



**City of North Port**  
**FINANCE DEPARTMENT/PURCHASING DIVISION**  
**4970 CITY HALL BLVD**  
**NORTH PORT, FLORIDA 34286**  
**Office: 941.429.7170**  
**Fax: 941.429.7173**  
**Email: [purchasing@cityofnorthport.com](mailto:purchasing@cityofnorthport.com)**



## NOTICE OF INTENT TO AWARD A SOLE/SINGLE SOURCE PROCUREMENT

**Sole/Single Source No: SS NO. 24-32**

**Date Posted: September 13, 2024**

**Written Response Due Date: September 20, 2024**

This is not a Request for Proposals and there is no solicitation available. The proposed contract action is for product or services for which the City intends to negotiate and award with only one contractor/vendor under the authority of and in accordance with Florida State Statute 287.057(5)(c). Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement. Responses will not be considered as proposals, bids, or quotes.

- **DESCRIPTION OF SERVICE/PRODUCT:** WebEOC Software Subscription
- **AMOUNT** (This is an acquisition with an estimated value of): \$25,260.00
- **VENDOR:** Juvare

Interested firms or individuals may identify their interest and capability to respond to the requirement by submitting in writing their name, address, point of contact, telephone number, e-mail, and a statement regarding capability to provide the specified procurement per the attached specifications. Interested firms will be considered only if they respond with clear and convincing documentation that they are capable of meeting or exceeding the requirements stated herein. All responses received within seven (7) calendar days after the date of publication of this synopsis will be reviewed by the City. A determination by the Procurement Manager not to compete this proposed action based on the responses to this notice is solely within the discretion and approval of the Procurement Manager and City Manager.

All sole/single source purchases exceeding the formal threshold indicated in the policies and procedures manual will require Commission Approval.

All responses must be in writing and returned to **ATTENTION: PURCHASING**, City of North Port, 4970 City Hall Boulevard, Suite 337, North Port, Florida, 34286 or by: Fax 941-429-7173, or by e-mail [purchasing@northportfl.gov](mailto:purchasing@northportfl.gov). Note the number of the Sole Source Information inquiry on documentation.

Information regarding this Intent may be viewed and downloaded from DemandStar's website at [www.demandstar.com](http://www.demandstar.com). Links to DemandStar are also available from the City website at [www.northportfl.gov](http://www.northportfl.gov). This Notice of Intent is posted on the City FTP site at <https://northportfl.gov/fileshare>. If you have any questions, concerns, or problems accessing this request using the link, please contact Bernice Moen, Contract Administrator I, at 941.429.7114. Request for additional information or clarification regarding the specifications must be sent via facsimile to 941.429.7173 or via email to [purchasing@northportfl.gov](mailto:purchasing@northportfl.gov). No verbal requests will be honored

July 29, 2024

**Via Email**

Stacy Aloisio  
North Port Fire Rescue  
4970 City Hall Blvd.  
North Port, FL 34286

**RE: Response to Sole Source Inquiry; WebEOC® Software Suite – North Port Fire Rescue.**

Dear Ms. Aloisio,

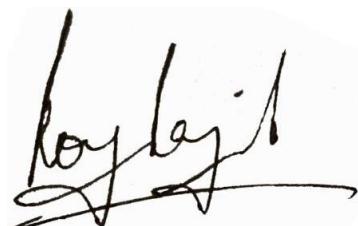
ESi Acquisition, Inc., a Juvare Company (“ESi”), is the sole developer and licensor of the ESi WebEOC® branded Software. Since its initial development and release in 1999, ESi has maintained control over the source code, the trademark and all other proprietary rights embodied in the ESi WebEOC Software and its companion products.

As the only entity with access to the ESi WebEOC Software source code, ESi is the only entity which may accurately diagnose software errors and defects, issue corrections and fully integrated enhancements, and warrant performance of the ESi WebEOC Software. ESi also provides a wide range of professional services. These services are specialized in nature and focused on configuration and technical support for the proprietary software technology. These services frequently require access to ESi proprietary information and are not available through or resold by any third parties. The WebEOC Software Core Subscription services and supporting Emergency Management and Municipal Operations Modules also are available exclusively from ESi.

Sole source acquisition of the ESi WebEOC Software products and services may be justified under Subpart 6.3 of the Federal Acquisition Regulations (“FAR”). In the case of software products and software maintenance, the FAR allow sole source acquisition of unique items which are available from one or a limited number of sources or for proprietary items where only limited data rights are provided under license. The ESi WebEOC Software meets these requirements. State and local government organizations are encouraged to ask their procurement officer if local laws include similar sole source provisions, or if the federal justifications may be used to support sole source procurement.

On behalf of ESi, we look forward to the opportunity to work with you. If you have any questions, or require additional information, please do not hesitate to contact me at the phone number listed below.

Sincerely,  
**ESi Acquisition, Inc., a Juvare company**



Rajib Roy  
President and CEO



**Juvare Contact**  
Cynthia Mihelich  
(419) 320-6008  
cynthia.mihelich@juvare.com

**When you send in a Purchase Order for the items below,  
THE PURCHASE ORDER MUST INCLUDE THE  
QUOTE NUMBER & QUOTE DATE TO BE ACCEPTED**

**Quote Number:** Q-16793

**Quote for:** WebEOC Subscription- 25 Users

**Quote Date:** 7/15/2024

**Quote Expires:** 10/31/2024

**Quote To:**

**North Port Fire Rescue**

4970 City Hall Blvd  
North Port, FL 34286

**Ship To:**

**City of North Port, FL**

, Florida

**Quote Contact:**

Stacy Aloisio, Emergency Manager  
saloisio@northportfl.gov | (941) 240-8176

**Thank you for your support of Juvare products and services!** When you are ready to proceed with a Purchase Order:

- Address all Purchase Orders to **ESi Acquisition, Inc., 235 Peachtree Street NE, Suite 2300, Atlanta, Georgia 30303.**
- The terms and conditions of the master agreement by and between Juvare, LLC (or the above affiliate) and the Client, as set forth in the applicable master agreement, shall govern and control this Quote and all services, products and deliverables provided pursuant to this Quote. Any terms and conditions in the purchase order that attempt to add, change, remove or otherwise modify terms and conditions set forth in such master agreement shall not be effective unless and until signed in a written amendment by and between the parties to the master agreement. Any such modifications via a purchase order shall be deemed null and void.
- Quotes issued in **US Dollars** and are exclusive of applicable taxes and travel expenses. Items not manufactured by Juvare are subject to change. Substitutes will be provided for customer consideration and approval.



**Juvare Contact**  
Cynthia Mihelich  
(419) 320-6008  
cynthia.mihelich@juvare.com

Year 1

ITEM NUMBER	DESCRIPTION	SALES PRICE	QTY	TOTAL PRICE
100-WEB-B	WebEOC Subscription 25 Users Includes: Juvare Exchange, Design Studio board builder, Non-Production WebEOC Instance, Premium Boards, Board Data Manager, Dashboards, Maps, Single Sign on, User Importer, Active Users	\$11,340.00	1.00	\$11,340.00
700-P-SCP-1	Professional Services - Service Credit Hours (WebEOC) Hours for any necessary board customizations. Also includes hours to connect City to County WebEOC via Juvare Exchange (one way, data/field mapping only). To be used within 12 months. One-time cost.	\$9,600.00	1.00	\$9,600.00
800-R-VWBT-1	Training Center - Virtual WebEOC Bootcamp Three (3) seats to virtual Bootcamp.	\$1,440.00	3.00	\$4,320.00
<b>Year 1 Total:</b>				<b>\$25,260.00</b>

Year 2

ITEM NUMBER	DESCRIPTION	SALES PRICE	QTY	TOTAL PRICE
100-WEB-B	WebEOC Subscription 25 Users	\$11,680.20	1.00	\$11,680.20
<b>Year 2 Total:</b>				<b>\$11,680.20</b>

Year 3

ITEM NUMBER	DESCRIPTION	SALES PRICE	QTY	TOTAL PRICE
100-WEB-B	WebEOC Subscription 25 Users	\$12,030.61	1.00	\$12,030.61
<b>Year 3 Total:</b>				<b>\$12,030.61</b>

<b>Contract Total</b> *plus applicable taxes	USD 48,970.81
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### **Additional Disclaimer**

Work cannot be started and dates for services cannot be secured until the applicable initial payment or purchase order has been received. Pricing contained herein is based on configuration outlined above. Some items may not be sold separately. Pricing is valid until the expiration date set forth above.

**ESI Acquisition, Inc., a Juvare Company**

235 Peachtree Street NE, Suite 2300, Atlanta, Georgia 30303 | Phone: 866.200.0165  
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**Juvare Contact**  
Cynthia Mihelich  
(419) 320-6008  
cynthia.mihelich@juvare.com

If the "Bill To" entity above is tax-exempt, such entity shall be responsible for providing all necessary documentation to show such tax-exempt status.

Estimated amounts for Pre-Paid Travel Expenses are for informational purposes only; all Travel Expenses incurred by Juvare or its affiliate shall be invoiced to and paid by Client.

**When you send in a Purchase Order (PO) for the items above,  
THE PURCHASE ORDER MUST INCLUDE THE QUOTE NUMBER & QUOTE DATE TO BE  
ACCEPTED.**

We look forward to working with you and your staff!



## Procurement Request

### City of North Port

#### Request

Request Type\*  
Sole/Single Source/Standardization

Capital? (?)  
 No  Yes

PRR-EX (?)  
 Yes

FY\*  
2025

Type code\*

#### Preparer

Kristina Smith

Pre-Director Approver (?)

#### Department\*

FIRE

Division(s)

#### Commission Meeting?\*

Yes  No

Commission Date (?) \*

10/22/2024

Agenda Item (?) \*

24-1411

Commission Override (?)

Yes  No

#### Purchase

##### Payment Method\*

Visa Purchase  Purchase Order

##### Purchase Type\*

Single Purchase (current FY)  
 Blanket Purchase (current FY)

##### Purchase SubType\*

None  Change Order  
 Amendment

#### Description\*

This purchase is for the WebEOC Emergency Management software and 25 user licenses for a period of 3 years, as well as professional services for the establishment and customization of the software to tailor for the City's individual needs, and three seats to a virtual bootcamp to teach City users on the use of the software. This software will serve all city departments.

Budget Notes: WebEOC was discussed at the end of FY 24 with Finance Director Williams. Fire was tasked with finding savings to fund, due to delays in legal review request had to be pushed to a FY 25 commission date. This is not currently budgeted in FY 25, however will find operating savings throughout the year to fund.

*Section 2-407 of the City of North Port Procurement Code provides guidelines for determining if good(s) or service(s) is/are a sole/single source. All Sole/Single source requests will be posted on DemandStar & the City's Purchasing site for seven (7) calendar days.*

#### Exemption Explanation (?) \*

WebEOC is a proprietary software of Emergency Services Integrators, Inc. (ESI), a division of Juvare LLC.

#### Steps taken to verify these goods and/or services are not available elsewhere (?) \*

WebEOC is a proprietary product of ESI and cannot be purchased from another vendor. Although similar products exist, they are incompatible with the WebEOC software that is being utilized by the County and the State of Florida.

#### Other vendors that were contacted (?) \*

N/A - no other vendors are able to provide the WebEOC software as ESI holds the proprietary source code for the software.

#### Technology Related? (?) \*

Yes  Renewal  No

#### Technology type\*

Software

#### Exemption

**Reason\***

Attach documentation from the manufacturer certifying the vendor selected is the only distributor/dealer/contractor for the products or services in question and/or holds the production, unique capability, copyrights, trademark, and/or patent to the item, and check the following applicable statement(s):

Patent, copyright or unique design restrictions. (Sole Source)

Proprietary rights in technical data and/or product formulations (e.g. cleaning compounds, lubricating oils, paint, etc.), which can only be determined through extensive laboratory analysis and examination. (Sole Source)

Only producer, such as utility supplier or construction material supplier, that will meet the specialized needs of the department or perform the intended function. (Sole Source)

Direct replacement parts, equipment or supplies that must be compatible with original equipment already installed but available only from the original equipment manufacturer. Most manufacturers have more than one dealer or distributor for their products. When this is the case, competition between dealers and/or distributors may be possible, eliminating the "sole or single source" restriction. (Single Source)

When tests and/or demonstrations of equipment, supplies, part, etc. under actual operating conditions reveal superior quality, performance, design or other characteristics in a brand product(s), which is available from only one source. Testing must be performed as often as practical. (Single Source)

Purchases for a brand product are to be made from one selected supplier, even though there are other suppliers that provide similar products. Options, such as pricing, availability, servicing, have been vetted and a supplier has been chosen that best meets the City's needs. (Single Source)

Maintenance, repair services or warranty which require specialized test equipment, procedures, and technical expertise available only from the original equipment manufacturer or authorized/licensed dealer/field service representative. (Single Source)

The part(s)/equipment are required to permit standardization and operating efficiencies within the organization and the parts and equipment are only available through a sole or single source. If competition is available, the parts and equipment must be competed. For brand-specific items, quotes should still be obtained. (Standardization)

Other: None or some of the above apply. Provide detailed justification below.

**Explanation \***

WebEOC is a proprietary product of ESI and cannot be purchased from another vendor. Although similar products exist, they are incompatible with the WebEOC software that is being utilized by the County and the State of Florida.

**Supporting backup \***

Click the Preview icon or right click link and select open in new tab or window to avoid downloading.

WebEOC Sole Source Letter\_City of North Port.7-29-24.pdf

139.64KB

**DemandStar**

For Purchasing Division

**Date Posted**

Sole/Single Source Number

Effective Date

Expiration Date

PostedPlusSeven

Hidden

**Purchase Details****Line Items**

Item #	Description*	Unit of Measure	Quantity*	Unit Price*	Subtotal
1	WebEOC Subscription Year 1	\$\$	11,340.00	\$1.00	\$11,340.00

2	Professional Services for System Set up	\$\$	9,600.00	\$1.00	\$9,600.00
3	Training Center - Virtual WebEOC	EA	3.00	\$1,440.00	\$4,320.00

**Shipping (?) \*** **Total Charges**  
\$0.00 \$25,260.00

#### Accounts (?)

	Dept *	Account # (?) *	Project #	Amount *
1		001-2222-526.49-14		\$25,260.00

**Total Payments**  
\$25,260.00

#### Comments To Budget (?)

#### Backup Attachments

Click the Preview icon or right click link and select Open link in new tab or window to avoid downloading.

#### Additional Backup

Related NavLine Req, price sheet, quote, drawings, specifications, risk waiver, etc.

WebEOC Quote.pdf	39.1KB
Risk 900.2 Insurance Requirements No Risk approval WebEOC.pdf	208.88KB

#### Vendor Details

##### Vendor Information (?)

Except for Emergency purchases, vendor MUST already be setup as a vendor in NaviLine.

**Vendor Name \***

JUVARE

**Vendor Number \***

8256

**Vendor Name CST**

**Contact**

**Vendor Email**

[cynthia.mihelich@juvare.com](mailto:cynthia.mihelich@juvare.com)

#### Remittance Address

ESI ACQUISITION INC, 235 PEACHTREE STREET NE, SUITE 2300, ATLANTA, GA 30303

**Phone**

419-320-6008

#### Vendor Documentation Current (?) \*

Yes  No

**Risk Documentation Current (?) \***

Yes  No  Waiver Attached

**YTD Expenses (?)**

**Department Inclusive (?) \***

\$0.00

**City Inclusive (?) \***

**Highest Approver (?) \***

FD and CM will be skipped on the back end, as needed.

Commission