed at five (5) employee checkpoints throughout MIA.

The replacement 5-year contract is estimated at \$248,485 and will ensure that the equipment functions in an optimal manner to assure passenger safety, as the continuous operation of this equipment is critical for compliance with Transportation Security Administration (TSA) regulations. Work on this contract will include annual preventive maintenance, including radiation checks, a service plan, system repairs, meter services (repair or replacement of the Meter Electronic Set Electronics Unit), and telephone support 24 hours per day/365 days per year.

## Research Conducted:

To mitigate voiding any current warranty or compromising any aspects of the current maintenance plan, Rapiscan only authorizes Rapiscan Certified Technicians or Rapiscan Certified Contractors to provide installation, maintenance and repairs on their proprietary equipment. Accordingly, vendors offering to provide services and parts on the replacement contract must be authorized to do so by Rapiscan. Outreach was performed to identify vendors and affirm such.

- A search of the Florida Department of Management Office of Supplier Diversity website yielded 58 firms for #92121700/Security systems services (list on file).  
[https://osd.dms.myflorida.com/directories/results?directory%5Bcommodity\\_code%5D=92121700&directory%5Bcommodity\\_description%5D=&directory%5Bcounty%5D=&directory%5Bdesignation%5D=&directory%5Bvendor\\_name%5D=](https://osd.dms.myflorida.com/directories/results?directory%5Bcommodity_code%5D=92121700&directory%5Bcommodity_description%5D=&directory%5Bcounty%5D=&directory%5Bdesignation%5D=&directory%5Bvendor_name%5D=)
- A search of the CareerOneStop (sponsored by the U.S. Department of Labor, Employment and Training Administration) website using its Business Finder tool, yielded 461 firms that identified as Security Control Equip & Systems-Whls being located within a 50 miles radius of zip code 33128 (data not easily extracted into one comprehensive document).  
[https://www.careeronestop.org/EmploymentRecovery/Toolkit/find-businesses.aspx?keyword=airport equipment&ajax=0&location=33128&radius=50&results=true&lang=en&Desfillall=y&descfilter=Security Control Equip ~F~ Systems~B~Whls](https://www.careeronestop.org/EmploymentRecovery/Toolkit/find-businesses.aspx?keyword=airport%20equipment&ajax=0&location=33128&radius=50&results=true&lang=en&Desfillall=y&descfilter=Security%20Control%20Equip%20~F~%20Systems~B~Whls)

- There are currently over 90 companies listed in the County's Reporting Utility tool under applicable commodity code 93673 - Maintenance and Repair of Security and Access System (list on file).
- RFI-02254 was issued to ascertain if competition was available from vendors that can perform the drafted Scope of Service for the current proprietary equipment. Over 150 firms were notified of the RFI posting via email, 8,442 invitations were sent out through BidSync, and 22 firms viewed the RFI in BidSync. Rapiscan was the sole respondent.
- An Advance Notice to Waive Competition was posted to the County's website. No potential suppliers identified themselves.

**Comparable Contracts:**

Many County buildings have similar security equipment at their entrances. Effective January 8, 2019, RTQ-00924 for Security Equipment Purchase, Installation & Maintenance was established with a pool of pre-qualified vendors to provide purchase, installation, and maintenance services to security equipment. Rapiscan is the only one pre-qualified vendor to provide such for its equipment under RTQ-00924. This separate replacement contract transparently identifies and awards these proprietary replacement units, parts, repairs, and maintenance services in accordance with established procedures. As such, MDAD will not utilize RTQ-00924 for their needs.

The below contracts were awarded to Rapiscan for the subject services. However, it would not be ideal or in the best interest of the County access any other agency's contract or to compare their pricing to the needs of the County due to the variety of equipment and different service plans procured by each.

- Baldwin County Commission - Rapiscan Service Agreement No. CS005715 in February 2020
- Broward County – Solicitation #BLD2122774F1 Rapiscan Service Plan RFI in April 2021
- Charleston County Aviation Authority – Rapiscan Service Agreement No. CS005816 in April 2020
- Jefferson County Commission - Rapiscan Service Agreement No. CS005612 in October 2020
- State of California - Bid #NCB 6445 Rapiscan Security Products in 2015
- State of Oklahoma – Contract #SW0243R Security Screening Equipment and Services in May 2019

**Recommendation:**

A non-competitive agreement is recommended to replace contract SS7889-0/22 to ensure continuity of service which meets MDAD's operational needs. Of all the aforementioned research and outreach conducted, no vendors were identified, other than Rapiscan, that could perform on this contract. Competition for Rapiscan equipment maintenance and repair is unavailable at this time as Rapiscan is the proprietary owner and manufacturer of the County's Rapiscan X-ray scanners and metal detectors and the sole provider of their replacement units, parts, and maintenance services (Exhibit 1). As such, a non-competitive agreement with Rapiscan Systems, Inc. provides the County with the best overall value in terms of security, reliability, and continuity for Rapiscan equipment, maintenance, and repairs.

Procurement Contracting Officer: Marie Williams

Date: March 7, 2022

EXHIBIT 1



January 27, 2022

Miami-Dade County  
Aviation Department  
Attn: Eileen Ramos  
4200 NW 36<sup>th</sup> Street  
Miami, FL 33166

RE: Contract SS7889-0/22

Dear Ms. Ramos:

This letter is to confirm that Rapiscan Systems, Inc. is the sole source manufacturer and provider of the Rapiscan X-Ray scanners and metal detectors currently used at your facilities. All purchases for replacement units, parts, and service are done through Rapiscan Sales & Service department. Rapiscan products must be installed, repaired, or maintained by a Rapiscan Certified Technician or Rapiscan Certified Contractor or risk voiding the warranty or maintenance plan (if applicable). Currently, Rapiscan does not have any Certified Contractors in Florida and all maintenance would be performed by Rapiscan Technicians located in South Florida. Additionally, the x-ray scanners that are used by U.S. Customs & Border Patrol also utilize proprietary software developed by Rapiscan.

Please let me know if you have any questions or concerns pertaining Rapiscan products and services.

Best regards,

A handwritten signature in blue ink that reads "Tom Dunn".

Tom Dunn  
U.S. Commercial Sales Manager  
636-273-9729  
[tdunn@rapiscansystems.com](mailto:tdunn@rapiscansystems.com)