

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20020583

1. REQUESTED MOTION:

ACTION REQUESTED: Approve Bid Waiver # W-020513 to waive the formal quotation procedure and allow the Lee County Division of Public Safety to purchase the Positron 120-button line module upgrade from Sprint Public Safety, this equipment is an upgrade that will provide lines to answer calls, transfer calls and speed dial other emergency agencies quickly with a single button procedure. The request is for funds from the 9-1-1 User Fee not to exceed \$88,000.00. A bid waiver has been requested, as Sprint Public Safety is a sole source vendor for the 9-1-1 equipment. Funding will come from the individual departments budget and they will be responsible for monitoring their own expenditures.

WHY ACTION IS NECESSARY: According to Section 9.4.1 of the Lee County Purchasing and Payment Procedures Manual, approved by the Board on 3/21/00, purchases over the \$50,000.00 must be approved by the Board.

WHAT ACTION ACCOMPLISHES: Increases the capability of accessing more lines with greater transfer capability by upgrading to the 120-line module.

2. DEPARTMENTAL CATEGORY:
COMMISSION DISTRICT #

A7B

3. MEETING DATE:

6-11-02

4. AGENDA:

- CONSENT ADMINISTRATIVE APPEALS
- PUBLIC WALK ON
- TIME REQUIRED:

5. REQUIREMENT/PURPOSE:
(Specify)

- STATUTE
- ORDINANCE
- ADMIN. AC-4-1
- CODE
- OTHER

6. REQUESTOR OF INFORMATION:

- A. COMMISSIONER
- B. DEPARTMENT
- C. DIVISION PUBLIC SAFETY

BY: JOHN WILSON *JW*

7. BACKGROUND: On May 7, 2002 the Lee County Purchasing Services received a request from the Division of Public Safety to request Board approval for Bid Waiver # W-020513 for the purchase of the Positron 120-button line module upgrade from Sprint Public Safety.

The current telephone system at the Sheriffs Office purchased in 1995 handles 60 lines for incoming and Transferring emergency calls. As the 9-1-1 call load has increased, the demand to be able to process calls
(Continued on next page)

8. MANAGEMENT RECOMMENDATIONS:

9. RECOMMENDED APPROVAL:

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services			G County Manager
<i>JW</i> <i>5/29/02</i>	<i>Janet Sheehan</i> <i>5-30-02</i> <i>CS</i> <i>5/20-02</i>	N/A		<i>Andrew</i> <i>5/30/02</i>	OA <i>5/30/02</i>	QM <i>5/30/02</i>	Risk <i>5/31/02</i>	GC <i>5/30/02</i>

10. COMMISSION ACTION:

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty
Date: *5/29/02*
Time: *3:00pm*
Forwarded To:
ADMIN
5/30/02 11:00AM

5/30 11:00 PM
COUNTY ADMIN.
FORWARDED TO:
5/30 5:00

(Background continued on page two)

requires the need for access to more lines with greater transfer capability. The upgrade to the 120-button line module will meet this need.

Account String: KF5290115200.506410

Attachments: (1) Division Request for a Bid Waiver
(2) Sprint Quote
(3) Sole source letter from Sprint

ATTACHMENT

LEE COUNTY DIVISION OF PUBLIC SAFETY E 9-1-1 PROGRAM

02 MAY -7 AM 10:47

MEMORANDUM

TO: JANET SHEEHAN, PURCHASING DIRECTOR
FROM: MATT RECHKEMMER, E-911 PROGRAM MANAGER
SUBJECT: BLUE SHEET REQUEST FOR 911 EQUIPMENT:
SPRINT 9-1-1 PHONE UPGRADE
DATE: MAY 2, 2002
CC: JOHN WILSON, PUBLIC SAFETY DIRECTOR
CHRIS JEFFCOAT, PURCHASING

Matt

The purpose of this memo is to request your assistance to submit a Blue Sheet to the Board of County Commissioners for the purchase of 911 equipment for POSITRON 120-button line module upgrade from Sprint, Florida.

Brief description of the equipment as follows: Positron is the manufacturer of 9-1-1 equipment which is provided by Sprint, Florida. The line modules come in 30 button increments. The lines can be used to answer calls, transfer calls and speed dial other emergency agencies quickly with a single button procedure. This system has built-in speed, redundancy and capabilities beyond that of any normal telephone equipment.

ACTION REQUESTED: To approve an upgrade of the existing 9-1-1 telephone equipment at the Lee County Sheriffs Office. The request is for funds from the 9-1-1 User Fee not to exceed \$88,000.

WHY ACTION IS NECESSARY: The request is for approval of funds over \$50,000 from the 9-1-1 Program operating budget which requires Board authorization.

WHAT ACTION ACCOMPLISHES: This purchase is for an upgrade from 60 lines to 120 line modules which will provide the capability to handle more emergency calls both on land line and cellular and with the added capability to quickly transfer or connect the caller to the appropriate agency by using a single button functionality.

BACKGROUND: The Lee County 911 Program is responsible for the maintenance and operation of the 9-1-1 system and equipment throughout Lee County. The 9-1-1 User Fee is collected from all telephone users in Lee County and the funds are used in accordance with the rules and regulations of the 911 State Plan *fs 365.171*.

The current telephone system at the Sheriffs Office was purchased by the Lee County 9-1-1 Program in 1995 and handles 60 lines for incoming and transferring emergency calls. As the 9-1-1

call load has increased, the demand to be able to process the call requires the need for access to more lines with greater transfer capability. The upgrade to the 120-line module will meet this need.

This project was budgeted for from the Lee County 9-1-1 operating fund.

KF5290115200.506410 - E911 Program Operating Budget

KF - Independent Dept/Public Safety

52901 - E911 Program

506410 - F/E object code

I hope this information is sufficient to your needs to move forward with these purchases. If you need anything further, please do not hesitate to call me at 335-1608. As always, we greatly appreciate the guidance and assistance of the Purchasing Division.

KF5290115200 506410 F/E

I Page 1

ATTACHMENT 2 January 23, 2002**Sprint Public Safety**

Stephen Fullerton, Account Executive
 Sprint Public Safety
 PO Box 165000
 Altamonte Springs, Florida, 32751
 Mailstop FLMTDD0402

Matt Rechkemmer
 911 Coordinator
 Lee County
 14752 Six Mile Cypress
 Ft. Myers, Florida, 33912

Dear Matt,

Here is a line item breakdown. As I stated earlier, we get the bigger discounts on new products or system installs. I think the pricing is inline with last years pricing and still under retail list. I called Dale and he used 2001 price guidelines since Positron had not posted 2002 prices to us yet. The total discount off list is around 5%.

By the way, we are getting an extra discount from Positron on Simons right now, so they are coming in cheaper than Power Lite. Some of your smaller sites like Sanibel might be a good fit.

Lee County SO PSAP Upgrade to 120 Buttons

Under this solution, Sprint would upgrade all non-display positions to include an EL display with a 30-button line module. All 16 positions would then receive two additional 30-button line modules. 16 new line lamp concentrators would also need to be installed in the LL100.

Positrons 120 button Upgrade Solution Price: **\$87,592.65**

Solution price includes all equipment, installation and any required programming. Quote assumes that the customer will provide for all environmental considerations.

Required Equipment**Lee County - Upgrade all Positions to 120 Buttons**

<u>Description</u>	<u>Qty</u>	<u>Sales Price</u>
<u>IAP Workstation</u>		
EL-Display, Panel Mount with 30 Button Line Module	6	\$18,053.40
Line Module, Panel Mount - 30 Buttons	32	\$36,066.86

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January 23, 2002

Line/Lamp Concentrator	16	\$25,157.35
Cable - AMPED F-X C25X 25'	48	\$407.63
		\$79,685.24

The remaining \$7,907.41 is for installation, programming, testing, shipping and misc. materials related to the proposed job.

Enclosure 2



Stephen Fullerton
Account Executive
O:407-661-0027
F:407-661-0094
M:321-297-4651

Sprint Public Safety
151 Southhall Lane
Maitland FL 32751
Direct Mail to:
PO Box 165000
Altamonte Springs FL 32716-5000
Mailstop: FLMTDD0402-4057

Chris Jeffcoat
Lee County Purchasing Department
2440 Thompson Street
Ft. Myers, FL 33901

Dear Chris Jeffcoat,

In response to your request referencing sole source, Sprint's statement is as follows:

Sprint is the only active distributor currently marketing and servicing Positron equipment in the Fort Myers, Florida area that can economically add and provide 24X7X365 support of the proposed upgrade to the existing Positron Phrend System to the Positron Lifeline 100 IAP Plus E911 Controller. Sprint would be the sole source provider for the installation and maintenance of the upgraded system. Sprint is currently maintaining all of the E911 PSAP's in Lee County that are currently equipped with Positron Lifeline 100's.

Positron Public Safety Systems is a global leader in end-to-end communications solutions for emergency call-handling and dispatching. Sprint has been a major distributor of the Positron product platform for more than 10 year throughout the United States. The Lifeline 100 is Positron's call-taking product, engineered to deliver the most comprehensive set of 9-1-1 call handling functionality to public safety agencies. It provides an advanced feature-set that includes sophisticated line handling capabilities, telephony functionality as well as the ability to manage multiple E911 lines. Positron's growing computer-telephony product family also includes Power 911, Power CAD, Power Map, Power MIS, Power Radio, Power Mobile and Power RMS.

Thank you for the opportunity to be of service and if I may be of any further assistance please feel free to call me at 252-641-3259.

Sincerely,

Stephen P. Fullerton
Account Executive
Sprint Public Safety



We help your business do more business™