




HISTORIC
FRANKLIN
TENNESSEE

ITEM #17
BOMA
06/25/13

MEMORANDUM

June 13, 2013

TO: Board of Mayor and Aldermen

FROM: Eric S. Stuckey, City Administrator 
Russell Truell, Assistant City Administrator / CFO
Rocky Garzarek, Fire Chief
Brian Wilcox, Purchasing Manager

SUBJECT: Report of sole-source purchase from ACS Government Systems, Inc. of Urbandale, Iowa of Firehouse mobile response and mapping software licenses and support in the total amount of \$55,454.00 for the Fire Department

Purpose

The purpose of this procurement is to purchase Firehouse mobile response and mapping software licenses and support. The purchase expands the City's usage of this computer software and allows the Fire Department to utilize new functionality now available with the software. Firehouse has been and continues to be utilized as the Fire Department's records management software tracking all incidents and responses, training, scheduling, public education, hydrant information, inventory, departmental events, staff records, and activities. The additional functionality provides turn by turn directions, fleet locations with assignment capabilities, hazardous materials plume modeling and resource guidance, and other benefits including viewing of hydrants and available water, and viewing preplan information.

Background

The City obtained the attached April 22, 2013 quote from ACS Government Systems, Inc. of Urbandale, Iowa. Staff is of the opinion that the purchase is sole-source. Evidence to support this opinion includes:

- The purchase would be expanding the Franklin Fire Department's usage of Firehouse software. Therefore, Firehouse is the only software that may be purchased that is compatible with the existing usage.
- ACS has stated in writing that it is the sole-source supplier in the City's marketplace for Firehouse mobile response and mapping software licenses and support. See attached May 30, 2013 letter from Xerox Government Systems, LLC (the parent of ACS).

In addition, staff determined that this sole-source purchase does not require individual authorization by the Board of Mayor and Aldermen inasmuch as the purchase would expand software already owned by the City. According to City purchasing policy:

Sole-source purchases valued at or greater than \$25,000 that do not require individual authorization by (but which shall still be reported to) the Board of Mayor and Aldermen include:

- b. Purchases of items necessary to maintain, expand or improve a manufacturer-specific system already in use by the City and that requires interconnectivity of and/or communication between the component parts, so long as the product manufacturer representative has stated in writing that the vendor is the sole source available to the City of Franklin, and so long as the vendor has stated in writing that the quoted pricing is the lowest municipal unit pricing available at that time and in the foreseeable future for the quantity indicated.



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Financial Impact

The quote from ACS is in the total amount of \$55,454 for Firehouse mobile response and mapping software licenses and support. This expenditure is to be allocated to the City's General Fund budget for the Fire Department (budget line item 110-83550-42200). The previously-referenced sole-source letter from Xerox Government Systems, LLC also indicates that the quoted pricing represents the best municipal pricing possible for the quantity indicated. Further, Fire Battalion Chief Todd Horton is of the opinion that the quoted pricing is within what would be expected in the market place for this industry at this time.

Options

Staff is of the opinion that the purchase of Firehouse mobile response and mapping software licenses and support qualifies as a sole-source purchase and that, because it is expanding the Franklin Fire Department's usage of that software, does not require individual authorization by the Board of Mayor and Aldermen.

Recommendation

Staff recommends that the Board of Mayor and Aldermen acknowledge receipt of this report of the sole-source purchase from ACS Government Systems, Inc. of Urbandale, Iowa of Firehouse mobile response and mapping software licenses and support in the total amount of \$55,454.00 for the Fire Department.

Attachments:

- April 22, 2013 quote from ACS Government Systems, Inc.
- May 30, 2013 letter from Xerox Government Systems, LLC

ACS Government Systems, INC
 2900 100th St Suite 309
 Urbandale, Iowa 50322
 Phone: 800-921-5300
 Fax: 515-288-4825
 E-Mail: roger.dedoncker@xerox.com



Estimate 43165

CUSTOMER NO. 332598

FH MOBILE RESPONSE

BILL TO:

Franklin Fire Dept (TN) (VSL)
 109 3rd Ave South, Suite 133
 Franklin, TN 37064

SHIP TO:

Franklin Fire Dept
 Todd Horton
 PO Box 1076
 Franklin, TN 37065
 Phone: (615)791-3270 Fax: (615)591-5615

REP P.O. NUMBER TERMS QUOTE DATE EXPIRATION DATE SHIP VIA

DeDoncker, Roger

4/22/2013

6/30/2013

| Part Number | Description | Qty | Each | Amount |
|-------------|----------------------------|-----|------------------|--------------------|
| 350028 | FH Mobile Response Premium | 21 | \$2,075.00 | \$43,575.00 |
| 375020 | FH Mobile Response Support | 21 | \$519.00 | \$10,899.00 |
| SubTotal | per installation/tablet | | | \$54,474.00 |
| | | | | |
| 360040 | FH Desktop Maps | 1 | \$800.00 | \$800.00 |
| 376003 | FH Desktop Maps Support | 1 | \$180.00 | \$180.00 |
| SubTotal | per installation/tablet | | | \$980.00 |
| | | | | |
| | | | Sales Tax (0%) : | \$0.00 |
| | | | Quotation Total: | \$55,454.00 |

Quotation Acceptance:

Signature :

Print Name:



May 30th, 2013

Franklin Fire Dept
Todd Horton
109 3rd Ave S, Suite 133
Franklin TN, 37064

To Whom It May Concern:

Xerox Gov't Systems, LLC develops markets and supports FIREHOUSE Software® (FH) including the FH Mobile Response. We are the sole retailer and maintenance / support provider for the FH Software. The quoted pricing is the lowest municipal unit pricing available at this time and in the foreseeable future for the quantity indicated.

Thank you for your interest in FH.

Roger DeDoncker
Regional Sales
Xerox Gov't Systems, LLC

Xerox Corporation
2900 100th St., Suite 309 • Urbandale, Iowa 50322
800.921.5300 • 515.288.4825 (fax)