



Finance and Administrative Services Department

PURCHASING DIVISION

115 S. Andrews Avenue, Room 212 • Fort Lauderdale, Florida 33301 • 954-357-6066 • FAX 954-357-8535

MEMORANDUM

DATE: July 31, 2025

TO: Monica Cepero, County Administrator

THRU: Robert Gleason, Director of Purchasing, Purchasing Division

THRU: Jose Hidalgo, Purchasing Manager, Purchasing Division

FROM: Lucho Jaramillo, Purchasing Agent, Purchasing Division

SUBJECT: Approval of Sole Source designation and Award to Arconas Inc., Contract
OPN2129661Q1 – Arconas USM Gate Counters and Replacement Parts
Initial One-Year Amount: \$964,964.50 Potential Five-Year Amount: \$1,109,364.50

Constance Mangan, Asst. Director, on behalf of
Digitally signed by Constance Mangan, Asst. Director, on behalf of
Date: 2025.08.13 11:43:44 -04'00'

Jose Hidalgo
Digitally signed by Jose Hidalgo
Date: 2025.08.13 10:12:42 -04'00'

SALUSTIO JARAMILLO
Digitally signed by SALUSTIO JARAMILLO
Date: 2025.08.13 10:10:57 -04'00'

In accordance with the June 10, 2025, Agenda Item No. 38, approved by the Board of County Commissioners, the County Administrator is authorized to approve, and execute agreements, contract amendments, work authorizations, and other documents during the Board's 2025 Summer Recess (June 11 to August 20, 2025) (Exhibit 1).

A Request for Information (RFI) was advertised (January 29, 2025 – February 20, 2025) as a notice of intent to designate Arconas Inc., as the Sole Source for USM Airportsystems AG products Modular Gate Counters at Fort Lauderdale-Hollywood International Airport (FLL). The RFI requested any other vendors that believed they were able to provide the requested services and products to respond to the RFI. The RFI closed with zero (0) responses.

Enclosed is the Sole Source Request Form for the approval of the Sole Source designation to Arconas Inc., to provide Arconas USM Gate Counters and Replacement Parts at the Fort Lauderdale-Hollywood International Airport (FLL) for Broward County Aviation Department (Exhibit 2).

Additionally, enclosed is the Award Memorandum for solicitation No. OPN2129661Q1 between Broward County and Arconas Inc., in the amount of \$964,964.50 for the initial one-year term and \$1,109,364.50 for the five-year potential term (Exhibit 3).

Broward County Board of County Commissioners

Mark D. Bogen • Alexandra P. Davis • Lamar P. Fisher • Beam Furr • Steve Geller • Robert McKinzie • Nan H. Rich • Hazelle P. Rogers • Michael Udine
www.broward.org

History:

The purpose of this solicitation is to secure an open-end contract for Arconas USM Gate Counters and Replacement Parts at the FLL. The solicitation was advertised privately to Arconas Inc., as a Sole Source designated solicitation on June 5, 2025, and opened on July 3, 2025; one bid was received with no declinations. Arconas Inc., has agreed to be bound by the contractual obligations of the Living Wage Ordinance.

The Aviation Department has reviewed the bid submitted by Arconas Inc, and concurs with the recommendation for award. Arconas Inc., has a final vendor performance evaluation of 4.05 out of 5.0. The effective date of this contract shall commence on the date of award.

Please execute the attached Sole Source/Sole Brand Request Form and the Award Memorandum and return to Lucho Jaramillo, Purchasing Agent.

Attachment

Exhibit 1 - Agenda Item No.38 dated June 10, 2025

Exhibit 2 - Sole Source Request Form

Exhibit 3 – Award/Rejection Authority Memorandum

36. MOTION TO INITIATE amendments to the Broward County Comprehensive Plan and its Water Supply Facilities Work Plan to incorporate any changes needed due to the adoption of the 2023-2024 Lower East Coast Regional Water Supply Plan by the South Florida Water Management District and general updates.

ACTION: (T-11:04 AM) Approved.

VOTE: 9-0.

37. MOTION TO DIRECT Office of the County Attorney to draft an Ordinance amending Chapter 5 Article IX of the Broward County Code of Ordinances ("Land Development Code") related to the requirements for permits issued prior to plat recordation.

ACTION: (T-11:04 AM) Approved.

VOTE: 9-0.

FINANCE AND ADMINISTRATIVE SERVICES DEPARTMENT

38. MOTION TO AUTHORIZE County Administrator to negotiate, approve, and execute agreements, contract amendments, work authorizations, and other documents during the Board's 2025 Summer Recess (June 11 to August 20, 2025), including all items listed on Exhibit 1 hereto, and any other items for which the County Administrator determines approval or execution is in the best interest of the County and delaying action until August 21, 2025 would adversely impact the County's interests or day-to-day operations, subject to review and approval of such documents as to legal sufficiency by the County Attorney's Office; directing the County Administrator to provide a report to the Board identifying any action taken pursuant to this delegated authority that is not listed on Exhibit 1; and authorizing the County Administrator to take all necessary administrative and budgetary actions to effectuate the authorized actions.

(Per the Tuesday Agenda Memorandum, the Board's consideration of Exhibit 1 is based upon Exhibit 1 as modified by the changes shown in Additional Material 38-A and 38-B.)

ACTION: (T-11:04 AM) Approved as amended with Regular Meeting Additional Material 38-A and 38-B, dated June 10, 2025, submitted at the request of Purchasing Division.

VOTE: 9-0.

ACCOUNTING DIVISION

39. MOTION TO FILE Annual Report of Interest Payments pursuant to the Broward County Prompt Payment Policy set forth in Section 1-51.6 of the Broward County Code of

Required Board Action
Administrative Approval Action During Summer Recess 2025

All contracts, amendments and work authorizations approvals will be subject to the Office of the County Attorney approving as to legal sufficiency.

Line No.	Lead Department	Division	Requisition	Requested Action	Summary	Fiscal Impact and Any Applicable Duration	Justification	Status	Manager/Agent	Notes
3	FASD/Purchasing Division	Public Works Department/ Facilities Management Division	TBD	Approval to Award and execute Participating Addendums piggybacking the Sourcewell Florida State Job Order Contract (JOC) No. IFB FL-092524 for Indefinite Delivery-Indefinite Quantity Construction Contract with multiple awardes, as recommended by Director of Purchasing, to provide heating, ventilation and air conditioning (HVAC) services and roofing services for Region 6, Gold Coast.	The JOC Program enables using agencies to engage qualified, specialized and experienced HVAC and roofing contractors to provide construction, repair and renovation services. Under the JOC Program, all unit prices and construction tasks are preset in a Construction Task Catalog which is based on the local labor, materials and equipment costs for the direct cost of construction. No CBE goals were set for these contracts as they were pre-existing agreements.	Initial one-year estimated aggregate amounts of \$4,000,000 for HVAC services and \$4,500,000 aggregate for roofing services. The Participating Addendums authorize the Director of Purchasing to renew the contract for four one-year periods. This results in a five-year potential estimated aggregate amounts of \$20,000,000 for HVAC services and \$22,500,000 for roofing services.	The award and execution of these Participating Addendums will provide additional capacity and potentially reduce costs by enabling the use of a trade-specific contractor in lieu of a general contractor. Award during summer is to potentially save money if an HVAC or roofing project needs to start during that time. The trade-specific contracts expired on 12/31/24.	The draft Participating Addendum that will be used for all trade-specific contractors is still being reviewed by the CAO but they have advised FMD that the process will be completed prior to the Boards return.	Carlos Acosta Rivera	Update provided by Rita Durocher - PM; need final update
4	FASD/Purchasing Division	Aviation Department	N/A	Approval of Sole Source/Sole Brand designation of NextGen Security, LLC for Broward County Aviation Department.	NextGen Security, LLC, formerly Micro Security Solutions, LLC (MSSI), provides proprietary CCTV video surveillance system and related equipment installed at FLL. The Sole Source/Sole Brand designation of NextGen Security, LLC will apply to future procurements that include NextGen products and services (an allowance amount will be included in solicitation).	The action has not fiscal impact, however the estimated amount for NextGen products and services, by project are: FLL T1 Schindler Elevator/Escalator Infrastructure Replacement - \$41,881 FLL Runway 10R-28L Security Enhancements - \$1,070,961 FLL Security Infrastructure Improvements - \$285,228 T3 Air Handler Unit - \$1,000,000 CCTV Enhancements - \$1,040,000	Approval of this sole source designation allows for multiple solicitations to issued over the next several months.	COMPLETED Approved Sole Source/Sole Brand Designation by County Administrator on July 25, 2025.	Shorey/DeFrancisco	
5	FASD/Purchasing Division	Aviation Department	AVC0001215	Approval of Reasonable Source designation of Schindler Elevator Corporation for Broward County Aviation Department.	The purpose of this contract is to modernize elevators and escalators at Terminal 1 of the Fort Lauderdale-Hollywood International Airport.	The fixed contract is estimated at \$7,396,166 which includes allowances for the sole sources.	Purpose to gain approval of contract to mitigate price increases and begin replacement of equipment to ensure continuity of operations.	COMPLETED Approved Reasonable Sole Source Designation and Executed Agreement by County Administrator on July 28, 2025.	Shorey/DeFrancisco	
6	FASD/Purchasing Division	Aviation Department	AVC0001335	Approval of Reasonable Source designation of Boland's LLC.	The purpose of this contract is to provide inspection and repairs services of the EMAS at FLL.	This open-end contract is estimated at \$2,300,000 for the initial three-year term.	This approval/award through summer-recess delegation will require Board ratification owing to Florida Statute 332.0075 (3) (b) that requires Board approval for contracts in excess of \$1.5M.		Shorey/DeFrancisco	
7	FASD/Purchasing Division	Aviation Department	AVM0011794	Approval of Reasonable Source designation of Arconas, Inc.	The purpose of this contract is to provide USM Gate Counters and Replacement parts for the Fort Lauderdale-Hollywood International Airport.	Initial one-year estimated amount of \$905,950, and authorize the Director of Purchasing to renew the contract for four one-year periods, for a five-year potential estimated amount of \$1,035,000.	This is an urgent procurement, as the current gate podiums are obsolete and damaged.		Hidalgo/Jaramillo	
8	FASD/Purchasing Division	County Administration/Libraries Division	LBD0002034	Approval of Agreement between Broward County and Today's Business Solutions, Inc. for Request for Letters of Interest (RLI) No. TEC212549R2, Public Computer Reservation, Print Management, and Scanning Solution.	The purpose of this agreement is to provide hosted software subscription, implementation, support and maintenance, for fully functional and integrated Public Computer Access with Reservation Control, Print Management and Scanning Solution.	Initial five-year estimated amount of \$1,155,000, with five one-year renewals, for a ten-year not-to-exceed amount of \$2,010,500.	Pending final agreement development.	COMPLETED Executed Agreement by County Administrator on June 24, 2025.	Lovett/Jean-Pierre	
9	FASD/Purchasing Division	County Administration/Parks and Recreation Division	PRA0007608	Approval of Agreement between Broward County and Riggs Ward Design, LLC for Request for Letters of Interest (RLI) No. GEN212696R1, Nature Centers Exhibit Design, Fabrication, and Installation.	The purpose of this agreement is to provide the design, fabrication, and installation of museum-quality exhibits for Fern Forest and Miramar Pineland Nature Centers.	The Agreement period begins on date of execution and terminates two years from that date. Additionally, the Agreement provides for up to one additional one-year extension, for a three-year total maximum not-to-exceed amount of \$934,922 from the General Capital Fund.	Award during summer recess will allow this project's design and fabrication to begin this summer. Further delays may cause price increases for extended labor and equipment needed for the project.	COMPLETED Executed Agreement by County Administrator on July 1, 2025.	Cohen/Ebanks/Lescott	
10	FASD/Purchasing Division	Greater Fort Lauderdale Convention & Visitors Bureau Department	CVB0001837	Approval to Award open-end contract to low responsive, responsible bidder, Bullet Freight Systems, Inc. for Bid No. GEN212870B1, Warehouse and Fulfillment Services.	The purpose of this contract is to provide storage, inventory management and processing and fulfillment services for the Greater Fort Lauderdale Convention & Visitors Bureau (GFLCVB).	Initial three-year estimated amount of \$559,442, which includes Optional Services for \$75,000 annually; with two one-year renewal periods, for a five-year potential amount of \$932,403 from the Tourist Development Tax Fund.	Current Contract No. GEN212072B1 expires June 11, 2025. A new contract is required for the continued management of the County's inventory (i.e., collateral items, brochures, promotional items, etc.) and allow for the transfer of the County's inventory to be organized and ready to perform the mailing services for upcoming GFLCVB events.		Cohen/Ebanks/Landon	



DATE: 11/19/24

TO: Robert Gleason, Director, Purchasing Division

THRU:

FROM: Richard Waskiewicz, Enterprise Director of Facilities/Maintenance

PROJECT TITLE: New Arconas Gate Counters and Replacement Parts

REQUISITION NO. TBD

SOURCE/BRAND NAME: ARCONAS, Inc.

SOLE SOURCE/SOLE BRAND/ONLY ONE REASONABLE SOURCE REQUEST



SOLE SOURCE



SOLE BRAND



ONLY ONE REASONABLE
SOURCE

I. REQUEST: Provide a description of the features of the product/service or Scope of Work.

The Broward County Aviation Department (BCAD) is seeking procurement and delivery of twenty-one Arconas Inc. (Arconas) USM Airport systems podiums for Terminal 3 Concourse E and F gates at the Fort Lauderdale-Hollywood International Airport (FLL) to replace the current gate counters and provide replacement parts as needed. The current gate counters have reached their life expectancy and can no longer be repaired.

Arconas has confirmed they are the exclusive and sole designer, manufacturer, and seller of the USM Modular gate counters (see attached letter). The Arconas USM Modular gate counters are able to withstand the high-volume daily use at FLL and are pest resistant as they consist of a chrome-plated brass ball joint, chromed steel tubes and powder coated metal panels rather than wood based product.

II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

Sole Source/Uniqueness



Proprietary Item - this vendor/source has the only rights to provide this service or commodity. A letter from the manufacturer or authorizing entity is included in this request.



Technology Improvements - updates or upgrades to an existing system, software, software as a service (SaaS), hardware purchases.



Engineering Direction - engineering drawing or specification identifies product; "no substitutes or equivalents will be acceptable."



Only qualified supplier - reliability and maintainability of the product or service would be degraded unless specified supplier is used; may void warranty. This request includes a copy of the current warranty information.

- ☒ Other/or Additional information - the County requires this sole source purchase for the following reasons.

Arconas has confirmed they are the exclusive and sole designer, manufacturer, and seller of the USM Modular gate counters (see attached letter). The Arconas USM Modular gate counters are able to withstand the high-volume daily use at FLL and are pest resistant as they consist of a chrome-plated brass ball joint, chromed steel tubes and powder coated metal panels rather than wood based product.

Business Case (Only One Reasonable-Source¹ or Only One Reasonable Brand)

- ☐ Operational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is included with this request.
- ☐ Ease of Maintenance - maintenance or retooling prohibits competition. Section III, Comparative Market Research includes estimated costs associated with changing current source and/or brand.
- ☐ Follow-On - potential for continued development or enhancement with same supplier and eliminates costs incurred by using different supplier. Section III, Comparative Market Research includes estimated costs for replacing current or existing system.
- ☐ Complies with existing community and safety standards, and/or laws, rules, and regulations.
- ☐ Other/or additional information - using this only one reasonable source, only one reasonable brand purchase benefits the County for the following reasons:

III. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand or most reasonable source (attach extra sheets as needed).

Estimated project value: 1,034,350.00 Contract length (if applicable): 5

Has this commodity or service been previously provided to the County? ☒ Yes ☐ No

If yes, provide the following and attach any supporting documentation (e.g., previous approved memoranda):

Vendor name and date Arconas, Inc. Method of Procurement TEC2123241A1

What is the current contract (Procurement Catalog) or purchase order number? N/A

Expenditures to date: 79,388.00

Will this procurement utilize any local/state/federal grant funding? ☐ Yes ☒ No

If yes, attach any supporting documentation (e.g., grant agreement).

If this is a sole brand, is there an "authorized" dealers/resellers list? ☐ Yes ☒ No

If yes, provide the manufacturer's "authorized" dealers/resellers list.

¹ Commonly known as Most Reasonable Source

Cost/Benefit Analysis: What would the cost be to utilize an alternate vendor or source? This explanation should include the savings and/or additional costs to the County by not using the preferred vendor or source. Attach additional sheets if needed.

This procurement for specialized propriety product has a long manufacturing lead-times (over 20 weeks). The purchase of the gate counters and replacement parts from the Sole Source vendor, Arconas, ensures the authenticity of the components, warranty, and after-sales services. As part of a pilot program, BCAD has acquired two counters from Arconas, which have been installed successfully and support the existing Amedeus' common use and biometric hardware equipment system configurations installed at the FLL gate counters.

CERTIFICATION: I have thoroughly researched the sole source, sole brand, only one reasonable source, or only one reasonable brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant or a public contractor who has contracted with a governmental entity to assist in a competitive procurement to knowingly and intentionally obtain a benefit for any person or to cause unlawful harm to another by circumventing a competitive solicitation process required by law or rule through the use of a sole-source contract for commodities or services".

(5) "Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084".

Lisette Forrest

Lisette Forrest Digitally signed by Lisette Forrest
Date: 2024.11.15 15:11:53 -05'00'

REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)	DATE
Richard Waskiewicz	 Digitally signed by Richard Waskiewicz Date: 2024.11.22 15:20:55 -05'00'	11/22/24

DEPT/DIV DIRECTOR OR DESIGNEE (PRINT)	DEPT/DIV DIRECTOR OR DESIGNEE (SIGN)	DATE
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PURCHASING DIVISION USE ONLY

The Purchasing Agent has reviewed the request and has completed the required due diligence per the Procurement Code Section(s) 21.25 and 21.26. The Purchasing Agent recommends the following:

☒ Sole Source	☐ Sole Brand	☐ Only One Reasonable Source/Brand ²	☐ Reject
☐ Authorization to Negotiate	☐ Standardization	☐ Board Award	

Attachments

☐ Request for Information	☐ Previous Approved Documentation
☐ Vendor Letter	

² As per Florida Statute 287.057(3)(c), FLL projects valued ≥\$325,000 require 15 business day posting of intended sole source designation

Additional Information (e.g., Number, opening date, # of responses, Agency reviewed yes/no):

The Purchasing Agent affirms that the required due diligence has been completed through Request for Information (RFI) No. OPN2129661F1 (Exhibit 1) and recommends approval of this request. RFI No. OPN2129661F1 was advertised on January 29, 2025 and opened on February 20, 2025 with no responses received. In a letter dated April 22, 2025, USM Airportsystems AG., stated that Arconas, Inc., is the sole and exclusive distributor of USM AirportSystems AG products (Exhibit 2). Arconas USM Modular gate counters was determined to be successful to support Amedeus' common use and biometric hardware equipment system installed at FLL Terminal 3 pilot program for gate counters. Arconas is an airport partner of Amedeus and can customize their modular gate counters to accommodate the necessary counter modification and configuration needs of the gate counters to support the Amedeus' biometric hardware and common use equipment contained within the gate counters. It is my recommendation that USM Modular Gate Counters be procured as a Sole Source Per Numbered Memorandum Sequence No. 24-01, Delegation of Approval and Award Authority dated July 8, 2024, Sole Source must be approved by the Board if the award amount exceeds the Director of Purchasing approved threshold (\$500,000).

Purchasing Agent Signature:

SALUSTIO
JARAMILLO

Digitally signed by
SALUSTIO JARAMILLO
Date: 2025.04.25
14:18:29 -04'00'

Reviewer Title: Purchasing Manager

Reviewer Signature: Jose Hidalgo

Digitally signed by Jose
Hidalgo
Date: 2025.04.25
14:26:34 -04'00'

APPROVAL AUTHORITY

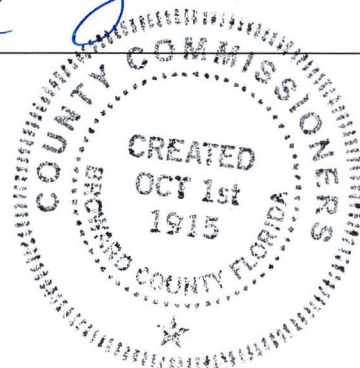
☒ APPROVED

☐ DISAPPROVED

REASON/SUGGESTED ACTION (IF DISAPPROVED):



Title: Director of Purchasing



Signature: Constance Mangan, Asst. Director, on behalf of

Digitally signed by Constance
Mangan, Asst. Director, on behalf
of
Date: 2025.04.25 15:09:41 -04'00'

Last Revised: 10/17/23


County Administrator

OPN2129661F1 - Request for Information (RFI) Arconas Gate Counters

BPRO Electronic Procurement System [Back to list](#)



Project Details

Project: Request for Information (RFI) Arconas Gate Counters

Ref. #: OPN2129661F1

Department: FASD - Purchasing

Type: RFI

Status: CLOSED

Open Date: Jan 29th 2025, 5:00 PM EST

Questions Due Date: Feb 5th 2025, 5:00 PM EST

Contact Information: Lucho Jaramillo, Ernesto Perez, sajaramillo@broward.org, emperez@broward.org

Close Date: Feb 20th 2025, 2:00 PM EST

Days Left: Submissions are now closed

Contract Duration:
Not Applicable (RFQ/RFI)

Contract Renewal:
Not Applicable (RFQ/RFI)

Bid Validity:
Not Applicable; RFI

Bonding Required:
No

Total Amount of Pass-Thru Allowance (Initial Term or Fixed):
0

OESBD Designation Goal Participation Type:
No Goal

Goal Assigned Percentage (0 if No Goal):
0

Project Description:
Notice of Intent to Designate Sole Source:

This Request for Information (RFI) Notice of Intent to Designate Sole Source is to determine if the specified commodity or service is available from multiple providers, or if an alternate commodity or service is available that would meet the County's needs. This is not a request for pricing or a purchase commitment.

The following commodity or service is thought to be available only as a sole source and is the only commodity/service that meets the County's needs:

February 2025

[prev](#) [next](#)

Sun	Mon	Tue	Wed	Thu	Fri	Sat
26	27	28	29	30	31	1
			5p OPEN			
2	3	4	5	6	7	8
OPEN						
9	10	11	12	13	14	15
OPEN						
16	17	18	19	20	21	22
OPEN						
23	24	25	26	27	28	1

Commodity/Service: Arconas USM Modular gate counters

Arconas, Inc. USM MODULAR COUNTERS
Metal Finish: Color, Light Grey w Blue Accent- TBC
Bottom Panel: Rubber Matting
Keyboard Adjustable
Includes: POS.1 & POS.1.1

Single Gate Counter
Double Gate Counter
Triple Gate Counter

This RFI will remain posted until closing date and time.

Prospective Vendors are requested to provide information regarding their ability to provide the commodity or service described or written explanation or other documentation contesting the proposed RFI designation.

If you are capable of meeting or exceeding the County's requirements for the specified commodity or service, respond to this RFI through the electronic bidding system. Vendor should upload any supporting information in the electronic bidding system as part of its response to assist the County in determining if commodity or service is comparable, is available from multiple suppliers, and meets the County's needs. The Director of Purchasing shall have sole authority in deciding what is comparable.

The Director of Purchasing shall consider such submittals and notify all submitting vendors (thru the electronic bidding system) of the decision whether to designate as a Sole Source, which decision shall not be subject to objection, protest, or appeal.
Vendor Information and/or Market Survey

Language for Project Description

This is a Request for Information (RFI). This is not a request for pricing or a purchase commitment.

This Request for Information (RFI) is requesting information regarding a potential Broward County solicitation for the Aviation Department. The Department is requesting inform which will assist the Division in developing the scope of services, locating vendors, and receiving additional project details.

This RFI will remain posted until the closing date and time. Vendors should submit response electronically through the electronic bidding system with the information requested

Important Events:

Search

Status	Event Name	Location	Description	Dates	Mandatory
PASSED	Open Date	Online Portal	Posting date for the Opportunity	Jan 29th 2025, 5:00 PM EST	N/A
PASSED	Questions Due Date	Online Portal	Deadline to submit Questions	Feb 5th 2025, 5:00 PM EST	N/A
PASSED	Close Date	Online Portal	Deadline for Submissions	Feb 20th 2025, 2:00 PM EST	N/A

Commodity Codes:

NIGP 035 Aircraft And Airport Equipment, Parts, And Supplies
NIGP 03522 Airport Equipment (Not Otherwise Classified)
NIGP 42041 Institutional Furniture, All Types
NIGP 0352252 AIRPORT EQUIPMENT (NOT OTHERWISE CLASSIFIED)

Requested Information:

Listed below are the documents and information needed to complete your submission:

Name	Type	# Files	Requirement
Vendor's RFI Response	File Type: Any (.*)	Multiple	REQUIRED

Document Takers

Vendors

Files

Actions

No data available in table

Interested Contractors

[Prime/General Contractors](#) [Subcontractors](#)

Vendors

Contact

Email

Phone

Subcontract Services

No data available in table

Messages

[Public Notices \(0\)](#)[Vendor Discussions \(0\)](#)[Public Q&A \(0\)](#)

There is currently nothing to display here.

[Create a new Public Noti](#)

Submissions and Prime/Subcontractor Interest

This project is not open for proposal submissions at this time.



Broward County Aviation Department Fort Lauderdale
Hollywood International Airport (FLL)
320 Terminal Drive, Suite 200
Fort Lauderdale, FL 33315
USA

Münsingen, 22 April 2025

CN: Arconas as exclusive distributor for USM Airportsystems AG in Americas

Dear Ms. Monville,

We hereby confirm that Arconas Corporation is the sole and exclusive distributor for USM Airportsystems in the Americas.

As the sole and exclusive distributor, Arconas is the only company authorized to sell these products to airports in the United States through their US office Arconas Inc, 220S Elm Street, High Point, NC27260, USA. By purchasing USM Airportsystems AG products through Arconas we can ensure the authenticity of the components, warranty, and all related after-sales services.

We look forward to the opportunity of working together with you.

Sincerely

b.forrest Digital unterschrieben von
b.forrest
Datum: 2025.04.22
12:34:00 +02'00'

Brita Forrest-Hampson
USM Airportsystems AG
CEO

USM Airportsystems AG
Thunstrasse 55
3110 Münsingen
Switzerland
Phone +41 31 720 70 80
www.airport.usm.com



Finance and Administration Services Department

PURCHASING DIVISION

115 S Andrews Avenue, Room 212, Fort Lauderdale, Florida 33301 | 954-357-6066 | FAX 954-357-5835 | broward.org/Purchasing

AWARD/REJECTION AUTHORITY MEMORANDUM

OPN2129661Q1 – Arconas USM Gate Counters and Replacement Parts

☒ **RECOMMENDATION FOR AWARD**

Vendor(s): Arconas Inc.

Contract Type: ☐ Fixed ^[1] ☒ Open-End

Basis of Award: ☐ Low ☒ Responsive ☒ Responsible
☐ Split ^[2] ☐ Multiple ^[3] ☐ Single ^[4]

Initial One-Year Term Award Amount: \$964,964.50

Breakdown of Initial Award Amount:

\$932,864.50	Vendor Bid Total
\$30,000	Allowance for Replacement Parts
+ \$2,100	Allowance for Shipping/Freight
<u>\$964,964.50</u>	Initial One-Year total

Potential Five-Year Award Amount: \$1,109,364.50

AWARD JUSTIFICATION

☒ Price Analysis ☐ Clarification ☐ Waiver ^[5]

☐ **RECOMMENDATION TO REJECT** ^[6]

Vendor(s): [Insert Name(s)]

REJECT JUSTIFICATION

- ☐ Does not meet specifications: [Identify area]
- ☐ Single Bidder: pricing not fair/reasonable
[Reference justification included]
- ☐ Non-responsive (did not conform to any/all material aspects of solicitation): [Identify area]
- ☐ Non-responsive: [Identify area]
- ☐ Other Reason: [Insert brief description, reference justification included]

OPEN-END CONTRACT TERM(S) OR ☐ N/A (Fixed Contract)

Initial Term ^[7]: Date of Award – One-Year later

Number of Renewal Option(s): Four (4)

Potential Contract Duration: Five-Years

Note: Term shall begin on date of award.

P-CARD

P-Card not applicable for this contract ☒

Vendor(s)

[Insert Name(s)] Accepts:

☐ Yes ☐ No

ADDITIONAL INFORMATION

¹ In accordance with the Internal Control Handbook, Page 216, Chapter 10, Section G, Repairs, if a firm fixed price is not available for equipment repair, a unit must be taken to a repair shop for disassembly and determination of repair costs, and repair. (2006)

² Award different line item or group to more than one Bidder.

³ Award same line item or group to more than one Bidder. (i.e., Primary, Secondary, Tertiary, etc.)

⁴ Sole Source/Sole Brand, Reasonable Source, Emergency, and Single Bids over \$100,000 must be added to the monthly activity report to the Board of County Commissioners, and a copy of this Award Rejection Authority Memorandum should be uploaded to your final PO or Procurement Contract.

⁵ Pursuant to Procurement Code, Section 21.37, a minor or non-substantive lack of conformity may be considered a technicality or irregularity and may be waived by the Director of Purchasing.

⁶ Pursuant to Procurement Code, Section 21.39, after all responses are open, any or all responses may be rejected by the Director of Purchasing, provided, however, that only the Board may reject all responses to a solicitation where the issuance of the solicitation was approved by the Board.

⁷ Dates (Initial Term and Final Expiration) are not known until the contract is awarded. Initial term here should be 'number of months or years of initial term'.

☐ This firm is a certified [Small Business Enterprise (SBE)/County Business Enterprise (CBE)], and therefore is considered a responsive and

☐ This firm met the [County Business Enterprise (CBE)/Disadvantaged Business Enterprise (DBE)], goal requirements and/or demonstrated Good Faith

OPN2129661Q1 – Award/Rejection Authority Memorandum Form 146 (Rev 05/30/2024)

responsible bidder under the OESBD provisions of this contract.

Effort, and therefore is considered a responsive and responsible bidder under the OESBD provisions of this contract.

- ☐ This firm met the assigned Airport Concession Disadvantaged Business Enterprise (ACDBE) participation goal, and therefore is considered a responsive and responsible bidder under the OESBD provisions of this contract.
- ☐ It should be solicited to open market with no assigned goals.
- ☐ This is an Informal Quote. A review for SBE/CBE vendors was conducted through the CBE/DBE Directory for potential vendors.
- ☒ This project has been designated a sole source/sole brand, or reasonable sole source/brand, Qualified Vendors List (QVL), emergency or piggyback, therefore, this project is not subject to the OESBD requirements.
- ☐ Due to no responses received from SBE vendors during the original solicitation, this solicitation was re-bid to the open market. Per OESBD, no goals were applied to the re-solicitation.

WHAT APPROVAL ACCOMPLISHES ^[8]

- ☐ In accordance with the Broward County Procurement Code, Section 21.47.(b)(1), the Director of Purchasing may award solicitations in an amount not exceeding \$500,000, inclusive of the value of any renewals or extensions.
- ☐ In accordance with the Broward County Procurement Code, Section 21.47.(b)(2), the Director of Purchasing may award bids in any amount over \$500,000, inclusive of any extensions or renewals, contingent upon no bidder has been determined to be non-responsive or non-responsible, no protests have been filed, and more than one bidder has submitted a response, and further provided that no Commissioner has expressed an objection within five (5) days after receiving notice of intended award from the Purchasing Division.
- ☐ In accordance with the Broward County Procurement Code, Section 21.19(b), Board approved standardized goods and services may be purchased by the Director of Purchasing regardless of the contract amount without further Board authorization.
- ☒ In accordance with the June 10, 2025, Agenda Item No. 38, approved by the Board of County Commissioners, the County Administrator is authorized to approve and/or execute agreements, contract amendments, work authorizations, advertisements of competitive solicitations and other documents during the 2025 Board Summer Recess, June 11, 2025 through August 20, 2025.
- ☐ In accordance with Broward County Procurement Code, Section 21.39 Rejection After Bid Opening, any or all responses may be rejected by the Purchasing Director or designee, including those bids in which there is only one (1) responsive vendor.

APPROVAL AUTHORITY

Title: Purchasing Agent	Title: Purchasing Manager
☒ APPROVE ☐ DISAPPROVE	☒ APPROVE ☐ DISAPPROVE
SALUSTIO JARAMILLO Digitally signed by SALUSTIO JARAMILLO Date: 2025.08.13 10:12:17 -04'00'	Jose Hidalgo Digitally signed by Jose Hidalgo Date: 2025.08.13 10:12:59 -04'00'
(Signature & Date)	(Signature & Date)

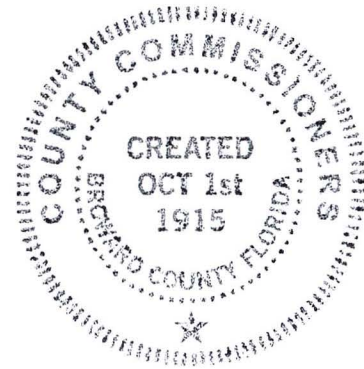
⁸ The Award Rejection Authority Memorandum must be signed by the appropriate authority prior to Recommendation for Award (RFA) posting in accordance with the most recently issued delegation memorandum.

OPN2129661Q1 – Award/Rejection Authority Memorandum Form 146 (Rev 05/30/2024)

Title: Director of Purchasing	Title: County Administrator
☒ APPROVE ☐ DISAPPROVE	☒ APPROVE ☐ DISAPPROVE
Constance Mangan, Asst. Director, on behalf of Digitally signed by Constance Mangan, Asst. Director, on behalf of Date: 2025.08.13 14:30:33 -04'00'	
(Signature & Date)	(Signature & Date)

ATTACHMENTS

- | | | | |
|---|---|--|--|
| ☒ Bid Tab | ☐ OESBD Document | ☒ Using Agency Concurrence | ☒ Certificate of Insurance |
| ☒ Price Analysis | ☒ Sole Source | ☐ Sole Brand | ☐ Purchasing Agent Report |
| ☐ Board or County Administrator Approved
Emergency Memo | ☐ Other | | |





DATE: 11/19/24

TO: Robert Gleason, Director, Purchasing Division

THRU:

FROM: Richard Waskiewicz, Enterprise Director of Facilities/Maintenance

PROJECT TITLE: New Arconas Gate Counters and Replacement Parts

REQUISITION NO. TBD

SOURCE/BRAND NAME: ARCONAS, Inc.

SOLE SOURCE/SOLE BRAND/ONLY ONE REASONABLE SOURCE REQUEST



SOLE SOURCE



SOLE BRAND



ONLY ONE REASONABLE
SOURCE

I. REQUEST: Provide a description of the features of the product/service or Scope of Work.

The Broward County Aviation Department (BCAD) is seeking procurement and delivery of twenty-one Arconas Inc. (Arconas) USM Airport systems podiums for Terminal 3 Concourse E and F gates at the Fort Lauderdale-Hollywood International Airport (FLL) to replace the current gate counters and provide replacement parts as needed. The current gate counters have reached their life expectancy and can no longer be repaired.

Arconas has confirmed they are the exclusive and sole designer, manufacturer, and seller of the USM Modular gate counters (see attached letter). The Arconas USM Modular gate counters are able to withstand the high-volume daily use at FLL and are pest resistant as they consist of a chrome-plated brass ball joint, chromed steel tubes and powder coated metal panels rather than wood based product.

II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

Sole Source/Uniqueness



Proprietary Item - this vendor/source has the only rights to provide this service or commodity. A letter from the manufacturer or authorizing entity is included in this request.



Technology Improvements - updates or upgrades to an existing system, software, software as a service (SaaS), hardware purchases.



Engineering Direction - engineering drawing or specification identifies product; "no substitutes or equivalents will be acceptable."



Only qualified supplier - reliability and maintainability of the product or service would be degraded unless specified supplier is used; may void warranty. This request includes a copy of the current warranty information.

- ☒ Other/or Additional information - the County requires this sole source purchase for the following reasons.

Arconas has confirmed they are the exclusive and sole designer, manufacturer, and seller of the USM Modular gate counters (see attached letter). The Arconas USM Modular gate counters are able to withstand the high-volume daily use at FLL and are pest resistant as they consist of a chrome-plated brass ball joint, chromed steel tubes and powder coated metal panels rather than wood based product.

Business Case (Only One Reasonable-Source¹ or Only One Reasonable Brand)

- ☐ Operational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is included with this request.
- ☐ Ease of Maintenance - maintenance or retooling prohibits competition. Section III, Comparative Market Research includes estimated costs associated with changing current source and/or brand.
- ☐ Follow-On - potential for continued development or enhancement with same supplier and eliminates costs incurred by using different supplier. Section III, Comparative Market Research includes estimated costs for replacing current or existing system.
- ☐ Complies with existing community and safety standards, and/or laws, rules, and regulations.
- ☐ Other/or additional information - using this only one reasonable source, only one reasonable brand purchase benefits the County for the following reasons:

III. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand or most reasonable source (attach extra sheets as needed).

Estimated project value: 1,034,350.00 Contract length (if applicable): 5

Has this commodity or service been previously provided to the County? ☒ Yes ☐ No

If yes, provide the following and attach any supporting documentation (e.g., previous approved memoranda):

Vendor name and date Arconas, Inc. Method of Procurement TEC2123241A1

What is the current contract (Procurement Catalog) or purchase order number? N/A

Expenditures to date: 79,388.00

Will this procurement utilize any local/state/federal grant funding? ☐ Yes ☒ No

If yes, attach any supporting documentation (e.g., grant agreement).

If this is a sole brand, is there an "authorized" dealers/resellers list? ☐ Yes ☒ No

If yes, provide the manufacturer's "authorized" dealers/resellers list.

¹ Commonly known as Most Reasonable Source

Cost/Benefit Analysis: What would the cost be to utilize an alternate vendor or source? This explanation should include the savings and/or additional costs to the County by not using the preferred vendor or source. Attach additional sheets if needed.

This procurement for specialized propriety product has a long manufacturing lead-times (over 20 weeks). The purchase of the gate counters and replacement parts from the Sole Source vendor, Arconas, ensures the authenticity of the components, warranty, and after-sales services. As part of a pilot program, BCAD has acquired two counters from Arconas, which have been installed successfully and support the existing Amedeus' common use and biometric hardware equipment system configurations installed at the FLL gate counters.

CERTIFICATION: I have thoroughly researched the sole source, sole brand, only one reasonable source, or only one reasonable brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant or a public contractor who has contracted with a governmental entity to assist in a competitive procurement to knowingly and intentionally obtain a benefit for any person or to cause unlawful harm to another by circumventing a competitive solicitation process required by law or rule through the use of a sole-source contract for commodities or services".

(5) "Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084".

Lisette Forrest

Lisette Forrest Digitally signed by Lisette Forrest
Date: 2024.11.15 15:11:53 -05'00'

REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)	DATE
Richard Waskiewicz	 Digitally signed by Richard Waskiewicz Date: 2024.11.22 15:20:55 -05'00'	11/22/24

DEPT/DIV DIRECTOR OR DESIGNEE (PRINT)	DEPT/DIV DIRECTOR OR DESIGNEE (SIGN)	DATE
--	---	------

PURCHASING DIVISION USE ONLY

The Purchasing Agent has reviewed the request and has completed the required due diligence per the Procurement Code Section(s) 21.25 and 21.26. The Purchasing Agent recommends the following:

☒ Sole Source	☐ Sole Brand	☐ Only One Reasonable Source/Brand ²	☐ Reject
☐ Authorization to Negotiate	☐ Standardization	☐ Board Award	

Attachments

☐ Request for Information	☐ Previous Approved Documentation
☐ Vendor Letter	

² As per Florida Statute 287.057(3)(c), FLL projects valued ≥\$325,000 require 15 business day posting of intended sole source designation

Additional Information (e.g., Number, opening date, # of responses, Agency reviewed yes/no):

The Purchasing Agent affirms that the required due diligence has been completed through Request for Information (RFI) No. OPN2129661F1 (Exhibit 1) and recommends approval of this request. RFI No. OPN2129661F1 was advertised on January 29, 2025 and opened on February 20, 2025 with no responses received. In a letter dated April 22, 2025, USM Airportsystems AG., stated that Arconas, Inc., is the sole and exclusive distributor of USM AirportSystems AG products (Exhibit 2). Arconas USM Modular gate counters was determined to be successful to support Amedeus' common use and biometric hardware equipment system installed at FLL Terminal 3 pilot program for gate counters. Arconas is an airport partner of Amedeus and can customize their modular gate counters to accommodate the necessary counter modification and configuration needs of the gate counters to support the Amedeus' biometric hardware and common use equipment contained within the gate counters. It is my recommendation that USM Modular Gate Counters be procured as a Sole Source Per Numbered Memorandum Sequence No. 24-01, Delegation of Approval and Award Authority dated July 8, 2024, Sole Source must be approved by the Board if the award amount exceeds the Director of Purchasing approved threshold (\$500,000).

Purchasing Agent Signature:

SALUSTIO JARAMILLO
Digitally signed by
SALUSTIO JARAMILLO
Date: 2025.04.25
14:18:29 -04'00'

Reviewer Title: Purchasing Manager

Reviewer Signature: **Jose Hidalgo**
Digitally signed by Jose
Hidalgo
Date: 2025.04.25
14:26:34 -04'00'

APPROVAL AUTHORITY

☒ APPROVED

☐ DISAPPROVED

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Title: Director of Purchasing

Signature: **Constance Mangan,**
Asst. Director, on
behalf of
Digitally signed by Constance
Mangan, Asst. Director, on behalf
of
Date: 2025.04.25 15:09:41 -04'00'

OPN2129661F1 - Request for Information (RFI) Arconas Gate Counters

BPRO Electronic Procurement System [Back to list](#)



Project Details

Project: Request for Information (RFI) Arconas Gate Counters

Ref. #: OPN2129661F1

Department: FASD - Purchasing

Type: RFI

Status: CLOSED

Open Date: Jan 29th 2025, 5:00 PM EST

Questions Due Date: Feb 5th 2025, 5:00 PM EST

Contact Information: Lucho Jaramillo, Ernesto Perez, sajaramillo@broward.org, emperez@broward.org

Close Date: Feb 20th 2025, 2:00 PM EST

Days Left: Submissions are now closed

Contract Duration:
Not Applicable (RFQ/RFI)

Contract Renewal:
Not Applicable (RFQ/RFI)

Bid Validity:
Not Applicable; RFI

Bonding Required:
No

Total Amount of Pass-Thru Allowance (Initial Term or Fixed):
0

OESBD Designation Goal Participation Type:
No Goal

Goal Assigned Percentage (0 if No Goal):
0

Project Description:
Notice of Intent to Designate Sole Source:

February 2025

prev next

Sun	Mon	Tue	Wed	Thu	Fri	Sat
26	27	28	29	30	31	1
		5p OPEN				
2	3	4	5	6	7	8
OPEN						
9	10	11	12	13	14	15
OPEN						
16	17	18	19	20	21	22
OPEN						
23	24	25	26	27	28	1

This Request for Information (RFI) Notice of Intent to Designate Sole Source is to determine if the specified commodity or service is available from multiple providers, or if an alternate commodity or service is available that would meet the County's needs. This is not a request for pricing or a purchase commitment.

The following commodity or service is thought to be available only as a sole source and is the only commodity/service that meets the County's needs:

Commodity/Service: Arconas USM Modular gate counters

Arconas, Inc. USM MODULAR COUNTERS
Metal Finish: Color, Light Grey w Blue Accent- TBC
Bottom Panel: Rubber Matting
Keyboard Adjustable
Includes: POS.1 & POS.1.1

Single Gate Counter
Double Gate Counter
Triple Gate Counter

This RFI will remain posted until closing date and time.

Prospective Vendors are requested to provide information regarding their ability to provide the commodity or service described or written explanation or other documentation contesting the proposed RFI designation.

If you are capable of meeting or exceeding the County's requirements for the specified commodity or service, respond to this RFI through the electronic bidding system. Vendor should upload any supporting information in the electronic bidding system as part of its response to assist the County in determining if commodity or service is comparable, is available from multiple suppliers, and meets the County's needs. The Director of Purchasing shall have sole authority in deciding what is comparable.

The Director of Purchasing shall consider such submittals and notify all submitting vendors (thru the electronic bidding system) of the decision whether to designate as a Sole Source, which decision shall not be subject to objection, protest, or appeal.
Vendor Information and/or Market Survey

Language for Project Description

This is a Request for Information (RFI). This is not a request for pricing or a purchase commitment.

This Request for Information (RFI) is requesting information regarding a potential Broward County solicitation for the Aviation Department. The Department is requesting inform which will assist the Division in developing the scope of services, locating vendors, and receiving additional project details.

This RFI will remain posted until the closing date and time. Vendors should submit response electronically through the electronic bidding system with the information requested

Important Events:

Search

Status	Event Name	Location	Description	Dates	Mandatory
PASSED	Open Date	Online Portal	Posting date for the Opportunity	Jan 29th 2025, 5:00 PM EST	N/A
PASSED	Questions Due Date	Online Portal	Deadline to submit Questions	Feb 5th 2025, 5:00 PM EST	N/A
PASSED	Close Date	Online Portal	Deadline for Submissions	Feb 20th 2025, 2:00 PM EST	N/A

Commodity Codes:

NIGF 035 Aircraft And Airport Equipment, Parts, And Supplies
NIGF 03522 Airport Equipment (Not Otherwise Classified)
NIGF 42044 Institutional Furniture, All Types
NIGF 0352252 AIRPORT EQUIPMENT (NOT OTHERWISE CLASSIFIED)

Requested Information:

Listed below are the documents and information needed to complete your submission:

Name	Type	# Files	Requirement
Vendor's RFI Response	File Type: Any (.*)	Multiple	REQUIRED

Document Takers

Search		
Vendors	# Files	Actions
No data available in table		

Interested Contractors

Prime/General Contractors		Subcontractors	
Search			
Vendors	Contact	Email	Phone
		Subcontract Services	
No data available in table			

Messages

Public Notices (0)	Vendor Discussions (0)	Public Q&A (0)
There is currently nothing to display here.		
Create a new Public Noti		

 Submissions and Prime/Subcontractor Interest

This project is not open for proposal submissions at this time.



Broward County Aviation Department Fort Lauderdale
Hollywood International Airport (FLL)
320 Terminal Drive, Suite 200
Fort Lauderdale, FL 33315
USA

Münsingen, 22 April 2025

CN: Arconas as exclusive distributor for USM Airportsystems AG in Americas

Dear Ms. Monville,

We hereby confirm that Arconas Corporation is the sole and exclusive distributor for USM Airportsystems in the Americas.

As the sole and exclusive distributor, Arconas is the only company authorized to sell these products to airports in the United States through their US office Arconas Inc, 220S Elm Street, High Point, NC27260, USA. By purchasing USM Airportsystems AG products through Arconas we can ensure the authenticity of the components, warranty, and all related after-sales services.

We look forward to the opportunity of working together with you.

Sincerely

b.forrest

Digital unterschrieben von

b.forrest

Datum: 2025.04.22

12:34:00 +02'00'

Brita Forrest-Hampson
USM Airportsystems AG
CEO

USM Airportsystems AG
Thunstrasse 55
3110 Münsingen
Switzerland
Phone +41 31 720 70 80
www.airport.usm.com

Bid No. & Title: OPN2129661Q1, Arconas USM Gate Counters and Replacement Parts
Bid Open Date: June 5, 2025
Bid Close Date: July 3, 2025

Bid Amount	Arconas Inc.
Bid Allowance	\$932,864.50
Total Initial Amount	\$32,100
Total Potential Amount	\$964,964.50
	\$1,109,364.50

#	Items	Item Description	Quantity Required	Unit of Measure	Unit Price	Total Cost
1	Basket 1 (4)					
#1-1	Arconas, Inc. USM Airportsystem AG in Americas Modular Gate Counter, Single Gate Counter, Part # AFS-4836-1	Per Specifications and Requirements and FLL Gate Drawings Attachment 1. Vendor prices must be inclusive of a turnkey installation including all costs, as well as freight/shipping costs and security badging	3	EA	\$ 26,816.73	\$ 80,450.19
#1-2	Arconas, Inc. USM Airportsystem AG in Americas Modular Gate Counter, Double Gate Counter, Part # AFS-4836-2	Per Specifications and Requirements and FLL Gate Drawings Attachment 1. Vendor prices must be inclusive of a turnkey installation including all costs, as well as freight/shipping costs and security badging	15	EA	\$ 45,926.87	\$ 688,903.05
#1-3	Arconas, Inc. USM Airportsystem AG in Americas Modular Gate Counter, Triple Gate Counter, Part # AFS-4836-3	Per Specifications and Requirements and FLL Gate Drawings Attachment 1. Vendor prices must be inclusive of a turnkey installation including all costs, as well as freight/shipping costs and security badging	3	EA	\$ 53,170.42	\$ 159,511.26
#1-4	Labor for Repairs	Per Solicitation specifications and requirements. Labor for repairs during business hours	20	Hours	\$ 200	\$ 4,000.0



TO: Lucho Jaramillo, Purchasing Agent
Purchasing Division
FROM: Richard Waskiewicz, Enterprise Director Facilities Maintenance
Broward County Aviation Department
SUBJECT: Solicitation No.: OPN2129661Q1
Arconas USM Gate Counters and Replacement Parts

RAW

Recommended Vendor: Arconas Inc.
Recommended Group(s)/Line Item(s):

Initial Award Amount: \$ 964,964.50

Potential Total Amount: \$ 1,109,364.50

Initial Contract Term: One Year

Contract Term, including Renewals: Five Years

CONCURRENCE:

- ☒ The agency has reviewed Vendor's response(s) for specification compliance and Vendor responsibility, which includes license requirements (if applicable). I have reviewed all documents including the Vendor Questionnaire and after careful evaluation, I concur with recommendation for award to the Vendor.

FINANCIAL BACKGROUND/D & B REPORT: (check one)

- ☐ I am satisfied with the Vendor's financial background and/or rating and payment performance.
☒ Not applicable Provide explanation if choosing this option

LITIGATION HISTORY: (check one)

- ☒ I have reviewed the Litigation History Form and there is no issue of concern.
☐ Refer to additional information from the Office of the County Attorney to address an issue/concern.

PAST PERFORMANCE: (check all that apply)

I have reviewed the Vendor's past Performance Evaluations in ContractsCentral and:

- ☒ Vendor received an overall rating ≥ 2.59 on all evaluations.
☐ No evaluations within the past three years contained any items rated a score of 2 or less.
☐ Vendor received a rating ≤ 2.59 on an evaluation(s). Refer to additional information.
☐ Vendor received a score of ≤ 2 on an individual item(s). Refer to additional information.
☐ Past evaluations are not relevant to the scope of this contract.
☐ No past Performance Evaluations exist in ContractsCentral.

AND

- ☒ Reference Verification Forms are attached.

OR

- ☐ Reference Verification Forms are not required: Commodity only purchase (less than \$250,000); Service less than \$100,000 and the Vendor has a Performance Evaluation within the past three years.

NON-CONCURRENCE:

- ☐ I do not concur. Detailed reason for non-concurrence is attached, including the reference to any bid requirement.

TYPED NAME OF SIGNER: Lisette Forrest
(Individual authorized to administer the contract.)

TITLE: Contract/Grant Administrator Senior

SIGNATURE: **Lisette Forrest**

Digitally signed by Lisette Forrest
Date: 2025.07.31 11:27:42 -04'00'

DATE:



Vendor Reference Verification Form for Bids and Quotes

Broward County Solicitation No. and Title: Procuring Gate Podiums

Reference for (Name of Firm): Arconas

Organization/Firm Name providing reference: Erie Regional Airport Authority

Contact Name: Derek Martin

Title: Executive Director/CEO

Contact Email: dmartin@erieairport.org

Contact Phone: (814) 790-3314

Name of Referenced Project: Procuring Gate Podiums

Contract No. 500019

Contract Amount: 28,156.00

Date Services Provided: 2/28/2025

(list date range or date services began until "current")

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service	☐	☐	☒	☐
a. Responsive	☐	☐	☒	☐
b. Accuracy	☐	☐	☒	☐
c. Deliverables	☐	☐	☒	☐
2. Vendor's Organization:	☐	☐	☒	☐
a. Staff expertise	☐	☐	☒	☐
b. Professionalism	☐	☐	☒	☐
c. Turnover	☐	☐	☐	☒
3. Timeliness of:	☐	☒	☐	☐
a. Project	☐	☒	☐	☐
b. Deliverables	☐	☒	☐	☐

Additional Comments: (provide on additional sheet if needed)

Project had some shipping challenges do the current environment with the USA policy.

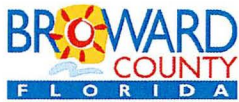
References Checked By

Name: Jennifer Monville

Title: Assist. Airport Prop MGR- Airlines

Division/Department: BCAD-Airlines

Date of Verification: 07/30/2025



Vendor Reference Verification Form for Bids and Quotes

Broward County Solicitation No. and Title: OPN2129661Q1 Arconas USM Counters and Replacement Parts

Reference for (Name of Firm): Arconas, USM Airport Systems

Organization/Firm Name providing reference: Flughafen Hannover-Langenhagen GmbH

Contact Name: Patrick Thom

Title: Head of Terminal Operations

Contact Email: p.thom@hannover-airport.de

Contact Phone: (511) 977-1653

Name of Referenced Project: Stationary and mobile gate counters, transfer service points and boarding pass control desks

Contract No. N/A

Contract Amount: 200,000.00

Date Services Provided: 11/2018 - current

(list date range or date services began until "current")

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Stationary and mobile gate counters, transfer service points and boarding pass control desks

Please rate your experience with the referenced Vendor:

**Needs
Improvement**

Satisfactory

Excellent

**Not
Applicable**

1. Vendor's Quality of Service

☐
☐
☒
☐

a. Responsive

b. Accuracy

c. Deliverables

☐
☐
☒
☐
☐
☒
☐
☐

2. Vendor's Organization:

a. Staff expertise

b. Professionalism

c. Turnover

☐
☐
☒
☐
☐
☐
☒
☐
☐
☒
☐
☐

3. Timeliness of:

a. Project

b. Deliverables

☐
☒
☒
☐
☐
☒
☐
☐

Additional Comments: (provide on additional sheet if needed)

Hanover Airport has been purchasing various terminal equipment such as gate counters, boarding pass control desks and waste garbage cans from USM Airport Systems and auweko GmbH, both part of the Arconas Group, since 2018. We are very satisfied with the quality of the services provided and can give an unqualified recommendation to purchase.

References Checked By

Name: Jennifer Monville

Title: Assist. Airport Prop MGR- Airlines

Division/Department: BCAD- Airlines

Date of Verification: 07/28/2025



Vendor Reference Verification Form for Bids and Quotes

Broward County Solicitation No. and Title: OPN2129661Q1 Arconas USM Counters and Replacement Parts

Reference for (Name of Firm): Arconas, USM Airport Systems

Organization/Firm Name providing reference: Miami-Dade Aviation Department

Contact Name: Virginia Chang

Title: CX Design Manager

Contact Email: vchang@flymia.com

Contact Phone: (305) 876-8489

Name of Referenced Project: Concourse F USM Gate Counters

Contract No. Miami-Dade Furniture Contract

Contract Amount: \$430,000

Date Services Provided: June 2021 & May 2022

(list date range or date services began until "current")

Vendor's role in Project: ☒ Prime Vendor ☐ Subconsultant/Subcontractor

Would you use this vendor again? ☒ Yes ☐ No If No, please specify in Additional Comments (below).

Description of services provided by Vendor:

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service	☐	☐	☒	☐
a. Responsive	☐	☐	☒	☐
b. Accuracy	☐	☐	☒	☐
c. Deliverables	☐	☐	☒	☐
2. Vendor's Organization:	☐	☐	☒	☐
a. Staff expertise	☐	☐	☒	☐
b. Professionalism	☐	☐	☒	☐
c. Turnover	☐	☐	☒	☐
3. Timeliness of:	☐	☒	☐	☐
a. Project	☐	☒	☐	☐
b. Deliverables	☐	☐	☒	☐

Additional Comments: (provide on additional sheet if needed)

References Checked By

Name: Jennifer Monville

Title: Assist. Airport Prop MGR- Airlines

Division/Department: BCAD- Airlines

Date of Verification: 07/28/2025



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

6/20/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Lowry Insurance PO Box 30517 Charlotte NC 28230	CONTACT NAME: Cathy Deckerman PHONE (A/C, No, Ext): 704-332-8871 FAX (A/C, No): 703-332-8790 E-MAIL ADDRESS: cert@lowryassoc.com														
INSURED Arconas Inc 5700 Keaton Crescent Mississauga ON L5R 3H5	License#: PC-1007416 PALLUS0-01 <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 80%;">INSURER(S) AFFORDING COVERAGE</th> <th style="width: 20%;">NAIC #</th> </tr> <tr> <td>INSURER A: Atlantic Specialty Insurance Company</td> <td>27154</td> </tr> <tr> <td>INSURER B:</td> <td></td> </tr> <tr> <td>INSURER C:</td> <td></td> </tr> <tr> <td>INSURER D:</td> <td></td> </tr> <tr> <td>INSURER E:</td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> </tr> </table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A: Atlantic Specialty Insurance Company	27154	INSURER B:		INSURER C:		INSURER D:		INSURER E:		INSURER F:	
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INSURER D:															
INSURER E:															
INSURER F:															

COVERAGES

CERTIFICATE NUMBER: 1276804555

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☒ POLICY ☒ PROJECT ☐ LOC OTHER:	Y		5570001660000	10/15/2024	10/15/2025	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 1,000,000 PRODUCTS - COMP/OP AGG \$ 1,000,000 \$
A	AUTOMOBILE LIABILITY ☐ ANY AUTO ☒ OWNED AUTOS ONLY ☒ SCHEDULED AUTOS ☒ HIRED AUTOS ONLY ☒ NON-OWNED AUTOS ONLY	Y		5600000040001	10/15/2024	10/15/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	☐ UMBRELLA LIAB ☒ OCCUR ☒ EXCESS LIAB ☐ CLAIMS-MADE DED \$ RETENTION \$	Y		551-000001001	10/15/2024	10/15/2025	EACH OCCURRENCE \$ 9,000,000 AGGREGATE \$ 9,000,000 \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	Tracy Meyer Digitally signed by Tracy Meyer Date: 2025.07.23 12:20:17 -04'00'			PER STATUTE ☐ OTH-ER ☐ E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

30 day notice of cancellation except 10 days for non-payment of premium per policy provisions.

Broward County is included as additional insured under general liability and automobile liability per written contract or agreement. Insurance is primary & non-contributory per policy wording.

CERTIFICATE HOLDER

CANCELLATION

 Broward County
 320 Terminal Drive Suite 200
 Fort Lauderdale FL 33315

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

6/20/2025

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PRODUCER Lowry Insurance PO Box 30517 Charlotte NC 28230	CONTACT NAME: PHONE (A/C, No, Ext): 704-332-8871 FAX (A/C, No): 704-332-8790 E-MAIL ADDRESS: cert@lowryassoc.com														
INSURED Arconas Inc Arconas Corporation 220 S. Elm Street High Point NC 27260	License#: PC-1007416 ARCONAS-01 <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 80%;">INSURER(S) AFFORDING COVERAGE</th> <th style="width: 20%;">NAIC #</th> </tr> <tr> <td>INSURER A : Hartford</td> <td>22357</td> </tr> <tr> <td>INSURER B :</td> <td></td> </tr> <tr> <td>INSURER C :</td> <td></td> </tr> <tr> <td>INSURER D :</td> <td></td> </tr> <tr> <td>INSURER E :</td> <td></td> </tr> <tr> <td>INSURER F :</td> <td></td> </tr> </table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A : Hartford	22357	INSURER B :		INSURER C :		INSURER D :		INSURER E :		INSURER F :	
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INSURER C :															
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INSURER E :															
INSURER F :															

COVERAGES

CERTIFICATE NUMBER: 2118143717

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☐ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☐ PRO-JECT ☐ LOC OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$
	AUTOMOBILE LIABILITY ☐ ANY AUTO ☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☐ HIRED AUTOS ONLY ☐ NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB ☐ OCCUR EXCESS LIAB ☐ CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N Y	N/A	22WBCBK9ZKD	12/1/2024	12/1/2025	X PER STATUTE OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Excluded Officer: Dan Nussbaum - President

Digitally signed
 by Tracy Meyer
 Date:
 2025-07-23
 12:19:39 -04'00'

CERTIFICATE HOLDER

CANCELLATION

Broward County 320 Terminal Drive Suite 200 Fort Lauderdale FL 33315	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
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PRICE ANALYSIS

Bid No.: OPN2129661Q1
 Bid Title: Arconas USM Gate Counters and Replacement Parts
 Agency: Aviation Department
 Dade Bid Posted: June, 5, 2025
 Date Bid Opened: July 3, 2025
 Bid Submittals: 1
 Declinations: 0



Item Number	Item Description	Qty	Unit	Arconas Inc.		MIA-Miami Airport Purchases of Gate Counters June 2021	ORD - Chicago Airport Purchases of Gate Counters October 2022	Percent difference from awarded bidder to other airport purchases of gate counters
				Unit Price	Total	Unit Price	Unit Price	
OPN2129661Q1-01	Arconas Inc. USM Airportsystem AG In Americas Modular Gate Counter, Single Gate Counter, Part #AFS-4836-1	3	Each	\$ 26,816.73	\$ 80,450.19	\$ 24,200.00		9.76%
OPN2129661Q1-02	Arconas Inc. USM Airportsystem AG In Americas Modular Gate Counter, Double Gate Counter, Part #AFS-4836-2	15	Each	\$ 45,926.87	\$ 688,903.05	\$ 48,200.00		-4.95%
OPN2129661Q1-03	Arconas Inc. USM Airportsystem AG In Americas Modular Gate Counter, Triple Gate Counter, Part #AFS-4836-3	3	Each	\$ 53,170.42	\$ 159,511.26		\$ 76,980.00	-44.78%
OPN2129661Q1-04	Labor for Repairs	20	Hour	\$ 200.00	\$ 4,000.00			
OPN2129661Q1-05	Discount off Catalog		LPS	\$	\$ 30,000.00			
OPN2129661Q1-06	Allowance for Shipping/ Freight		LPS	\$	\$ 2,100.00			

One-Year Initial amount \$ 964,964.50
 Five-Year Potential amount \$ 1,109,364.50

Prices are fair and reasonable in comparison to similar gate counters purchased at ORD-Chicago Airport and MIA - Miami Airport.