

DEPARTMENTAL INPUT
CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION

☐ New ☐ OTR ☐ Sole Source ☐ Bid Waiver ☒ Emergency Previous Contract/Project No. _____
Contract _____ None _____
☐ Re-Bid ☐ Other LIVING WAGE APPLIES: ☐ YES ☒ NO
Requisition No./Project No.: RQSP1200028 TERM OF CONTRACT _____ MONTH(S) WITH _____ YEAR(S) OTR

Requisition /Project Title: Install and program Digital Signage Package

Description: Install and program Digital Signage Package in time for ship's arrival (Carnival Breeze).

Issuing Department: ISD on behalf of Seaport Contact Person: Margaret Brown Phone: 305 375-4914
Estimate Cost: \$99,000 GENERAL FEDERAL OTHER
Funding Source: Revenue _____ Proprietary

ANALYSIS

Commodity Codes: 578-80			
Contract/Project History of previous purchases 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:			
Small Business Enterprise:			
Contract Value:	\$	\$	\$

Comments:

Continued on another page (s): ☐ YES ☒ NO

RECOMMENDATIONS

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

Basis of Recommendation:

Signed: Margaret Brown

Date sent to DBD: September 21, 2012

Date returned to DPM:

RECEIVED
DEPT. BUSINESS DE
2012 SEP 25 AM 8:08



SECTION #3
EMERGENCY PURCHASES

NOTE TO DEPARTMENTS: COMPLETE ITEMS MARKED WITH (▶)

▶ **REQUISITION #:**
RQSP1200028

P.O. #: _____

BCC DATE: _____

▶ **ACQUISITION DATE** (Date Order Is Placed): 09/21/12

▶ **TITLE:** Install and program Digital Signage Package

▶ **DESCRIPTION:** Same as Title

▶ **PURPOSE:** Secure signage package in time for ship's arrival

▶ Department(s):	▶ Funding Source(s):	▶ Allocation(s):
Seaport	Revenue Funds	\$99,000.00
*		\$

▶ TERM OF CONTRACT:	☐ One ☐ Two ☐ Three ☐ Four ☐ Five *Year(s)
	☐ _____ Month(s)
	☐ Contract Period From _____ to _____
	X ☐ Upon Completion * From _____ to _____
	☐ Upon Delivery * _____ Days A.R.O. (after Receipt of Order)

Special Conditions:	☐ Insurance Type _____
	☐ Performance/Payment Bond
	☐ Certificate of Competency
	☐ Living Wage Applies

SBE Measures:	☐ None	Review Committee Date: _____ Item #: _____
☐ Set Aside	☐ SBE ☐ Micro Enterprise	
☐ Bid Preference	☐ SBE ☐ Micro Enterprise	
☐ Goal	☐ SBE ☐ Micro Enterprise	

▶ **Number of Price Quotation(s): Requested: 1 Received: 1**

Awarded To Low Bidder: * ☐ YES ☐ NO, If "NO", provide explanation in the Comments section

Vendor: Piranha Technologies	Vendor: _____
Vendor: _____	Vendor: _____

Contract Value: \$99,000.00

Did Local Preference affect the outcome of the Award?	☐ YES X NO, if "YES", provide detailed explanation in the "Comments" section
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UAP Included: X YES ☐ NO	• Will CITT Funds be used? ☐ YES X NO • Will Federal Funds be used? ☐ YES X NO • If UAP is not included, Attach written approval to waive UAP and provide an explanation in the "Comments" section
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SECTION #3
EMERGENCY PURCHASES

► **Justification and Comments:**

PortMiami has an immediate need for an emergency purchase order to pay for the installation and programming of Digital Signage for Cruise Terminal D at PortMiami. This is being requested in order to accomplish the final scope of improvements to Cruise Terminal D in anticipation of the arrival of Carnival Cruise Lines' latest flagship cruise vessel, the Carnival Breeze. This ship is larger than any vessel that currently berths at Cruise Terminal D.

Background/Need to Know:

Carnival Cruise Lines, the largest cruise line at PortMiami, requested this project as part of the terminal enhancements for the arrival of its new cruise vessel. This new cruise ship is scheduled to begin to home port at Cruise Terminal D in November, 2012. To accommodate additional cruise passengers, the Port is expanding the terminal by approximately 18,000 square feet, (around 15% of the existing building), adding state of the arts features to support evolving Port operations and providing more efficient passenger movement which will be greatly increased by the digital audio/visual directional signage system. The arrival and the commencement of operations for this vessel at PortMiami profoundly impact the Port in terms of the creation of thousands of jobs and the generation of millions of dollars in revenue for PortMiami, the County and the local economy. Due to the short window of time until the arrival of the ship, the type of product and service, the intricacy of the project and specific nature of the software, there is not enough time to bid out the project. This project requires immediate action from a qualified vendor that has intimate knowledge and experience with this particular system. With these circumstance in mind, PortMiami researched and found that this particular system was recently installed by Piranha Technologies and it is currently used by Carnival at Port Canaveral. Consequently, PortMiami contacted Piranha Technologies to install the program and integrate our system within the short time frame prior to the ship arrival date. Most importantly, the vendor has confirmed that it will be able to complete the project within the deadline if notice to proceed is issued by 09/21/12.

Potential Issues:

► **Signature(s):**

Miriam Abreu

Contact Person

9/21/12

Date

305-347-4819

Telephone

Department Director Approval

9/21/12

Date

Department of Procurement Management Use Only

9/21/12



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Orlando, Florida 32810

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FL EC#1300 4009

FAX (407) 293-8035

August 29, 2012

Ms. Elizabeth Ogden, RA, LEED AP
Chief, A/E Design Services
Capital Development
Port Miami

RE: Piranha Technologies Qualification Statement

Ms. Ogden,

By copy of this letter, please be informed that Piranha Technologies is a provider of equipment, programming, and installation services of the CruiseSign software platform within the State of Florida. We are uniquely qualified to provide this system to Miami-Dade County and Port Miami due to having just completed a similar system in Port Canaveral for CCL (Carnival Cruise Line) at the new Cruise Terminal 6.

We do not believe there is another company that is capable of meeting the expectations of Carnival within the expedited timeframe required by PortMiami for this project. Our installation will ensure that there is no rework needed as long as there is no change in scope. Assuming all other schedules are met by PortMiami, and its other contractors, we will have a functioning system in time for the arrival of the Carnival Breeze.

We are uniquely able to integrate and program the CruiseSigns software that is specified for this project as it is a unique software application for the cruise industry for Directional Signage. Our knowledge of CCLs operations, security, and passenger flow systems, along with the most current CCL requirements, also uniquely qualifies us. Piranha also has intimate knowledge of how to integrate the CruiseSigns software with the hardware specified as it is the same as specified in the recent Port Canaveral project we recently completed.

If you require any other information on our abilities or qualifications please do not hesitate to contact me at any time.

Sincerely,

Nathan Landwer
President



Piranha

6250 Edgewater Drive
Suite 1300
Orlando, FL 32810
(407) 299-8246 Office
(407) 293-8035 Fax

Proposal Agreement

Proposal Agreement

September 20, 2012

Client: PortMiami
Attn: Elizabeth Ogden
Phone/Fax:
Email: eogden@miamidade.gov

Address:
City, State:

Project: CT-D Digital Signage Package

Address:

City/State:

Payment Terms: 10% Mobilization

*Progress billing as needed

*Invoices Due Net 30 from Invoice Date

*Balance due upon completion

Scope of Work Summary for:

Piranha Technologies, Inc. will be contracted to install the CruiseSigns Directional Signage System for Cruise Terminal D at Port Miami per the plans and specs furnished to us by Port Miami on 8/23/12 with a final equipment list furnished to us by Nautilus on 9/5/12.

Scope of Work Details:

- ❖ Installation and Programming of Specified Hardware and Software per Plans and Specs
- ❖ Project Management of Procurement, Installation, and Integration of Specified Hardware and Software per the Plans and Specs
- ❖ On-Site and Remote Coordination with various parties within PortMiami and Miami-Dade County, as well as with outside Architectural, Engineering, and Construction firms.
- ❖ Commissioning of the complete and operational CruiseSigns System
- ❖ Training on the operation of the Cruise Signs Software and associated Hardware per Plans and Specs
- ❖ Provision of System Documentation Including As-Built Drawings

Assumptions:

- ❖ On-Site Coordination Meetings will be done on an as needed basis not to exceed one day per week until physical Installation begins.
- ❖ All work is to be done during the hours of 8am – 5pm Monday thru Friday. After hours and weekend work will be charged at a premium of 1.5 times the regular rate of labor.
- ❖ Any additional work required outside of the specified scope of work will be brought to the attention of the client. If necessary, additional charges may be applied and issued to the client in the form of change order.



❖ Additional Labor will be billed at the following rates:

- Installation \$75/hour
- Project Management \$85/hour
- Engineering \$95/hour
- Training \$95/hour
- Programming \$145/hour

System Pricing:

- Please See Attachment A for Labor Pricing associated with the included Equipment List

Project Schedule Forecast in Accordance with PortMiami Schedule given on 09/12/12:

Contract Executed	Duration-	1 Week
Procurement	Duration-	6-8 Weeks
Programming	Duration-	4 Weeks
Installation	Duration-	4-6 Weeks
Commissioning	Duration-	1 Week
Training	Duration-	1 Week

Installation will adhere to all ANSI/EIA/TIA/IEEE codes, standards, and regulations. The price above is for materials and labor and is to be completed during normal business hours. Any changes to this proposal will need to be provided in the form of an addendum to this agreement. By signing below you agree to the terms of this agreement and promise to adhere to the stated payment terms.

Authorized Signature

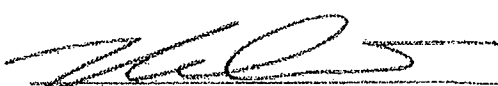
Date

Authorized Signature

Date

Print Name

Date


Nathan Landwer, President

Date

ATTACHMENT A
Audio-Visual Proposal for Port of Miami
Cruise Terminal D Project No. 2011-014.08-A

Qty	Manufacturer	Model	Description	Unit Sell	Total Sell
Security Area					
1	x				\$
4	LD SYSTEMS	CRUIS-2001	CRUISEIGN STREAM/DECODER DISPLAY PACKAGE		
4	CHIEF	MCS8364	46" LCD CEILING MOUNT		
4	LD SYSTEMS	CRUIS-2011	CEILING DISPLAY MOUNTING ACCESSORY PACKAGE		
Ticketing Area					
52	NEC	AS241W-BK	24" DISPLAY		
52	CHIEF	FTRV	WALL MOUNT FOR 24" DISPLAY		
52	LD SYSTEMS	CRUIS-2002	CRUISEIGN SIGNAGE DECODER DISPLAY PACKAGE 1		
2	NEC	V462	46" DISPLAY		
2	PEERLESS	FPZ-600	STAND MOUNT / KIOSK FOR ABOVE		
2	LD SYSTEMS	CRUIS-2003	CRUISEIGN SIGNAGE DECODER DISPLAY PACKAGE 2		
52	LD SYSTEMS	CRUIS-2106	CRUISEIGN TELLER INTERFACE BUTTON CONTROLLER		
2	LD SYSTEMS	CRUIS-2104	CRUISEIGN TELLER INTERFACE WIRING BUS PACKAGE		
2	BELDEN	1502P 500' ROLL	500' ROLL AXLINK WIRE PLENUM RATED		
Main Seating Area and Overflow					
7	CHIEF	LTAU	TILTING WALL MOUNT 55" 65"		
1	CHIEF	MTAPU	TILTING WALL MOUNT PORTRAIT 55" 65"		
9	CHIEF	PAC521P	PREWIRE BACKBOX FOR DISPLAY		
2	PEERLESS	ECM-3763D	TWO SIDED LCD MOUNT		
2	LD SYSTEMS	CRUIS-2011	CEILING DISPLAY MOUNTING ACCESSORY PACKAGE		
10	LD SYSTEMS	CRUIS-2001	CRUISEIGN STREAM/DECODER DISPLAY PACKAGE		
3	LD SYSTEMS	CRUIS-2003	CRUISEIGN SIGNAGE DECODER DISPLAY PACKAGE 2		
VIP and Seating Area					
1	CHIEF	MTAU	TILTING WALL MOUNT 46"		
1	CHIEF	LTAU	TILTING WALL MOUNT 55" 65"		
2	CHIEF	PAC521P	PREWIRE BACKBOX FOR DISPLAY		
2	LD SYSTEMS	CRUIS-2001	CRUISEIGN STREAM/DECODER DISPLAY PACKAGE		
6	LD SYSTEMS	CRUIS-2003	CRUISEIGN SIGNAGE DECODER DISPLAY PACKAGE 2		
Luggage Pickup					
Headend					
1	LG	22LV255C	22" CONFIDENCE LCD DISPLAY		
1	LD SYSTEMS	CRUIS-2242	CRUISEIGN HEADEND CONTROL PACKAGE 4+2		
1	LD SYSTEMS	CRUIS-2345-M	CRUISEIGN HEADEND RACK MAIN PACKAGE-45SP		
1	LD SYSTEMS	CRUIS-2345-A	CRUISEIGN HEADEND RACK ADDITIONAL PACKAGE-45SP		
1	STEALTH	SR-3500	SIGNAGE SERVER		
1	STEALTH	LPC-100	CONTROL COMPUTER		
1	QNAP	TS-119 PII-US 2TB/2 ST	SINGLE 4 TB DRIVE FOR BACKUP NAS		
1	BLACKBOX	ACR-201A	2 PORT VGA USB KVM		
1	LD SYSTEMS	CRUIS-2442-56-16-11	CRUISEIGN SYSTEM SOFTWARE PACKAGE CUSTOM 4+2/56-16-11		

ATTACHMENT A
Audio-Visual Proposal for Port of Miami
Cruise Terminal D Project No. 2011-014.08-A

Prepared by Piranha Technologies, Inc.

Miscellaneous & Soft Costs		Qty	Manufacturer	Model	Description	Unit Sell	Total Sell
		1	PIRANHAI/D SYSTEMS	VARIOUS	INSTALLATION HARDWARE & ACCESSORIES	\$ 95	\$ 22,230.00
		1	PIRANHAI/D SYSTEMS	VARIOUS	CABLING AND CONNECTORS	\$ 85	\$ 15,725.00
		234	PIRANHAI/D SYSTEMS	N/A	SITE COORDINATION	\$ 75	\$ 46,050.00
		185	PIRANHAI/D SYSTEMS	LABOR - PM	PROJECT MANAGEMENT	\$ 95	\$ 9,025.00
		614	PIRANHAI/D SYSTEMS	LABOR - SYSTEM	SYSTEM INSTALLATION LABOR & SUPERVISION	\$ 95	\$ 9,025.00
		95	PIRANHAI/D SYSTEMS	COMMISSIONING	EQUIPMENT COMMISSIONING	\$ 95	\$ 2,260.00
		24	PIRANHAI/D SYSTEMS	ENGINEERING	SYSTEM DESIGN & ENGINEERING	\$ 95	\$ 2,260.00
		18	PIRANHAI/D SYSTEMS	ENGINEERING	DOCUMENTATION, DRAWINGS AND AS-BUILTS	\$ 95	\$ 1,710.00

System Price: \$ 97,020.00

