

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

**Blue Sheet No. 20061314**

**1. ACTION REQUESTED/PURPOSE:** Approve Bid Waiver # W-070005 to waive the formal quotation procedure, and allow ITG – Telecom to purchase telephone switch maintenance for Fiscal Years 2007 and 2008 from Siemens at a total price of \$225,513.88 (\$112,756.94 per Fiscal Year). A waiver has been requested because Siemens as the original manufacturer of these switches is the sole source for their maintenance.

**2. WHAT ACTION ACCOMPLISHES:** Allows ITG – Telecom to properly maintain telephone switches located throughout the County.

**3. MANAGEMENT RECOMMENDATION:** Approve as stated.

<b>4. Departmental Category:</b> <u>AGA</u>		<b>5. Meeting Date:</b> <u>10-24-06</u>
<b>6. Agenda:</b> <input type="checkbox"/> Consent <input checked="" type="checkbox"/> Administrative <input type="checkbox"/> Appeals <input type="checkbox"/> Public <input type="checkbox"/> Walk-On	<b>7. Requirement/Purpose: (specify)</b>	
	<input type="checkbox"/> Statute	
	<input type="checkbox"/> Ordinance	
	<input checked="" type="checkbox"/> Admin. Code	<u>AC-4-1</u>
	<input type="checkbox"/> Other	
		<b>8. Request Initiated:</b> Commissioner _____ Department _____ Division <u>ITG</u> By: <u>Jim Desjarlais, Director</u>

**9. Background:** On September 26, 2006, the Division of Purchasing received a request from ITG - Telecom to waive the formal quotation procedure to allow for the purchase of telephone switch maintenance for Fiscal Years 2007 and 2008 from Siemens.

Funds are available: KC5133051500.504630

**ATTACHMENTS:**

- (1) Request for Bid Waiver
- (2) Justification for Waiver Purchase
- (3) Siemens Sole Source Verification Letter/Maintenance Quote

**10. Review for Scheduling:**

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services				County Manager/P.W. Director
					Analyst	Risk	Grants	Aggr.	
<i>Jim Desjarlais</i> 10/9/06	<i>Janet Stecher</i> 10.3.06	N/A	N/A	<i>[Signature]</i> 10/9/06	<i>RK</i> 10/9	<i>[Signature]</i> 10/9/06	<i>[Signature]</i> 10/9/06	<i>[Signature]</i> 10/9/06	<i>[Signature]</i>

**11. Commission Action:**

- Approved
- Deferred
- Denied
- Other

RECEIVED BY  
 COUNTY ADMIN:  
 10/9/06 11:55 am  
 COUNTY ADMIN  
 FORWARDED TO: *[Signature]*  
 10/11/06  
 4:30 pm

REC'D  
 by CO. ATTY.  
 10/9/06  
 7:00 AM  
 CO. ATTY.  
 FORWARDED TO:  
 10/9/06  
 10:30 am



**Lee  
County**

**ATTACHMENT #1  
ITG**

Information Technology Group-Telecom

3434 Hancock Bridge Pkwy, Ste 306, N. Ft Myers, Fl 33903  
OFC 239-533-7373, FAX 239-533-7375

Lee County Purchasing  
Attn: Janet Sheehan, Purchasing Director  
1825 Hendry St  
Ft Myers, Fl 33901

September 26, 2006

Re: Blue Sheet for Siemens Yearly Maintenance

This letter will serve as the official request for Lee County Purchasing to prepare a Blue Sheet for Siemens maintenance contracts for a two year period covering Fiscal years 2006/2007 and 2007/2008 totaling \$225,513.88 (\$112,756.94 per Fiscal Year). These contracts cover our telephone switches currently located at Lee County Justice Center, Lee County Administration Building, Lee County Community Development & Public Works Building, Lee County Emergency Operations Center & Lee County Parks & Recreation located at Terry Park in Ft Myers.

We need these contracts to keep our telephone switches properly maintained since Siemens is the manufacturer and the sole source that is needed to maintain these switches. Please set up under our account string KC5133051500.504630.

Sincerely,

Mark Fuhrman  
Director, Client Services – Telecommunications  
Lee County Information Technology Group  
Office (239) 533-7373  
Fax (239) 533-7381

.cc

Jim Desjarlais  
Lee County Information Technology Director

Clint Dean  
ITG Program Manager

# ATTACHMENT #2

APPROVED: 7/9/02

## JUSTIFICATION FOR SOLE SOURCE AND/OR WAIVER PURCHASE

REQUISITION NUMBER \_\_\_\_\_ DATE 09-26-06

DEPARTMENT LEE COUNTY ITG BUSINESS UNIT KC5133051500.504630

SUGGESTED VENDOR

SIEMENS

ITEM DESCRIPTION AND REASON FOR SOLE SOURCE AND/OR WAIVER:  
(MAY ALSO BE ATTACHED AS A MEMO)

SEE ATTACHED MEMO

TECHNICAL CHARACTERISTICS:

REASON FOR REQUESTING SOLE SOURCE:

ITEM MUST MATCH EXISTING EQUIPMENT, WHICH IS:

ITEM IS A REPAIR PART FOR EXISTING EQUIPMENT, WHICH IS:

ITEM IS TO BE ATTACHED TO EXISTING ITEM, WHICH IS:

OTHER  
SERVICE MAINTENANCE ONLY AVAILABLE THROUGH SIEMENS.

Revision Date:

( ) TECHNICAL CHARACTERISTICS OF REQUESTED ITEM ARE ESSENTIAL TO OUR NEEDS  
BECAUSE:

\_\_\_\_\_

( ) NO OTHER MANUFACTURER OF THIS TYPE OF PRODUCT EXISTS

( ) OTHER MANUFACTURERS OF THIS TYPE OF PRODUCT DO NOT MEET OUR MINIMUM  
REQUIREMENTS:

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

( ) OTHER \_\_\_\_\_

MUST PERFORM PRICE OR COST ANALYSIS OR ATTACH NEGOTIATED PRICE QUOTE  
FROM VENDOR; LETTER FROM MANUFACTURER STATING SOLE SOURCE.

A) PRICE ANALYSIS PERFORMED

BASED ON:

SEE ATTACHED LETTER FROM SIEMENS

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Revision Date:

B) COST ANALYSIS PERFORMED:

BASED ON:

---



---



---



---



---



---



---

*X Mark Palermo*  
 \_\_\_\_\_  
 SIGNATURE AND TITLE OF REQUESTER

I, *Robert D. Franceschini*, AUTHORIZED BUYER,  
 CONCLUDE THE FOLLOWING:

SOLE SOURCE JUSTIFICATION IS ADEQUATE AND PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.

SOLE SOURCE JUSTIFICATION IS INADEQUATE AND REQUISITION IS RETURNED TO DEPARTMENT.

DUE TO TIME RESTRAINTS PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.

COMPETITIVE/NON-COMPETITIVE BID WAIVER APPROVED.

*on-going maintenance*  
*[Signature]*

*Robert D. Franceschini* 10-3-06  
 BUYER

*Joseph H. Sheehan* 10.3.06  
 PURCHASING DIRECTOR

September 19, 2006

Lee County ITG  
Attn: Kelly Ridenour  
Manager, Client Services  
3434 Hancock Bridge Parkway  
Fort Myers, FL 33903-7094

Dear Ms. Ridenour,

I would like to thank you for your renewed interest in Siemens Communications, Inc. ("Siemens") as your maintenance service provider. As you know, Siemens is a direct manufacturer of Siemens Products, and a direct distributor of Siemens' offered Products and Services. Siemens also utilizes certain authorized third party distributors to market Siemens offered Products and Services. Siemens also utilizes certain authorized third-party distributors to market Siemens offered Products and Services. Siemens' maintenance service offerings provide our customers with a broad range of choice to best meet their individual maintenance service requirements. Included in Siemens' maintenance offerings, and provided directly and solely by Siemens, is Siemens' ability to perform remote diagnostics and, in certain circumstances, corrective maintenance on Siemens Products through Siemens' Customer Support Center (SCSC). The SCSC is operational and available to you 24 hours a day, 7 days a week.

I would like to take this opportunity to thank you for the business you have conducted with Siemens in the past, and to let you know we look forward to the opportunity to continue to serve you in the future.

If you have any questions, or if I can be of any assistance to you, please do not hesitate to give me a call.

Sincerely,



Kevin Castora  
Southeast Region Business Administration Manager  
813-282-2827

## Siemens Enterprise Networks

A division of  
Siemens Information and  
Communication Networks, Inc.

5429 Beaumont Center Boulevard  
Suite 850  
Tampa, FL 33634

Tel: (813) 282-2800  
Fax: (813) 282-2806

[www.siemensenterprise.com](http://www.siemensenterprise.com)

**MAINTENANCE CONTRACT**

CONTRACT INFORMATION:

CONTRACT NO: 40058085  
COVERAGE PERIOD: 10/01/2006 - 09/30/2007  
POLICY NO:

CUSTOMER INFORMATION:

SOLD-TO: 7762027  
CUST PO: 4800912  
BILL TO: LEE COUNTY  
MARY HARDER  
3434 HANCOCK BRIDGE PKWY

SOLD-TO NAME  
7762027 LEE COUNTY

CITY STATE  
FORT MYERS FL

EXTENDED TOTAL

CONTRACT SUBTOTAL: 92,511.22  
LESS CONTRACT ADJUSTMENTS:  
CONTRACT TOTAL BEFORE TAX: 92,511.22  
TOTAL TAXES:  
CONTRACT TOTAL AFTER TAX: 92,511.22

# SIEMENS

Enterprise Networks

A Division of Siemens Information & Communication Networks, Inc.

## MAINTENANCE CONTRACT

### CONTRACT INFORMATION:

CONTRACT NO: 40058085  
POLICY NO:

### CUSTOMER INFORMATION:

INSTALLED SITE: 7762027  
CUST PO:  
SITE: LEE COUNTY  
1700 MONROE ST  
FORT MYERS

SERVICE WINDOW: 85E  
RESP PROFILE: 85 4hr Maj 24hr Min  
PLAN TYPE: Basic  
BILLING PLAN: Quarterly Billing Plan  
SERVICE OPTIONS:

COVERAGE PERIOD: 10/01/2006 - 09/30/2007

<u>LINE</u>	<u>PART</u>	<u>SERIAL NO</u>	<u>DESCRIPTION</u>	<u>QTY</u>	<u>ANNUAL PRICE</u>	<u>PRO RATED PRICE</u>
1000	SVCCS		Svc Plan for CS CBX PHML CallCente	1		
1010	SCAT033		Svc Prc for 9751 Switching	1	80,032.44	80,032.44
1100	SCAT043		Svc Prc for PHML KL/NOVA	1	10,955.40	10,955.40
1120	SCAT061		Svc Prc for ACD	1	364.80	364.80
1140	SCAT150		Svc Prc for NonSiemens Prod	1	1,158.58	1,158.58
CONTRACT SUBTOTAL:					92,511.22	92,511.22
LESS CONTRACT ADJUSTMENTS:						
SITE TOTAL BEFORE TAX:					92,511.22	92,511.22
SITE TOTAL AFTER TAX:						<u>92,511.22</u>

**SIEMENS**

Enterprise Networks

A Division of Siemens Information & Communication Networks, Inc.

**MAINTENANCE CONTRACT**

CONTRACT INFORMATION:

CONTRACT NO: 40061091  
COVERAGE PERIOD: 10/01/2006 - 09/30/2007  
POLICY NO:

CUSTOMER INFORMATION:

SOLD-TO: 7719795  
CUST PO: 4800912  
BILL TO: LEE COUNTY  
MARY HARDER  
3434 HANCOCK BRIDGE PKWY

SOLD-TO NAME  
7719795 LEE COUNTY

CITY STATE  
FORT MYERS FL

EXTENDED TOTAL

CONTRACT SUBTOTAL: 12,631.72

LESS CONTRACT ADJUSTMENTS:

CONTRACT TOTAL BEFORE TAX: 12,631.72

TOTAL TAXES:

CONTRACT TOTAL AFTER TAX: 12,631.72

# SIEMENS

Enterprise Networks

A Division of Siemens Information & Communication Networks, Inc.

## MAINTENANCE CONTRACT

CONTRACT INFORMATION:

CONTRACT NO: 40061091  
POLICY NO:

CUSTOMER INFORMATION:

INSTALLED SITE: 7719795  
CUST PO:  
SITE: LEE COUNTY  
2665 ORTIZ ST  
FORT MYERS

SERVICE WINDOW: 85E  
RESP PROFILE: 85 4hr Maj 24hr Min  
PLAN TYPE: Basic  
BILLING PLAN: Quarterly Billing Plan  
SERVICE OPTIONS:  
Analog Cust. Responsibility  
Digital Mail-In

COVERAGE PERIOD: 10/01/2006 - 09/30/2007

<u>LINE</u>	<u>PART</u>	<u>SERIAL NO</u>	<u>DESCRIPTION</u>	<u>QTY</u>	<u>ANNUAL PRICE</u>	<u>PRO RATED PRICE</u>
10	SVCCS		Svc Plan for CS CBX PHML CallCente	1		
110	SCAT031		Svc Prc for Hicom 80 HiPath 4500	1	12,181.12	12,181.12
210	SCAT150		Peripherals	1	450.60	450.60
CONTRACT SUBTOTAL:					12,631.72	12,631.72
LESS CONTRACT ADJUSTMENTS:						
SITE TOTAL BEFORE TAX:					12,631.72	12,631.72
SITE TOTAL AFTER TAX:						<u>12,631.72</u>

# SIEMENS

Enterprise Networks

A Division of Siemens Information & Communication Networks, Inc.

## MAINTENANCE CONTRACT

CONTRACT INFORMATION:

CONTRACT NO: 40061095  
COVERAGE PERIOD: 10/01/2006 - 09/30/2007  
POLICY NO:

CUSTOMER INFORMATION:

SOLD-TO: 7774816  
CUST PO:  
BILL TO: 4800912  
LEE COUNTY  
MARY HARDER  
3434 HANCOCK BRIDGE PKWY

<u>SOLD-TO</u>	<u>NAME</u>	<u>CITY</u>	<u>STATE</u>	<u>EXTENDED TOTAL</u>
7774816	LEE COUNTY	FORT MYERS	FL	

CONTRACT SUBTOTAL:	7,614.00
LESS CONTRACT ADJUSTMENTS:	
CONTRACT TOTAL BEFORE TAX:	7,614.00
TOTAL TAXES:	
CONTRACT TOTAL AFTER TAX:	<u>7,614.00</u>

# SIEMENS

Enterprise Networks

A Division of Siemens Information & Communication Networks, Inc.

## MAINTENANCE CONTRACT

### CONTRACT INFORMATION:

CONTRACT NO: 40061095  
POLICY NO:

SERVICE WINDOW: 85E  
RESP PROFILE: 85 4hr Maj 24hr Min  
PLAN TYPE: Basic  
BILLING PLAN: Quarterly Billing Plan  
SERVICE OPTIONS:  
Analog Cust. Responsibility  
Digital Mail-In

### CUSTOMER INFORMATION:

INSTALLED SITE: 7774816  
CUST PO:  
SITE: LEE COUNTY  
3410 PALM BEACH BLVD  
FORT MYERS

COVERAGE PERIOD: 10/01/2006 - 09/30/2007

<u>LINE</u>	<u>PART</u>	<u>SERIAL NO</u>	<u>DESCRIPTION</u>	<u>QTY</u>	<u>ANNUAL PRICE</u>	<u>PRO RATED PRICE</u>
10	SVCCS		Svc Plan for CS CBX PHML CallCente	1		
110	SCAT034		Svc Prc for Hicom 30 HiPath 4300	1	7,412.29	7,412.29
210	SCAT150		Peripherals	1	201.71	201.71
CONTRACT SUBTOTAL:					7,614.00	7,614.00
LESS CONTRACT ADJUSTMENTS:						
SITE TOTAL BEFORE TAX:					7,614.00	7,614.00
SITE TOTAL AFTER TAX:						<u>7,614.00</u>

**From:** Welborn, Glenn (Com US) [mailto:glenn.welborn@siemens.com]  
**Sent:** Friday, October 06, 2006 3:56 PM  
**To:** Ridenour, Kelly W.  
**Subject:** RE: Need your help :)

Kelly, I had our admin department look into the existing contracts for Lee County. There is one site that is Data that was prepaid on a job. That account# is 3635261. There are three sites under maintenance 7762027, 7719795 and 7774816. They looked at the current contracts for them and the termination language is 30 day written notice and the cancellation would be at the end of the 30th day. Also, Quarterly billing has a 30 day advanced notice for cancellation.

Have a great weekend.

*With best regards,*

*Glenn A. Welborn  
Service Solutions Account Executive  
Southeast Region  
Siemens Communications, Inc.  
396 Rinehart Rd.  
Lake Mary, FL 32746  
Phone:(407) 942-2270  
E-fax: (877) 675-8839  
Mobile:(407) 864-2511  
Email: [glenn.welborn@siemens.com](mailto:glenn.welborn@siemens.com)*

THIS MESSAGE AND ANY ATTACHMENTS MAY CONTAIN CONFIDENTIAL INFORMATION. IT IS SOLELY FOR THE USE OF THE INTENDED RECIPIENT. IF YOU ARE NOT AN INTENDED RECIPIENT, YOU ARE HEREBY NOTIFIED THAT YOU RECEIVED THIS EMAIL IN ERROR. ANY UNAUTHORIZED REVIEW, DISCLOSURE, REPRODUCTION, DISTRIBUTION, COPYING OF, OR RELIANCE ON, THIS EMAIL AND ANY ATTACHMENT IS STRICTLY PROHIBITED. IF YOU HAVE RECEIVED THIS EMAIL IN ERROR, PLEASE CONTACT THE SENDER IMMEDIATELY AND DELETE THE MESSAGE AND ANY ATTACHMENT FROM YOUR SYSTEM. THANK YOU FOR YOUR COOPERATION.