



LEGISLATIVE MEMORANDUM

TO: Honorable Mayor and Members of the City Council

FROM: Matthew Morton, City Manager

THRU: Dr. Brian Robinson, Director of Information Technology;
Richard Stover, Fire Chief
George Barber, Chief Procurement Officer

DATE: May 15, 2025

RE: Miscellaneous: Special Procurement and Waiver of the Procurement Process, Mach Alert Fire Station Alerting and Automation (FSAA) systems, Fire Stations 7 and 9 – Fire Rescue and Information Technology Departments (Mach Alert, Inc. (equipment) - \$83,243 and Communications International, Inc. (installation) - \$26,250). (AGENDA REVISION)

Background:

Mach Alert Fire Station Alerting and Automation (FSAA) system is a full-featured fire station alerting solution designed to provide state of the art functionality and reliability within the fire and medical alerting process. Mach Alert gives dispatchers the tools to get first responders on the road faster than ever before, while reducing stress and keeping their focus on getting to the emergency call. It is designed for rapid response, seamless integration with existing communication systems, robust reliability and expandability.

As of March 1, 2024, Mach Alert has advised that CI is the only authorized installer for this specialty equipment. The cost of the installation of a sole source for the installation will be \$26,250.00, which was procured by issuing a sole source posting in April of 2025.

As the safety of our citizens is the top priority, Palm Bay Fire Rescue has used Mach Alert for the past five (5) years. Brevard County Fire Rescue (BCFR) and all entities in the county that utilize BCFR also have this specialty equipment. It is critical that there is quick, consistent, and smooth communication between all responding units to have the same information.

Procurement:

City Ordinance 3.07(C) allows special procurements and waivers of the procurement process to be taken before Council for consideration if valued over \$25,000.00. When it comes to public safety, continuity is important to ensure that every emergency is dealt with as swiftly as possible.

After reviewing past purchases for the Mach Alert system itself, as well as doing market research, there are no piggyback or cooperative options suitable for our current design. Outside of the City, all other agencies have issued their own sole sources. A sole source is not something the City can utilize to piggyback for a purchase.

It is being requested that Council approve the special procurement for all Mach Alert Fire Station Alerting and Automation (FSAA) systems, utilizing City Ordinance 3.07(C): Special procurements and waiver of the procurement process. Request to standardize Mach Alert for future purchases in order to maintain continuity for all of our fire stations, to ensure compatibility, parity, and cohesion. This standardization would remain in place for as long as BCFR is using the Mach Alert system. Any future purchases over \$100,000.00 will be brought back to Council for approval.

Requesting Departments:

IT, Fire, Procurement

FISCAL IMPACT:

The current total fiscal impact for the Mach Alert Fire Station Alerting and Automation (FSAA) system equipment and installation at Fire Stations 7 & 9 is \$109,493.00 (Mach Alert \$83,243.00 and CI Communications \$26,250.00). The funds are available within the Fire Rescue budget.

STAFF RECOMMENDATION:

Motion to approve the Procurement Exemption Per City Ordinance 3.07(C) for purchases related to and installation for Mach Alert Fire Station Alerting and Automation (FSAA) systems for Fire Stations 7 & 9 and to standardize for future fire station installations as long as the BCFR is utilizing the Mach Alert system. The systems will be purchased directly from Mach Alert directly while all service will be provided by CI Communications. Any future purchases over \$100,000.00 will be brought back to Council for approval.

ATTACHMENTS:

1. Mach Alert & Communications International Quotes Communications International
2. Sole Source Letter from Mach Alert