




HISTORIC  
FRANKLIN  
TENNESSEE

ITEM #10  
WRKS 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			<b>\$54,474.00</b>
360040	FH Desktop Maps	1	\$800.00	\$800.00
376003	FH Desktop Maps Support	1	\$180.00	\$180.00
SubTotal	per installation/tablet			<b>\$980.00</b>
			Sales Tax (0%) :	\$0.00
			Quotation Total:	<b>\$55,454.00</b>

**Quotation Acceptance:**

Signature :

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Print Name:

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May 30<sup>th</sup>, 2013

Franklin Fire Dept  
Todd Horton  
109 3<sup>rd</sup> 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 100<sup>th</sup> St., Suite 309 • Urbandale, Iowa 50322  
800.921.5300 • 515.288.4825 (fax)