




MEMORANDUM

Lake County Board of County Commissioners • Office of Procurement Services
315 W. Main St., Tavares, FL 32778 • www.lakecountyfl.gov

To: Ronald Falanga, Procurement Services Director
Through: Erik Ross, Information Technology Director 
From: Sandra Rogers, Senior Contracting Officer
Date: October 1, 2019
Subject: Limited Competition, FY 2020 Global Requests

PROCUREMENT PROCEDURES FOR LIMITED COMPETITION ACQUISITIONS (SECTION 15 OF THE PURCHASING PROCEDURE MANUAL) REQUIRES PRIOR COUNTY MANAGER OR DESIGNATED INDIVIDUAL APPROVAL FOR PURCHASES IN EXCESS OF \$1000 UP TO AND INCLUDING \$25,000 FOR WHICH THE STIPULATED FULL AND OPEN COMPETITIVE PROCESS IS WAIVED.

Attached are two lists detailed the limited competition requests generated by County staff for use with initiation of new fiscal year purchase orders. The first list involves operational matters involving specialized services.

The second list reflects continuation of use of proprietary software within the current County infrastructure. Maintenance of proprietary software falls within one of the County's established competitive exceptions, but are listed as a matter of accuracy and transparency.

There are actions on both lists that exceed \$25,000. Each of these was taken to the BCC previously for approval with subsequent approval authority being recommended to fall within delegated authority. The Board approved that request.

Request approval of the attached listings based on the specialized and/or proprietary nature of the services to be provided.

Approved Per Delegated Authority:



Ronald Falanga, Procurement Services Director

FY20 LIMITED COMPETITION/PROPRIETARY REQUESTS

RECOMMENDED FOR COUNTY MANAGER APPROVAL AS DELEGATED TO THE PROCUREMENT DIRECTOR

1. General Goods and Services Recommended for Limited Competition Consideration

JOHN MOLEND, PUBLIC SAFETY AND DEVELOPMENT SERVICES

VENDOR	REQUESTED FY 20	OFFICE OF	DESCRIPTION OF GOODS/SERVICES
VIAVI SOLUTIONS (Prev. known as AEROFLEX, A Cobham Company)	\$5,000.00	Public Safety Support	To ensure adequacy of repair and resulting operation, repairs to its AeroFlex service monitor must be performed by the original equipment manufacturer. Letter provided by Aeroflex Wichita, Inc.
AIRGAS USA LLC	\$1,100.00	Animal Services	Medical oxygen. See description under Airgas USA for Office Of Fire Rescue
AIRGAS USA LLC	\$5,000.00	Fire Rescue	Medical oxygen for FR. Found new vendor in area to provide this service, reduced FY2019 for the continuity of service, department will be bidding this out in FY2020.
ANTECH DIAGNOSTICS	\$2,500.00	Animal Services	Lab Tests
AUDIO VISUAL INNOVATIONS (AVI)	\$5,000.00	Emergency Management	Original installer of technology of hardware in EOC under Board approved 13-0423/State of Florida contract
BAYER HEALTHCARE	\$1,500.00	Animal Services	Surgical Supplies matching current infrastructure, Purchases are made under the MWI Animal Health Contract (18-0631A), however the bill in some cases has been shown as Bayer, as they are the distributors.
BURTON ENTERPRISES	\$7,500.00	Public Safety Support	Portable satellite dish, internet service, mobilesat lifeline (mobile satellite technologies) for field operations.
CALEB CODDING	\$1,500.00	Animal Services	Cowboy Services as needed
CLIFTON TOWER SERVICE	\$25,000.00	Public Safety Support	Repairs to radio towers, lighting system repairs, and equipment (original installer of tower sites). Also, this vendor provides lightning related repairs under agenda item 2051 dated 07/10/2018.
COLTON BOOKMAN	\$1,500.00	Animal Services	Cowboy Services as needed
COMMUNICATIONS INTERNATIONAL	\$15,000.00	Public Safety Support	Proprietary, interoperable communications coordination between disparate radio systems. CII is the regional communications provider for Harris Communications systems used by several agencies requiring coordination with Lake. Also supports the Lake County assigned regional UASI grant mobile communications tower for field operations.
COMPUTER POWER SYSTEMS	\$23,000.00	Public Safety Support	Repairs to radio tower electrical and Uninterruptable Power Systems (UPS) equipment (original installer of tower sites).
COOL AIR CONDITIONING	\$2,000.00	Fire Rescue	Repair service for air conditioning and refrigeration for Fire Stations.
EPS PLANNING & LOGISTICS, INC.	\$5,000.00	Public Safety Support	Sole factory authorized agent for annual maintenance including parts of decontamination machine. Also cleaning solutions for same machine.
EXPERT APPLIANCE	\$2,000.00	Fire Rescue	Appliance service and repair. Bid out twice with no response. Will bid out again in FY2020.
GARY DEAN SHEPHERD d/b/a SOUTHERN RESCUE TOOLS	\$20,000.00	Fire Rescue	Authorized repair vendor for parts/repairs/service of Fire Rescue extraction tools.
HILL MANUFACTURING	\$10,000.00	Animal Services	SAN-O is an exclusive product of Hill Manufacturing and prevents the transmission of disease, used for kennel sterilization
HILTI INC.	\$6,000.00	Fire Rescue	Concrete tools and breakers used by the Special Operations Response Team in its operation to support current infrastructure..
INDIAN SPRINGS MANUFACTURING	\$2,000.00	Fire Rescue	Regional authorized dealer for service/repair/maintenance/parts for Fire Rescue extrication equipment.
KNOX COMPANY	\$10,000.00	Fire Rescue	Standardized of knox-box rapid entry system for emergency access systems.
MEDIGREEN	\$6,000.00	EMS	Bio-Waste and Expired Pharmaceuticals, Bid out by Lake EMS in 2015, will Re-Bid in 2020.
MILLING TECHNOLOGIES	\$10,000.00	Public Safety Support	Repair to radio trailers as necessary for (including but not limited to outrigger and cylinder issues)
MOTOROLA	\$100,000.00	Public Safety Support	Countywide Radio System approved vendor/manufacturer. Previously Approved By Bcc With Future Approval Granted To Delegated Authority
NI GOVERNMENT SERVICES	\$1,200.00	Public Safety Support	Satellite Phone Service (expected spend FY2020 is \$811.) Utility
OROLIA SPECTRACOM	\$5,000.00	Public Safety Support	Netclock GPS Master Clock modular time and continuous frequency synchronization, parts and repairs as necessary.
OWENS DISTRIBUTORS	\$1,100.00	Animal Services	Commercial laundry equipment, supplies and general maintenance of equipment commercial washer and dryers. Previously Sheriff's Office contract.
GENTEL GOODBYE'S	\$15,000.00	Animal Services	Very specialized services to include animal body disposal and cremation services.
PHYSIO CONTROL (STRYKER)	\$160,000.00	Public Safety Support and EMS	Purchase of Lifepak cardiac monitor/defibrillators, accessories, LIFEPAK15 Service and LIFEPAK 1000 Service (On-Site Preventive Maintenance Coverage Plans - Semi Annual October and April). The Maintenance Coverage Plan expense alone for FY20 is estimated at \$110,614. *Previously approved for standardization under agenda item # 2049 at Board Meeting on 3/10/2015.
PREMIER SAFETY (PREV. ARGUS-HAZCO)	\$25,000.00	Fire Rescue	Special Operations team tools and supplies, specifically air monitoring devices.
PROTECTION ONE	\$1,000.00	Public Safety Support	Alarm Monitoring at EMS, 2345 US Hwy 27, Leesburg, Florida
RESCUE SYSTEM UNLIMITED	\$16,000.00	Fire Rescue	Sole authorized distributor of specialty rescue tools for motor vehicle extraction. No planned purchases in FY2019, however, would like to keep on this list in case it is needed.
SEA TEL, INC. (PREV. TRACSTAR SYSTEMS)	\$5,000.00	Emergency Management	Satellite based communications repair and emergency service.
SECURITY 101	\$10,000.00	Public Safety Support	Proprietary, access control and security camera maintenance at Countywide radio tower sites, only vendor that can timely repair and maintain equipment on radio communications towers. (lowest cost, less travel time lowering minimum cost, and a technician in Eustis is advantageous)
SETCOM CORP.	\$45,000.00	Public Safety Support	Standardization of SetCom Intra-Vehicle Communication Systems, approved under agenda item 1271 dated 03/11/2014.
SMITHS DETECTION, INC.	\$15,000.00	Fire Rescue	Warranty extension of handheld chemical and radiation detectors. Standardized by all Central Florida Hazardous Materials Teams.

STRYKER (PHYSIO CONTROL)	\$75,000.00	EMS / Public Safety Support	Purchase of MTS Power Loads, stair chairs, stretchers, parts/accessories/repairs, and annual service agreement for stretchers, power loads, and stair chairs. (Annual Service Maintenance in October.) The Maintenance expense alone for FY20 is estimated at \$55,000.
SUB-AQUATICS INC d/b/a BREATHING AIR SYSTEMS	\$20,000.00	Fire Rescue	Authorized vendor for repairs/parts for first aid, safety equipment and maintenance per manufacturer.
SUNSHINE STATE SALES	\$5,000.00	Public Safety Support	Annual lift inspections, lift repairs and lift parts
THE MICHELSON FOUNDATION	\$25,000.00	Animal Services	Discounted microchips, includes free pet registration. BCC approval remains in effect.
TGUNDLACH RESOURCE AGENCY	\$24,000.00	Public Safety Support	Text to 9-1-1 coordination to Lake County PSAP agencies that provide 9-1-1 services throughout the region.
Tx Rx SYSTEMS	\$5,000.00	Public Safety Support	Repair and service components of the antenna system (lightning strike repair) Manufactured by TX Rx.
UNITED COLLECTION SERVICE	\$150,000.00	EMS	Approved per agenda item 7329 dated 09/25/2018.
VEEX (PREV. SUNRISE TELECOM)	\$5,000.00	Public Safety Support	Calibration of testing equipment for radios. Only vendor that can service equipment that was awarded by a grant.
VERTEKS	\$7,500.00	Public Safety Support	Firewall subscription for EMS
VORTECH	\$1,100.00	Animal Services	Manufacturer of fatal plus, a proprietary euthenasia solution
WEST NETWORK	\$5,000.00	EMS / Public Safety Support	Procurement, support, and repair of Automatic Vehicle Locator (AVL) equipment, Pepwave Peplink, and services used in all Lake County Public Safety response vehicles for closest unit response and data communications. Previously authorized by the BCC.
ZABATT	\$35,000.00	Public Safety Support	Authorized dealer; maintains and services all generac generators for 18 radio towers. Previously Approved By Bcc With Future Approval Granted To Delegated Authority.

RON RUSSO, PUBLIC SERVICES AND INFRASTRUCTURE

VENDOR	REQUESTED FY 20	OFFICE OF	DESCRIPTION OF GOODS/SERVICES
AGILENT TECHNOLOGIES	\$9,000.00	Environmental Services	Laboratory equipment metal analyzer repair and maintenance. Only authorized distributor and maintainer.
AIRGAS USA LLC	\$5,000.00	Fleet Management	Welding gasses.
AUTOMOTIVE RESOURCES	\$3,000.00	Fleet Management	Proprietary inspections and maintenance to Hetra lifts (vehicle lifts) used by Fleet Management - mfg. authorized representative
BERGKAMP, INC.	\$3,500.00	Fleet Management	Only company that is able to provide parts for the pothole patchers.
BOBCAT OF ORLANDO	\$6,000.00	Fleet Management	Proprietary, Bobcat mechanics are trained and certified to perform repair and maintenance and updates to the computer and software of Bobcat machinery.
BOBCAT OF ORLANDO	\$20,000.00	Solid Waste	Proprietary, Bobcat mechanics are trained and certified to perform repair and maintenance and updates to the computer and software of Bobcat machinery.
BREWER INTERNATIONAL	\$10,000.00	Environmental Services	Purchase of aquatic surfactants needed for herbicide applications in the field. The division has found Brewer's proprietary products to be more effective for application than the products produced by other chemical companies.
Covanta	\$15,000.00	Solid Waste	Closest and only facility in Lake County for disposal of various types of hazardous waste. Approved by CAO and Procurement 09/17/2019.
CROWN LIFT TRUCKS	\$4,000.00	Facilities Management	Repair and maintenance to forklift and pallet jacks, originally purchased by Crown Life Trucks (08-0412).
DIESEL SPECIALIST OF ORLANDO	\$4,000.00	Fleet Management	Only company that provides Fuso Repair Services in the Central Florida area.
EBSCO (Prev. Recorded Books)	\$9,000.00	Library Services	Service Extension, E-magazine platform service plan (Flipster) Subscription service
EMPIRE TIRE	\$45,000.00	Solid Waste	Disposal site for class 3 materials and tires. Closest facility that accepts tire disposal at a reduced cost, to maintain compliance with the DEP regulations. Previously approved by the Board under agenda item 7868 dated 01/15/2019.
GLOBAL TIRE RECYCLING	\$16,000.00	Solid Waste	Closest facility that accepts tire disposal at a reduced cost, to maintain compliance with the Department of Environmental Protection regulations
HACH	\$1,100.00	Environmental Services	Proprietary, original manufacturer and only authorized distributor of the laboratory instruments used to analyze landfill samples per FDEP.
HEAVY DUTY LIFT & EQUIPMENT	\$2,000.00	Fleet Management	Proprietary inspections and maintenance of other lifts used by Fleet Management - mfg. authorized representative
IDEXX	\$10,000.00	Environmental Services	Sole Manufacturer of regent media equipment used for testing potable waters.
MID FLORIDA MATERIALS	\$86,000.00	Solid Waste	Closest disposal facility of Class 3 solid waste. Previously Approved By Bcc under Agenda Item 3293 on 01/10/2017 with Future Approval Granted To Delegated Authority
MILLING TECHNOLOGIES	\$15,000.00	Fleet Management	FDOT annual inspections, maintenance, and repairs of hydraulic lift or extension boom
PSI WASTE EQUIPMENT SERVICES, INC.	\$10,000.00	Solid Waste	Closest facility to do repair and maintenance work on trash compactors and roll-off containers.
QED ENVIRONMENTAL SYSTEMS	\$1,500.00	Solid Waste	Only authorized vendor for the Calibration and annual maintenance of GEM 5000, a sole source equipment. This company is the only company that can certify the machine is calibrated, used for the monthly and quarterly landfill gas readings as required by the Florida Department of Environmental Protection.
RADWELL INTERNATIONAL	\$20,000.00	Facilities Management	Repair parts for Honeywell system, typically hard to find parts for older systems. Agenda Item #3122 dated 11/12/2008 in place to single source to Honeywell International.
SEAL ANALYTICAL INC	\$9,400.00	Environmental Services	Maintenance and technical support for AQ2 Discrete Analyzer, which is used for various analyses of materials including the required landfill monitoring samples for the Florida Department of Environmental Protection.
SEON SYSTEMS	\$4,000.00	Transit Division	Sole Source, Sole owner of the design of the transit bus on-board video surveillance equipment. Components made from Seon specifications.
SYNTECH SYSTEMS	\$5,000.00	Fleet Management	Proprietary warranty, maintenance of fuel system installed at County's four fuel sites (fuel site key readers)(mfg. representative)
WASTE MANAGEMENT (DELAND LANDFILL)	\$65,000.00	Solid Waste	Based on practical proximity factors, Deland Landfill is the closest authorized waste disposal facility to Astor, Paisley and Pine Lakes waste convenience centers. Previously approved by BCC under agenda item 7452 dated 12/04/2018.

JENNIFER BARKER, ADMINISTRATIVE SERVICES

VENDOR	REQUESTED FY 20	DIVISION	DESCRIPTION OF GOODS/SERVICES
GOVCONNECTION (GCI)	\$1,400.00	Information Technology / Enterprise Technology	Maintenance and support for HP 5900 switch. HP states the County needs to order the maintenance with the vendor we made the original purchase with.
MAXXCATT VERO	\$1,500.00	Information Technology / Communications	Search appliance, ongoing maintenance subscription
PLURALSIGHT	\$4,200.00	Information Technology / Communications	Specialized training, video subscription, request based on ease of use and complete content.
SENDGRID	\$1,600.00	Enterprise Technology	Proprietary Service, email program which allows emails to be sent from our website and weekly and monthly email newsletters. (Pcard Exception)

2. PROPRIETARY SOFTWARE EXEMPTED FROM COMPETITION PER PURCHASING MANUAL

JOHN MOLEND, PUBLIC SAFETY AND DEVELOPMENT SERVICES

VENDOR	REQUESTED FY 20	OFFICE OF	DESCRIPTION OF GOODS/SERVICES
ACTIVE 911, INC.	\$3,000.00	Public Safety Support, EMS and Fire Rescue	Active 911 Subscription and renewals
BIDDLE CONSULTING GROUP	\$2,000.00	Public Safety Support	Critical Testing Software
CITRIX - NLI Sharefilet	\$20,000.00	Public Safety Support	Proprietary, Encryption of patient records to avoid HIPAA violation
DLT SOLUTIONS	\$1,300.00	Public Safety Support	Proprietary, Solarwinds network configuration manager annual maintenance agreement renewal, on GSA Schedule
EMERGENCY REPORTING	\$7,000.00	Fire Rescue	Proprietary, Emergency Reporting Software Fire and EMS package, Subscription Service, Interfaces with Dispatch Equipment/Programs as necessary
EMS TECHNOLOGY SOLUTIONS, LLC	\$30,000.00	EMS	Proprietary, Operative IQ, Agendaitem 6924 dated 08/07/2018 and 8106 dated 03/12/19.
ESO SCHEDULER	\$12,000.00	EMS	Continuity of service for timekeeping/payroll submission until RFP completed for procurement of County-wide scheduling software
ESRI	\$5,000.00	Public Safety Support	GIS Software (ArcMaps) Agenda item 6924 dated 08/07/2018
FIRSTWATCH	\$35,000.00	EMS	FirstWatch Resource Planner (was Zoll's RescueNet Planner Software), Real Time early event detection system. Agenda item 6924 dated 08/07/2018
JUVARE (PREV. ESI ACQUISITION)	\$7,000.00	Emergency Mangement	WEBEOC software, interlocal agreement with Seminole County for use of software
KRONOS	\$3,000.00	Fire Rescue	Proprietary, Telestaff Software
LYTX	\$20,000.00	EMS	Drive Cam for ambulances, records before and after an event to prove fault
MEDICAL PRIORITY CONSULTANTS (Priority	\$28,000.00	Public Safety Support	Proprietary, Priority Dispatch, ProQA / AQUA License renewal, service and support. Agenda item 6924 dated 08/07/2018
NOTEPAGE	\$1,500.00	Public Safety Support	CAD interfaces (paging 9-1-1/Telephony)
PRIORITY DISPATCH (Replaces Zoll)	\$30,610.00	Public Safety Support	Proprietary, new CAD (Computer Aided Dispatch). Agenda item 6924 dated 08/07/2018
SECURITY 101	\$10,000.00	Public Safety Support	Proprietary, Access control and security camera maintenance at Countywide radio tower
SMARTSHEET	\$5,000.00	Public Safety Support	Software Programming used to interact with municipalities addressing requests, track project
SOFTWARE ONE	\$2,000.00	Public Safety Support	Annual renewal for the Umbrella Professional, Umbrella Cloud, and Umbrella Basic
SOLARWINDS	\$7,274.00	EMS	Network configuration manager annual maintenance agreement
STIMULUS SOFTWARE	\$1,200.00	Public Safety Support	Software subscription, annual renewal for Mail ArchiveSupport
TABLEAU	\$7,200.00	EMS	Annual maintenance renewals for server, Web Client interactor (40) and Desktop - Professional
TARGETSOLUTIONS	\$37,000.00	EMS	Online training Management Solution. Agenda item 6924 dated 08/07/2018
TARGETSOLUTIONS	\$20,000.00	Fire Rescue	Proprietary, Online training and risk management program software
UILA	\$8,000.00	Public Safety Support	Virtualization Performance Monitoring - UILA AAIPM Software Annual Subscription License for 1 physical CPU
VERTEKS CONSULTING	\$10,000.00	Public Safety Support	WatchGuard Basic Security Suite - Subscription license renewal
VETROL AIR	\$3,500.00	Building Services	Maintenance of Vetrol AIRS (Automated Inspection Request Software). Manages communication between customers and CD Plus utilizing the telephone system.
WAYSTAR/ZIRMED	\$24,000.00	EMS	Billing - Eligibility, skip tracing, etc. should decrease as we phase out old company
WEBROOT	\$5,000.00	EMS	Software firewall protection
WEST NETWORK	\$7,000.00	Public Safety Support	Technical support for fusion/linking/interfacing of Automatic Vehicle Locator (AVL) equipment, Pepwave Peplink, and services used in all Lake County Public Safety response vehicles for closest unit response with County systems.

RON RUSSO, PUBLIC SERVICES AND INFRASTRUCTURE

VENDOR	REQUESTED FY 20	OFFICE OF	DESCRIPTION OF GOODS/SERVICES
A TO Z DATABASES	\$14,310.00	Library Services	Annual renewal for online databases
CARTEGRAPH SYSTEMS	\$45,900.00	Public Works Road Operations	Proprietary, Cartegraph annual maintenance., Previously approved by BCC, with future approval granted to County Manager
CUMMINS POWER SOUTH	\$2,000.00	Facilities Management	Proprietary programming of generator software system
CUMMINS POWER SOUTH	\$2,000.00	Fleet Management	Proprietary programming of generator software system
DATASPEC, INC.	\$1,800.00	Housing and Human Services	VetraSpec, veteran data management solution (online software utilized by the State of Florida)
DEMCO (EVANCED)	\$6,000.00	Library Services	Annual renewal for Online Calendar and Registration System for library patrons
DLT SOLUTIONS	\$10,000.00	Public Works Engineering	Proprietary, Autodesk, Vehicle Tracking subscription
DLT SOLUTIONS	\$8,400.00	Public Works Engineering	Proprietary, AutoCAD Architecture Engineering Suite subscription for 8 users
DLT SOLUTIONS	\$2,100.00	Public Works Right of Way	Proprietary, Autodesk, Infrastrucure Design Suite Standard, annual subscription / 2 users
EBSCO	\$9,000.00	Library Services	Provides emagazines for patrons to read on their desktops or mobile devices.
EBSCO (LEARNING EXPRESS)	\$16,000.00	Library Services	Annual renewal for job and career accelerator 5.0 and learning express library 3.0 (Learning Express)
EQUIVANT (PREV. COURTVIEW JUSTICE	\$11,000.00	County Probation Division	Probation case management system, amount includes addition of upgrade to software, proposed start FY 2018. (utilized by the Lake County Clerk of Court)
HAPPY SOFTWARE	\$15,255.00	Housing and Human Services	Proprietary software maintenance/support, additional modules
JOHNSON CONTROLS	\$4,000.00	Facilities Management	Proprietary programming, software for fire alarm system installed at County Admin Building. (Previously SimplexGrinnel)
MITCHELL 1	\$6,000.00	Fleet Management	Proprietary (Web Based Repair Information)
NORATEK	\$3,000.00	Parks and Trails	Maintenance and safety mobile inspection management system, three (3) licenses
ORANGEBOY, INC.	\$6,200.00	Library Services	Savannah Software Subscription
PRONUNCIATOR	\$7,345.00	Library Services	Online language learning platform
PROQUEST	\$13,500.00	Library Services	Annual renewal for ancestry and heritage quest database
RON TURLEY ASSOCIATES	\$15,000.00	Fleet Management	Proprietary software, programming and supplies for Fleet Management software/hardware used in its operations

SIEMENS INDUSTRY	\$5,000.00	Facilities Management	Proprietary vendor to provide software and programming for the alarm system installed at the County's new Courthouse.
SOUTHEASTERN SURVEY	\$2,600.00	Public Works Environmental Services	Software Maintenance & Technical Support Services of the Flood Mapping System

JENNIFER BAKER, ADMINISTRATIVE SERVICES

VENDOR	REQUESTED FY 20	OFFICE OF	DESCRIPTION OF GOODS/SERVICES
ARCHIVESOCIAL, INC.	\$2,000.00	Communications	Social medial archiving
TELARUS (Prev. Telarus Connections)	\$4,500.00	Communications	County-wide Call Tracking System. Per Sunshine Law, also controls intranet's telephone directory.
NETIKUS	\$1,500.00	Information Technology	Consolidate IT Logs into a central location
MELTWATER	\$6,300.00	Information Technology / Communication	Proprietary cloud subscription, monitors County's social media (twitter, facebook, etc.).
TEAMVIEWER	\$2,000.00	Information Technology	Remote Services on pc's
WRIKE	\$4,000.00	Communications	Marketing Workflow Services
BLUEBEAM REVU	\$1,500.00	Building Services	Proprietary. Software to review building plans.
PATCHMYPC	\$1,600.00	Information Technology	Proprietary. Software to patch workstations.
VEEAM	\$10,000.00	Information Technology	Proprietary. Backup software

BRANDON MATULKA, AGENCY FOR ECONOMIC PROSPERITY

VENDOR	REQUESTED FY 20	Division / Office of	DESCRIPTION OF GOODS/SERVICES
IMPLAN	\$5,100.00	Economic Prosperity	Economic impact modeling software

MULTIPLE DEPARTMENTS

VENDOR	REQUESTED FY 20	Division / Office of	DESCRIPTION OF GOODS/SERVICES
BIS DIGITAL	\$1,200.00	Multiple	Software to allow Clerk to record agenda notes
CIVIC PLUS	\$10,000.00	Multiple	Agenda system and streaming of Board meetings
LOGMEIN (Last Pass)	\$1,100.00	Multiple	Password Management
CDW	\$2,500.00		Smartnet
CDW	\$10,000.00	Multiple	Adobe Creative Cloud and Acrobat DC Subscription

MEMORANDUM

PROCUREMENT SERVICES
315 W. Main Street, Room 441
Tavares, FL 32778



LAKE COUNTY
FLORIDA

P: 352.343.9839
F: 352.343.9473
www.lakecountyfl.gov

To: David Heath, County Manager
Through: Stephen Koontz, Fiscal and Administrative Services *SK*
From: Barnett Schwartzman, Procurement Services
Date: July 28, 2016
Subject: Limited Competition, Solid Waste, Bobcat of Orlando

PROCUREMENT PROCEDURES FOR LIMITED COMPETITION ACQUISITIONS (SECTION 15 OF THE PURCHASING PROCEDURE MANUAL) REQUIRES PRIOR COUNTY MANAGER APPROVAL FOR PURCHASES IN EXCESS OF \$1,000 AND UNDER \$25,000.00 FOR WHICH THE STIPULATED FULL AND OPEN COMPETITIVE PROCESS IS WAIVED.

Attached is a request from the Solid Waste Division to contract with Bobcat of Orlando for service, maintenance, and parts for its Bobcat steer loader.

As described in the attached memo, Solid Waste owns one Bobcat machine, which is used for various tasks. The machine was originally purchased from Bobcat of Orlando. Due to proprietary software in the machine, a Bobcat dealer is required to perform programming updates. Bobcat mechanics are specifically trained and certified to perform repair and maintenance and updates to the computer and software. The authorized dealer for our area is Bobcat of Orlando, as explained in the attached vendor letter. FY 2016 expenditure is approximately \$3,000 for current repairs; and not to exceed \$10,000 for future repairs through FY 2018.

Procurement Services concurs in the recommendation based on the proprietary nature of the requirement.

Approved:
David Heath
David Heath, County Manager

MR KOONTZ ✓
MR HEATH

LIMITED WMP REQUEST FOR
PROPRIETARY REPAIR TO
A BOBCAT LOADER.

B SCHWARTZMAN
2 JUL 16

Villinis, Donna

From: Wise, Jimmy
Sent: Wednesday, July 27, 2016 3:36 PM
To: Schwartzman, Barnett; Villinis, Donna
Cc: Bentzen, Danielle
Subject: Sole source for Bobcat
Attachments: Bobcat Maintenance Memo 7-27-16.doc.pdf; Bobcat Sole Source Letter 7-27-16.pdf

Hi Barnett,

Please find attached a request for Bobcat of Orlando to be a sole source for repair and maintenance of our Bobcat brand piece of equipment. The expected fy impact would be \$3,000 for this year and \$3,000 to \$10,000 for future years.

Our Bobcat is currently at the dealer with the approval of Fleet. We got an estimate of just under \$2,900 for the work that needed to be done. The dealer went ahead and did the work without receiving the approval from the County. I did not mention this in the request. If you need the chain of emails concerning this I will forward them to you, let me know. Thank you all for your efforts.

Jimmy Wise, Superintendent
Lake County Solid Waste Department
Lake County Central Landfill
PH: 352-343-3776
Cel: 352-308-2476

MEMORANDUM

SOLID WASTE

A division of the Public Works Department
13130 County Landfill Road
Tavares, Florida 32778-7800

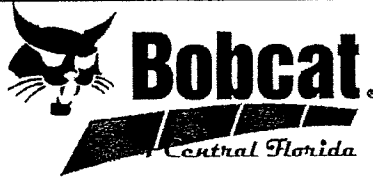


LAKE COUNTY
FLORIDA

P: 352.343.3776
F: 352.253.1690
www.lakecountyfl.gov

To: Barnett Schwartzman, Procurement Manager
From: Jimmy Wise, Solid Waste Superintendent *JW*
Date: July 27, 2016
Subject: Limited Comp Request for Bobcat Equipment

The Solid Waste Division of the Public Works Department has one piece of Bobcat brand equipment. This equipment is used for various tasks in the Solid Waste Facilities and was purchased from Bobcat of Orlando. In the past Bobcat of Orlando has performed repair and maintenance work on this equipment and this work was out-sourced by the County Fleet Department because of computer programming that Bobcat uses. Bobcat of Orlando mechanics are specifically trained and certified to perform repair and maintenance and to update the computer and software programs required for this equipment that other mechanics do not have. For these reasons they are the only qualified vendor able to provide the maintenance and technical service that we require. I recommend they be designated as a sole source dealer to work on this equipment.



RE: Sole Source Letter from Bobcat Parts and Service support in Central Florida

To Whom It May Concern:

Bobcat of Orlando, Inc. is the sole source of Bobcat Equipment, Bobcat OEM parts and Bobcat Factory certified technicians in the Central Florida area.

As the authorized Bobcat dealer by Bobcat Company of North America we provide exclusive product support to the regions that encompass the Central Florida region. These regions are made up from a geographical representation of the vicinities including but not limited to the Daytona Beach south to the Palm Bay areas. They continue across the state to areas north of Tampa and south of Sarasota.

Bobcat of Orlando is proud to serve the needs of Osceola County with respect to Bobcat Equipment Sales, Service or Parts. You may visit us through one of the following methods:

Website: <http://www.cfbobcat.com>
Phone: 407-273-7383 or 800-899-7383
Fax: 407-658-1071
Mail: 7410 E Colonial Dr.
Orlando, Fl. 32807

Please do not hesitate to call on us for all of your Bobcat Product needs.

Thank you,

Mark Brown
Service Manager