



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@northportfl.gov



NOTICE OF INTENT TO AWARD A SOLE/SINGLE SOURCE PROCUREMENT

Sole/Single Source No: SS NO. 26-07

Date Posted: October 6, 2025

Written Response Due Date: October 13, 2025

This is not a formal solicitation and there are no submissions required. 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: RFID Licenses and Labels**
- **AMOUNT** (This is an acquisition with an estimated value of): **\$7,155.00**
- **VENDOR: EMS Technology Solutions LLC**

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. 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. Links to DemandStar are also available from the City website at www.northportfl.gov. This Notice of Intent is posted on the City FTP site at <https://northportfl.gov/filesshare>. 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. No verbal requests will be honored.



September 4, 2025

EJ Aufderheide
EMS Technology Solutions, LLC
3781 Tramore Pointe Parkway, SW
Austell, GA 30106

RE: Operations Management Software Sole Source Provider

To Whom It May Concern:

EMS Technology Solutions, LLC is the sole provider and developer of Operative IQ operations management software, designed specifically for Fire Departments and EMS Agencies. The Operative IQ solutions suite consists of integrated modules to manage Facilities, disposable Inventory, Fixed Assets, Fleet Vehicle Maintenance, Facilities, Controlled Substance Chain of Custody, Whole Blood, Events, Service Desk Tickets and Reporting.

The processes and tools utilized within Operative IQ allow for seamless compatibility between modules as well as integration opportunities with third party solutions. Some of the key features of the software include: electronic vehicle, facility and station check sheet inspections, capture of supply usage for vehicles, tracking and verification of medical supply expiration dates and lot numbers, customizable inspection questionnaires, automatic purchase order recommendations, asset management inclusive of document storage, facility, vehicle and asset maintenance scheduling and associated records, integrated fleet repair requests, integrated service desk ticketing, RFID automation, controlled substance chain of custody logs, whole blood tracking and temperature audits, event registration and scheduling, and detailed record keeping, with a powerful reporting engine capable of both canned and customized reports.

Integrated equipment, inclusive of vehicle telematics, radio frequency identification (RFID), barcode printers, barcode scanners and biometric fingerprint devices can be added to increase efficiency. Operative IQ's RFID solutions automate otherwise manual tasks such as cycle counting, asset verification, safe auditing, creation of asset maintenance records and unit inspections, providing equipment options for both intentional auditing as well as constant monitoring.

Operative IQ's software as a service (SaaS) deployment minimizes the traditional costs and risks associated with software acquisition, deployment, and maintenance. The applications are hosted centrally in a SOC 2 Type 2 private cloud, delivering access to users via a web browser or mobile application, saving the expense of purchasing and managing expensive servers. New features and enhancements are provided as part of the service license fee and are available to all users immediately upon release.



Operative IQ's Operation Management software is unique and possesses specific characteristics that are only offered by EMS Technology Solutions, LLC. There are no other like products available for purchase that would serve the same purpose or function and provide users with operational efficiency and reductions in service interruptions. With 17 years of successful operations, six EMS World Innovation Awards, four INC5000 awards, a 95% annual client retention rate, and a 2024 Cobb County Chamber of Commerce Small Business of the Year, EMS Technology Solutions is poised to continue leading the industry in innovative software and client support.

Sincerely,

A handwritten signature in black ink, appearing to read "EJ Aufderheide", written in a cursive style.

EJ Aufderheide
EMS Technology Solutions, LLC
President/COO
404-423-2541

Quote 63731

Date: October 1, 2025
 Expiration: November 15, 2025
 Site Identifier: <http://northportfire.operativeiq.com>
 Account #: A102488

Prepared By: Anthony Schmidt
 Regional Account Manager
 (678) 566-6776
 anthony@operativeiq.com

Account Information

Billing Address:

North Port Fire Department
 4980 City Center Blvd.
 North Port, Florida 34286
 (941) 240-8189

Shipping Address:

North Port Fire Department
 Attn:

Products and Services

Annual Service License				
Description	Part Number	Quantity	Price	Total
License - Inventory and Asset Management (Per Unit)	IQ10018	6	\$360.00	\$2,160.00
License - Narcotics Tracking Safe - Enterprise 5 (Max 5 Safes)	IQ10724	1	\$3,600.00	\$3,600.00
License - RFID Annual Data Service and Support (Max 10 Readers)	IQ10382	1	\$1,200.00	\$1,200.00
License - Service Desk Enterprise 5 (Max 5 Departments)	IQ10718	1	\$0.00	\$0.00
			Subtotal	\$6,960.00

Equipment				
Description	Part Number	Quantity	Price	Total
RFID Labels - Universal Folding Inventory & Narcotics 1" Tracking Label for Zebra ZD500R Printer (1000 Labels) - Green	IQ10261	1	\$180.00	\$180.00
			Subtotal	\$180.00

The amounts shown do not include state and local sales tax. All applicable taxes will be determined based on the laws and regulations of the taxing authorities governing the "Ship To" location provided on the invoice. A Tax Exemption Certificate may be filed to cover this order and additional purchases of the same general type of property or services. Shipping rates quoted are for UPS Domestic Ground. Alaska, Hawaii, and International actual shipping costs will be calculated at the time of invoice.

Products and Services	\$7,140.00
Shipping	\$15.00
Total	\$7,155.00

EMS Technology Solutions, LLC
3781 Tramore Pointe Pkwy
Austell, GA 30106

USA: 877-217-3707
Canada: 647-694-0150



www.operativeiq.com

Quote 63731

Agreement Details / Comments

Order 63731

Account Information

Billing Address:	Shipping Address:
North Port Fire Department	North Port Fire Department
4980 City Center Blvd.	Attn:
North Port, Florida 34286	
(941) 240-8189	

Invoicing Preferences

Accounts Payable Email: aturner@cityofnorthport.com

Tax Exempt Status: No Yes (Please provide Tax Exemption Certificate)

Purchase Order: Not Required Required PO Number: _____

Payment Terms: Annual, Net 45

Existing Accounts: These services will, by default, be consolidated with your existing services for billing purposes. If you require separate invoices for ongoing billing, please contact our accounting team at accounting@operativeiq.com.

Acceptance of Order

Upon signature and submission of this order to EMS Technology Solutions it shall become legally binding unless the order is rejected due to the signatory not having the authority to bind Customer to this order or changes have been made to this order form that do not comply with EMS Technology Solutions policies.

Purchase orders may be accepted in lieu of a signed order form. All orders are governed by the terms of the Main Services Agreement found at <https://operativeiq.com/trustcenter> unless Customer has a previously executed service agreement on file with EMS Technology Solutions, in which case such agreement will govern or otherwise be set forth herein. Orders may be signed electronically, emailed to sales@operativeiq.com or faxed to (404) 424-9401 Attn: Anthony Schmidt.

Account: North Port Fire Department

Signature:

Name:

Title:

Date:

Thank you for choosing Operative IQ. We appreciate your business.

EMS Technology Solutions, LLC
3781 Tramore Pointe Pkwy
Austell, GA 30106

USA: 877-217-3707
Canada: 647-694-0150



www.operativeiq.com

Appendix A – Available Products and Services

EMS Technology Solutions provides a range of services, equipment, and supplies to help you stay service ready.

Applications	Description
Inventory and Asset Management	Purchasing, Inventory Management, Asset Management, Front Line Inspections
Event Management	Event Registration, Schedule Management, Check In, Badge Printing, Attendee Directory
Fleet Maintenance	Scheduled Maintenance, Repairs, Maintenance Alerts, VMRS, Recalls
Fleet Telematics	Driver Safety, Maintenance Alerts, Engine Odometer and Hours, GPS
Narcotics Tracking	Chain of Custody, Administration, Destruction, Transactional Data
RFID Solutions	Fixed and Handheld RFID Solutions for Assets, Inventory and Narcotics
Service Desk	Departmental Ticketing, Asset and Vehicle Linking
Whole Blood Tracking	Temperature Audits, Administration, Destruction, Transactional Data

RFID Solutions	Description
RFID Asset Maintenance	Automate Asset Maintenance record entry
RFID Check In	Automate Asset Check In and Transfer for Supply Locations
RFID Handheld Inventory	Perform Inventory Counts and Asset Verification
RFID Narcotics Monitoring	Monitor Controlled Substances and Perform Safe Audits
RFID Smart Shelves	Automate Inventory Management Counts and Expiration Date Capture
RFID Vehicle	Automate Asset Check Out, Asset Monitoring, Kit Location Updates

IT Service	Description
Data Warehousing	Connect Operative IQ to your internal data warehouse
Dispatch Board Customization	Customize the Operative IQ Dispatch Board to work alongside your CAD system
Sandbox Test Environments	Clone of your production environment for testing and training
Status Board Customization	Custom display boards to share information with your team
Single Sign On	User authentication, standard and custom options available
Systems Integration	Integrate Operative IQ with your internal systems

Equipment and Supplies	Description
Asset Tags	Custom and Operative IQ branded foil asset tags
Barcode Labels	Standard and narcotic control number tracking labels in multiple colors
Barcode Printers	Barcode Printer for narcotics control number and shelf inventory barcode labels
Barcode Readers	USB and Bluetooth Barcode Readers
Barcoded Security Seals	15lb and 30lb Barcoded Security Seals in multiple colors
Biometric Fingerprint Readers	Biometric Fingerprint Reader for narcotics transaction verification
Drug Safes	Knox StationVault, Knox MedVault, Knox MedVault Mini, Data Integration, RFID Ready
RFID Fixed Readers	Support for 2 – 16 RFID antenna solutions, Wi-Fi, GPS and LED lights
RFID Handheld Readers	Mobile RFID tag reader for inventory and asset management
RFID Printers	Print and encode disposable RFID Tags
RFID Smart Shelves	Standard and custom options available
RFID Tags	Standard and custom options available
Whole Blood Storage	Delta Development Whole Blood Refrigerators, Coolers, Temperature Monitoring

* Appendix A outlines products and services available from EMS Technology Solutions and are not part of the order form. Please contact your account manager for product demonstrations, information, and pricing. Equipment and supplies may be ordered directly from the Operative IQ application using our integrated supplier feature.



Procurement Request

City of North Port

Request

Request Type *

Sole/Single Source/Standardization

Capital? (?) No Yes**PRR-EX (?)** Yes**FY ***

2026

Type code ***Preparer**

Kristina Smith

Pre-Director Approver(s) (?)

	Name
1	Deanna Marshall

Department *

FIRE

Division(s)**Commission Meeting? *** Yes No**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 ***

Inventory and Asset management licenses, and RFID labels.

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) business days.**

Exemption Explanation (?) *

OperativeIQ has been the medical supply management systems for Fire Rescue.

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

Changing systems would require additional cost expense and time in development, implementation and training. Other systems are not compatible with OperativeIQ.

Other vendors that were contacted (?) *

Silent Partner Technology has a similar system. This system is not compatible with our inventory system.

Grant? * Yes No**Technology Related? (?) *** Yes Renewal No**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 *

OperativeIQ has been the medical supply management systems for Fire Rescue

Original Purchase (?) *

10/01/2012

Standardization cannot be on the first purchase.

Supporting backup *

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

Operative IQ Sole Source Letter FY 26.pdf

2.7MB

DemandStar

For Purchasing Division

Date Posted

Sole/Single Source Number

Effective Date

Expiration Date

Purchase Details

Line Items

Item #	Description *	Unit of Measure	Quantity *	Unit Price *	Subtotal
1	Inventory Asset Management Licenses	\$\$	6,960.00	\$1.00	\$6,960.00
2	Inventory Labels	\$\$	180.00	\$1.00	\$180.00

Shipping (?) *

\$15.00

Total Charges

\$7,155.00

Accounts (?)

	Dept *	Account # (?) *	Project #	Amount *
1		001-2222-526.49-14		\$3,480.00
2		110-2222-522.49-14		\$3,480.00
3		001-2222-526.52-01		\$195.00

Total Payments

\$7,155.00

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.

Operative IQ Sole Source Letter FY 26.pdf	2.7MB
North Port Fire Department - Operative IQ Quote (2).pdf	70.08KB

Vendor Details

Vendor Information (?)



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

Vendor Name *

EMS TECHNOLOGY SOLUTIONS LLC

Vendor Number *

5203

Vendor Name CST

Contact

Vendor Email

accounting@operativeiq.com

Remittance Address

3781 TRAMORE POINTE PARKWAY, AUSTELL, GA 30106-6824

Phone

877-217-3707

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.