

## NON-COMPETITIVE CHECK LIST For Any Dollar Threshold

A Non-Competitive purchase exists when it is advantageous to the County to declare a purchase non-competitive because it will result in verifiable financial savings to the County, is a trial program, or utilizing a competitive process will be detrimental to timely securing the goods or services. More than one potential supplier may exist for a good or service. However, written documentation has been forwarded to the Director of Purchasing or Purchasing Manager, clearly documenting the advantages of declaring the purchase non-competitive. Taking this into consideration, therefore, only one reasonable and practicable source exists to supply a particular good or service. Such advantages may include but not be limited to: uniqueness, vendor qualifications, timeliness of purchase, etc.

Use the below checklist when submitting request for Director to approve the request before issuing a purchase order for a non-competitive request.

All research will be performed by a Purchasing staff member.

**Estimated Expenditure: \$60,000.00 for a revised sixty (60) month expenditure \$1,249,320.00**

1.  Attached is the requesting department's memo (a must).

**Answer all applicable questions below that you have researched:**

2.  Confirmed the product or service is wanted for experimental trial or testing. If so, must advise department that it will follow Purchase method of sourcing once trial or testing is complete.
3.  The product is purchased for resale
4.  Additional products or services are needed to complete an ongoing task that was originally competitively solicited.  
Confirm & Provide contracting or purchase order information below backing this statement.
- This contract was awarded by the Purchasing Director on 2/06/2017. Additional services Are required to add 9-1-1 network circuit connection between the Public Safety Campus And the Emergency Response Building. As per C. Freeman, Director of Safety & Emergency Services Department, Frontier, is the only provider who can meet the Layer 3 network requirements without an additional time delay (6 months) and expense of installing fiber(50-60K).
5.  A product or service is purchased from, or a sale is made to, another unit of government.
6.  Funds have become readily available through a grant process and must be spent in time frame that does not permit competitive bidding.  Attached is proof

In

\_\_\_\_\_  
Purchasing Staff Member w/initials

\_\_\_\_\_  
Date

\_\_\_\_\_  
Referenced Document No. (requisition)

\_\_\_\_\_  
Director or Purchasing Manager Approval

\_\_\_\_\_  
Date

**From:** Nowacki, Lucy  
**To:** [Lauro, Joseph](#)  
**Subject:** FW: Need Help - C/O 2 w/Frontier Contract 167-0161-Q 911 Network Services  
**Date:** Tuesday, May 15, 2018 11:49:00 AM  
**Attachments:** [image001.gif](#)  
[image002.gif](#)  
[image003.gif](#)  
[image004.gif](#)

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Joe,

New File ID is 18-371D  
Thank you

**Lucy Nowacki**

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(727) 464-3766

[lnowacki@pinellascounty.org](mailto:lnowacki@pinellascounty.org)

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**From:** Mancuso, Candis L  
**Sent:** Tuesday, May 15, 2018 11:28 AM  
**To:** Nowacki, Lucy <[lnowacki@co.pinellas.fl.us](mailto:lnowacki@co.pinellas.fl.us)>  
**Subject:** FW: Need Help - C/O 2 w/Frontier Contract 167-0161-Q 911 Network Services

See below once you update File ID send this email to Joe

**Candis Mancuso**

Pinellas County Purchasing  
(727) 464-4250

[cmancuso@pinellascounty.org](mailto:cmancuso@pinellascounty.org)

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**From:** Freeman, Charles C  
**Sent:** Monday, May 14, 2018 1:56 PM  
**To:** Mancuso, Candis L <[cmancuso@co.pinellas.fl.us](mailto:cmancuso@co.pinellas.fl.us)>  
**Cc:** Ott, Elizabeth <[erott@co.pinellas.fl.us](mailto:erott@co.pinellas.fl.us)>  
**Subject:** RE: Need Help - C/O 2 w/Frontier Contract 167-0161-Q 911 Network Services

Candy's Note from phone call as well. Per Chuck went to several companies for Layer 2 even Verizon wanted to charge 50 to 60K to lay fiber but would take 6 months to get the fiber in. Brighthouse was next once got spec's say they couldn't do it. Time warner said yes, started then it would not work, at that time Level 3 purchased time warner. Level 3 said make this change but time warner would not do it.

C/O 2 adding layer 2 Level 3 getting rid of them because problem after problem. Frontier layer 3 is not charging for the fiber. c/o replaces all the networks. Has redundancy with Frontier but not with Level 3.

Hi Candy, actually there are no other companies that are willing/able to meet the specifications of this network. When we first installed the "Layer 2" network between the PSC and ERB, we asked Verizon since they were our current provider. They wanted an outrageous amount of money to install fiber and it would have taken months, which we didn't have since we were moving in to the new PSC. We then went to Bright House since the county already had a contract with them. They were not able to meet the specifications. We then went to Time Warner who also had issues with the specifications. During this time Level 3 purchased Time Warner and I had to speak with a VP at Level 3 to make special changes to their network in order to meet our requirements.

Our first change order added a "layer 2" network and a "layer 3" network. The "layer 3" network could be provided by other carriers but due to the lower cost of the "layer 2" network alone, Frontier would have charged us a hefty fee for installing fiber. Since we bundled the "layer 2" and "layer 3" networks in the same PO, the fee for laying fiber was waved.

The issues the carriers face with our 911 network is meeting a "3 second convergence time". In other words, if a circuit "phone line" goes down while a 911 caller is on the line, another network has to seize control of that 911 call before the call is dropped.

I know this is a lot but I think it's important you know the history surrounding these purchases. Also, BTS was involved with our first network purchase.

Chuck

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**Charles C. Freeman, CPM, ENP**  
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Department of Safety & Emergency Services  
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**From:** Mancuso, Candis L

**Sent:** Monday, May 14, 2018 12:53 PM

**To:** Freeman, Charles C <[cfreeman@co.pinellas.fl.us](mailto:cfreeman@co.pinellas.fl.us)>

**Cc:** Mancuso, Candis L <[cmancuso@co.pinellas.fl.us](mailto:cmancuso@co.pinellas.fl.us)>; Ott, Elizabeth <[erott@co.pinellas.fl.us](mailto:erott@co.pinellas.fl.us)>

**Subject:** Need Help - C/O 2 w/Frontier Contract 167-0161-Q 911 Network Services

Hi Chuck:

We are ready to submit this in Legistar for approval but need to add language to add this \$60k as to why only Frontier can do this services versus going out for a bid . The original award was \$366,720 for 5 years then we added \$822,600 for c/o 1 where we probably should have gone out for bid then.

Technically there is competition for this with Level 3 and others right?

I am calling you as well.

**Candis Mancuso**

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**From:** [Freeman, Charles C](#)  
**To:** [Garcia, Rosa](#)  
**Subject:** Frontier 911 network quote  
**Date:** Thursday, December 15, 2016 2:35:08 PM

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The Regional 911 Center has a network for 911 call transfers from the R911 Center to 3 secondary Public Safety Answering Points (Largo PD, Pinellas Park PD & Tarpon Springs PD). This network is provided by Level 3 Communications. Over the past 12-18 months we've experienced multiple failures on this network, most of which were intentional due to maintenance on their system.

We have met with Level 3 executives on multiple occasions to express our dissatisfaction with their services and the potential ramifications to them taking down the network. Despite these meetings, the system has still been taken down. The last event caused an emergency 911 call at Largo PD to drop in the middle of the call.

Level 3's solution was to install a second network, which we received a quote and network design from them. We also asked Frontier Communications, being the Local Exchange Carrier, for the same. The result was Frontier gave a lower price while submitting a network design that was fully redundant and diversely routed over different central offices.

Our request is to proceed with the Frontier quote.

Chuck

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