

**CITY OF CAPE CORAL
REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE**

Requesting Department: UTILITIES COLLECTION & DISTRIBUTION 36013

Vendor Name: Cues, Inc.

Address: 3600 Rio Vista Ave Orlando, FL 32805

Phone: (407) 784-0568 **E-Mail:** srome@cuesinc.com

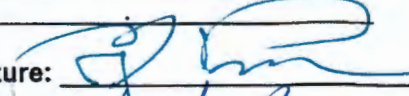
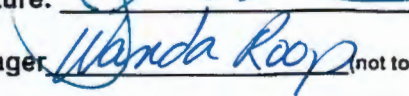
Price: \$ 15,000.00

Description of item to be procured:
Equipment repair and maintenance for Cues cameras and electronic equipment.

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:
Cues equipment is proprietary and solely supplied, manufactured, maintained and services by Cues, Inc

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:
Other products on the market are not compatible with our current system, our radios require a specialized frequency and channel assignment. Changing the system now would mean we have to purchase all new radios throughout each facility, reprogram each radio and install new towers/repeater. This would be an immense expense and would not be a fiscally sound decision.

3.) Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:
As technology advances in this field we will continue to research companies, components, and equipment that have the capability of meeting our departmental needs. Research would include cost, specifications, and reliability

Department Director's Signature:  **Date:** 10/13/23
Approval: Procurement Manager:  (not to exceed \$50,000.00) **Date:** 10/31/23
Approval: City Manager _____ (not to exceed \$100,000.00) **Date:** _____

Council authorization required if exceeding \$100,000.00

Revised 1/6/2020- Per Ordinance #52-19, Article VII: Purchase and Sale of Real and Personal Property. Adopted 12/02/2019



October 1, 2023

Cape Coral, City of
Heather Roberts
Accounts Coordinator
Utilities Department
Collection Distribution Division
239.574.0860
hroberts@capecoral.gov

Dear Heather,

CUES, Inc. is the sole source direct provider for all CUES CCTV Equipment, Services, Parts, and Support for the entire state of Florida.

Furthermore, we are the sole CCTV equipment manufacturer located physically in the state of Florida. While other manufacturer's may claim to be within the state, they do so through 3rd party dealerships and manufacturer's representatives and are not themselves located in Florida to service and support your account. Other vendors may claim to able to work on CUES equipment but CUES, Inc. itself is the only authorized provider of sales, service, and support for CUES equipment. Any use of a vendor outside of CUES, Inc. that modifies, services, or provides technical parts may risk voiding any applicable CUES, Inc. warranty.

If you already own CUES equipment, we are the sole provider that is directly compatible with all your existing equipment. CUES is the only manufacturer to offer a 100% full circle compatibility where all existing mainline cameras and transporters are 100% compatible with any new/future CUES, Inc. equipment purchase. This full circle compatibility allows older equipment to work on newer TV systems and newer equipment to operate on some older systems.

We are the sole manufacturer and supplier of OEM (Original Equipment Manufacturer) products/parts for all CUES, Inc. Systems and Product Line. No other vendor or manufacturer offers CUES, Inc. Equipment or Authorized Service in the entire state of Florida.

100% Full Circle Compatibility Notice

Our current product offerings for Cameras, Transporters, Footage Systems, and GraniteNet Software are 100% compatible with existing CUES TV equipment.

Sincerely,

Stuart Rome

Digitally signed by: Stuart Rome
DN: CN = Stuart Rome email = srome@cuesinc.com C = US OU
= CUES, Inc.
Date: 2023.09.25 13:51:06 -04'00'

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f: 407.425.1569 | **e:** srome@cuesinc.com