

**SUMTER COUNTY BOARD OF COMMISSIONERS
EXECUTIVE SUMMARY**

SUBJECT: Approve staff to enter into contract negotiations with TUSA Consulting Services or RCC Consultants, Inc. for RFSQ 177-0-2010/AT 800 MHz Radio System

REQUESTED ACTION: Enter into contract negotiations

Work Session (Report Only) **DATE OF MEETING:** 1/11/2011
 Regular Meeting Special Meeting

CONTRACT: N/A Vendor/Entity: _____
Effective Date: _____ Termination Date: _____
Managing Division / Dept: Support Services / Financial Services Department

BUDGET IMPACT: _____
 Annual **FUNDING SOURCE:** _____
 Capital **EXPENDITURE ACCOUNT:** _____
 N/A

HISTORY/FACTS/ISSUES:
RFSQ 177-0-2010/AT 800 MHz Radio was broadcast on 11-19-2010. Qualification packages were due on 12-20-2010 no later than 10:00am. Qualification packages were opened at 10:05am on 12-20-2010. Eight (8) packages were received and were opened in no particular order as follows: 1) RCC Consultants Inc., 2) Advance Concepts, 3) ACD Telecom LLC, 4) GeoComm, 5) Mission Critical Partners, 6) Concepts to Operations, Inc., 7) L. R. Kimball, and 8) TUSA Consulting Services.

The Selection Committee met on 1-3-2011 to discuss and review the qualification packages that were submitted. After discussion the Selection Committee is making the following recommendation to the BOCC: To enter into contract negotiations with TUSA Consulting Services as their number one company selection and if an agreement cannot be reached during negotiations to enter into negotiations with RCC Consultants, Inc. Entering into negotioation with RCC Consultants, Inc. will only happen if an agreement cannot be reached with TUSA Consulting Services.

As a note the final contract will come back before the BOCC for approval once negotiations take place.

See the following items attached: RFSQ proof of publication, bid opening meeting minutes, selection committee meeting minutes, TUSA Consulting Services qualification pacakge, and RCC Consultants, Inc. qualification package.

REQUEST FOR STATEMENT OF QUALIFICATIONS

Notice is hereby given that the Board of County Commissioners of Sumter County, Florida, will be receiving Requests for Statement of Qualifications for the following:

Consultant Review for an 800 MHz Radio for Sumter County

The purpose of the request (RFSQ) for Statement of Qualifications is to allow qualified vendors that DO NOT have any direct or indirect ties with the State of Florida Vendor (the Harris Corporation) or Motorola to submit their qualifications in order to provide a complete review to provide an 800 MHz Radio for Sumter County.

All inquiries and questions regarding this RFSQ must be made only to the contact identified below and shall be made in writing by fax, e-mail, or mail to:

Amanda Taylor, Procurement Coordinator
Mailing Address: 7375 Powell Road
Wildwood, FL 34785
Email: amanda.taylor@sumter-countyfl.gov
Fax: 352-689-4401

No selection committee member or staff can be contacted other than the contact listed above. If contact is made other than to the contact listed above that is grounds for dismissal from the submitting company.

The deadline for submission of questions relating to the RFSQ shall be December 3, 2010 at 5:00pm.

Qualifications must be received by the County no later than 10:00am on December 20, 2010. Late submittals will be rejected and returned unopened to the Proposer. Qualification submittals must be firmly sealed in packaging that is clearly marked on the outside: "Board of Sumter County Commissioners Request for Statement of Qualifications for Sumter County Consultant Review for an 800 MHz Radio RFSQ 177-0-2010/AT".

Please include one (1) original, one (1) electronic version and three (3) copies of your information in your submittal package.

The Selection Committee will be meeting January 4, 2011 to discuss submittals. The meeting will be held at 7375 Powell Road, Room 208, Wildwood, FL 34785 at 2:00pm. The Selection Committee's recommendation will be taken to the Sumter County Board of County Com-

County Board of County Commissioners on January 11, 2011.

Upon submission, all Qualification documentation becomes the property of the County, who has the right to use any or all ideas presented in any documents submitted in response to this RFSQ, whether or not the documentation is accepted. Qualification documents will be opened immediately following the due date and time.

BOARD OF COUNTY COMMISSIONERS
SUMTER COUNTY, FLORIDA
#271192 November 19, 2010

RFSQ 177-0-2010/AT

800 MHz Radio Consultant

RFP opening was held at 10:05 a.m. on December 20, 2010 at The Villages Sumter County Service Center, 7375 Powell Road, Room 208, Wildwood, Florida 34785.

In attendance for the RFP opening was selection committee members Bradley Arnold, William Gulbrandsen, and Jack Jordan. Also in attendance was Tina Chavez, Financial Services Department and Gene Terry, Sumter County Sheriff's Office .

Eight (8) RFSQs were received in a timely manner and opened.

- 1) RCC Consultants Inc. 100 Woodbridge Center Drive, Ste 201, Woodbridge, NJ 07095
 - a. 1 original received
 - b. 3 copies received
 - c. 1 copy in electronic format
- 2) Advance Concepts, 1073 Willa Springs Drive, Ste 2013, Winter Springs, FL 32708
 - a. 1 original received
 - b. 3 copies received
 - c. 1 copy in electronic format
- 3) ACD Telecom LLC. 103 Commerce St, Unit 180, Lake Mary FL 32746
 - a. 1 original received
 - b. 3 copies received
 - c. 1 copy in electronic format
- 4) GeoComm, 601 West St Germain Street, St. Cloud, MN 56301
 - a. 1 original received
 - b. 3 copies received
 - c. 1 copy in electronic format
- 5) Mission Critical Partners, 200 Innovation Blvd, State College, PA 16803
 - a. 1 original received
 - b. 3 copies received
 - c. 1 copy in electronic format
- 6) Concepts to operations, Inc. 801 Compass Way, Ste 217, Annapolis, MD 21401
 - a. 1 original received
 - b. 3 copies received
 - c. 1 copy in electronic format
- 7) L. R. Kimball 328 Innovation Blvd., Ste 222, State College PA 16803-6609
 - a. 1 original received
 - b. 3 copies received
 - c. 1 copy in electronic format
- 8) TUSA Consulting Services, 75757 Highway 1082, Covington, LA 70465
 - a. 1 original received

- b. 3 copies received
- c. 1 copy in electronic format

Each selection committee received a copy of the proposals. Bradley Arnold reminded each selection committee member that proposals can not be discussed by members outside of advertised meetings; conversation with department staff members was permitted. He also stated that this is not a fee based proposal and that qualifications and experience should be the main focus. Vendors should be qualified to look at the two radio systems and recommend the best fit for Sumter County. Vendors may or may not be asked to continue on with the County during system implementation. Mr. Arnold finally requested that a ranking/scoring sheet be e-mailed to each selection committee member by this afternoon.

Committee members were reminded that the next meeting was scheduled for January 4, 2011 at 2:00 p.m. in room 208 at The Villages Sumter County Service Center, 7375 Powell Road, Room 208, Wildwood, Florida 34785. At this meeting committee members will discuss proposals and decided if they want to interview any of the vendors.

Meeting concluded at 10:17 a.m.

RFSQ 177-0-2010/AT 800 MHz Radio Selection Committee meeting was held on January 3, 2011 at 10:00am in Room 208 located in The Villages Sumter County Service Center, 7375 Powell Road, Wildwood, FL 34785.

Bradley Arnold, Jack Jordan, and William Gulbrandsen were present acting as the Selection Committee. Karen Parker was present representing county staff.

Also joining at approximately 10:35 a.m., was Frank Kirk with L-1 Identity Solutions/Advanced Concepts.

The Committee opened the meeting discussing the vendor's education, scope of action, and exposure to Motorola /Harris.

The committee member ratings are listed below:

| Bradley Arnold |
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| 1. TUSA Consulting Services |
| 2. RCC Consultants, Inc. |
| 3. Concepts to Operations |
| 4. GeoComm |
| 5. Mission Critical Partners |
| 6. ACD Telecom, LLC. |
| 7. L-1 Identity Solutions/Advance Concepts |
| 8. L. R. Kimball |

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| Jack Jordan |
| 1. Mission Critical Partners |
| 2. L. R. Kimball |
| 3. ACD Telecom, LLC. |
| 4. GeoComm |
| 5. Concepts to Operations |
| 6. TUSA Consulting Services |
| 7. L-1 Identity Solutions/Advance Concepts |
| 8. RCC Consultants, Inc. |

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| William Gulbrandsen |
| 1. TUSA Consulting Services |
| 2. RCC Consultants, Inc. |
| 3. GeoComm |
| 4. Concepts to Operations |
| 5. ACD Telecom, LLC. |
| 6. L. R. Kimball |
| 7. L-1 Identity Solutions/Advance Concepts |
| 8. Mission Critical Partners |

Being that the Committee was so far apart with their individual ratings, they agreed to remove the following vendors due to their proposed level of education: L. R. Kimball, L-1 Identity Solutions/Advance Concepts, GeoComm, Concepts to Operations, and Mission Critical Partners.

RCC Consultants, Inc., TUSA Consulting Services, and ACD Telecom, LLC, were now the topic of discussion.

After further discussion, ACD Telecom, LLC, was removed from the vendor list due to only having one county project experience, no scope, and limited plan of action.

The remaining two vendors: RCC Consultants, Inc., and TUSA Consulting Services were discussed in detail with their levels of education, very detailed plan of action, project schedule, scope, and experience with large counties. The committee ranked them as follows: #1. TUSA Consulting Services, and #2 RCC Consultants, Inc.

The committee is requesting permission from the Board on January 11, 2011, to move forward to negotiate a contract with TUSA Consulting Services. If an agreement can't be made the committee will move forward with their 2nd choice which is RCC Consultants, Inc.

The meeting adjourned at 10:50 a.m.