

LOI 149



## City of Venice, Florida

### Notice of Intent to Award a Single/Sole Source Procurement

Purchase of a F-550 truck with City specified Cues TV equipment installed.

11/01/18

Written Response Due: 11/12/18

Time: 2:00 PM

Electronic Address: [jmayes@venicegov.com](mailto:jmayes@venicegov.com)

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 source under the authority of and in accordance with Florida State Statute 287.057(3)(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.

The City of Venice, Florida intends to negotiate sole-source procurement for a **F-550 truck with City specified Cues TV equipment installed**. The City would contract this procurement with Cues TV of Orlando, FL. This is an acquisition with an estimated value of \$ 274,980.00.

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, email, 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) business days after the date of publication of this synopsis will be reviewed by the City. A determination by the Procurement- Finance Department not to compete this proposed action based on the responses to this notice is solely within the discretion of the Procurement- Finance Department.

All responses must be in writing and returned to ATTN: Jon Mayes, Procurement- Finance Department, City of Venice, 401 W. Venice Ave, Venice, Florida, 34285 by: E-mail [jmayes@venicegov.com](mailto:jmayes@venicegov.com) or electronic response through DemandStar. Note the number of the Sole Source Information inquiry on documentation.

**City of Venice**  
**Single/Sole Source Request Form**

Date Submitted: 10/30/18

Contact Person: Jimmy Bennett Telephone Number 941-486-2788

Requesting Division/Office: Utilities

Product or Service Requested: Cues TV Vehicle

Please describe the product or service and its function:

Vehicle used for televising of sewer lines.

Requested Vendor Name: Cues, Inc.

Amount of Product or Service: \$274,980.00

**Please initial the following statements to verify that both statements apply:**

This purchase is clearly and legitimately limited to a Single Source because the product or service:  
JB(a) is available from only one source and there are no alternates;

**and,**

JB(b) has unique characteristics essential to the program or intended use which no other product would be acceptable to the City.

**Attach vendor documentation certifying that the vendor is the only source for the products or services in question and/or holds the production, copyrights, trademark, and/or patent to the item, and check the following applicable statements:**

☒ The vendor holds the exclusive distribution rights for the item in question;

☒ The item to be purchased is the only item compatible with existing equipment owned by the City.

☒ The vendor is the single provider of the goods or services which have unique characteristics essential to the needs of the program to perform the intended function and no other product will be suitable for use by the City.

**What steps were taken to verify that these features are not available elsewhere?**

☐ Other brands/manufacturers were examined (please list names and phone numbers, and explain why they are not suitable for use by the City—attach additional pages as necessary):

☐ Other vendors were contacted (please list names and phone numbers, and explain why those contacted would not meet the needs of the City—attach additional pages as necessary):

X ☐ State why this is the only source for the required product or service (attach additional pages as necessary):

Cues, Inc. is the sole manufacturer in the State of Florida and this vehicle would work with

our current equipment

Jim B. Smith  
Requestor's Signature

10/30/18  
Date

[Signature]  
Division/Office Manager's Signature

10/30/18  
Date

**Procurement Services**

☒ Notice of intent to enter into a single source contract posted.

Date Posted: 11/1/18 Date Expired: 11/12/18

Verified that this is the only source: Yes ☒ No ☐

Comments:

[Signature]  
Procurement Services Analyst

11/13/18  
Date

[Signature]  
Manager, Procurement Services

11/13/18  
Date

Approved ☒ Denied ☐

**Single/Sole Source requests made to the City Council must include the following language: "This is a request for approval of a Single/Sole Source. All appropriate forms, procedures, and processes have been completed in accordance with the Florida Statutes and the Procurement Services has validated this request."**

City Council Approval Date: \_\_\_\_\_ or ☐ City Manager Approval Form attached

**\*\*\*\*IMPORTANT NOTICE\*\*\*\***

Before declaring a commodity or service as a single-source purchase, please read the following:

Pursuant to section 838.22, Florida Statutes, it is a **felony** of the second degree for a public servant to **circumvent a competitive bidding process** required by law or rule by using a single-source contract for commodities or services and is punishable as provided in sections 775.082, 775.083, or 775.084, Florida Statutes

"The Standard of the Industry"



## SOLE SOURCE JUSTIFICATION

Monday, October 29, 2018

### VENICE, CITY OF (FL)

Stacey McKenzie-Grant  
200 North Warfield Avenue  
Venice, FL 34285  
941-882-7310

I wanted to provide you with some information on why Cues, Inc. is the sole manufacturer that can provide hardware, software, and service/support for City of Venice in the State of Florida.

Let's start with the question... **Why Cues?**

- ✓ Cues, Inc. is the leading manufacturer of CCTV video equipment in the world and has been in business for over 50 years.
- ✓ 100% American Made. All of our Engineering, Sales, Services, and Support are completed in-house, in the USA.
- ✓ The Cues Factory, Customer Support Center, and Stock Room are all centrally located in Orlando, FL.
- ✓ We carry over \$25 million in Parts and Loaner Inventory with over 98% of them shipping the same day.
- ✓ Loaner Equipment is Available for the Lifetime that you own Cues Products...meaning limited downtime.
- ✓ The only manufacturer who has its own Software Support Staff and solely manufactures the Granite Software Platforms.
- ✓ No 3<sup>rd</sup> Parties. No Dealers. We provide direct factory sales, service, and support for the lifetime of the product.
- ✓ Continued Equipment Support for years after purchase with over 175,000 Engineering Drawings on file.

We are the sole manufacturer and only authorized vendor in Florida for CUES, Inc.

We are sole manufacturer and supplier of OEM (Original Equipment Manufacturer) products/parts for your existing TV Equipment. No other vendor or manufacturer offers CUES Equipment or Authorized Service in the entire state of Florida.

### 100% Full Circle Compatibility Notice

Our current product offerings for Cameras, Transporters, Light Heads, Power Control Units, Footage Systems, and GraniteNet Software are 100% compatible with your existing CUES TV equipment. This full circle compatibility allows older equipment to operate on newer TV systems and newer equipment to operate on older systems.

Sincerely,

Chris Parker

**Regional Sales Manager - Florida**

Cell: 407.446.7445 | Office: 800.327.7791 x330  
cparker@cuesinc.com