

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

Requesting Department: ITS

Vendor Name: Geograph

Address: 103 West Main St. Easley SC. 29640

Phone: 800-674-4803 E-Mail: josh.crozier@geograph.tech

Price: \$ 22,800.

Description of item to be procured:  
CrescentLink Fiber Management software

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:

Geograph's Crescentlink fiber management software will integrate into the City's ESRI GIS software platform. Other fiber management software solutions do not have the ability to work seamlessly with our existing platform. This functionality is critical as we build out out the City's fiber optic infrastrucure. The fiber optic low level designs from the City's vendor Magellan Advisors can be entered into our system as Crescentlink/ESRI files. We will then use the files to bid/construct fiber optic projects.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable: \_\_\_\_\_

The City currently uses OSP Insight fiber management software, the product was chosen for its features and fuctionality. However, it's inability to integrate with ESRI will not work for us as we scale up our fiber optic infrastructure building. Other products we investigated, **net Terrain OSP** and **Vetro** have the same problem, no seamless integration with ESRI.

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. We will continue to consult with ESRI and search the market for fiber optic software products that meet our needs and budget.

Department Director's Signature: *Michelle J. Hoff* Date: 04/01/2024

Approval: Procurement Manager *Wanda Roops* (not to exceed \$50,000.00) Date: 4/9/24

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*

**MEMORANDUM**

CITY OF CAPE CORAL  
INFORMATION TECHNOLOGY

TO: Mark Mason, Financial Services Director  
Wanda Roop, Procurement Manager

FROM: Michelle Hoffmann, ITS Director *myl*  
John Carrington, ITS Network and Telecom Manager *jc*

DATE: April 1, 2024

SUBJECT: Purchase Request Approval – Fiber Management Software for \$22,800.00

Information Technology Services (ITS) requests approval to Purchase Fiber Management Software from Geograph for \$ 22,800.00.

Geograph's Cresentlink fiber management software will integrate into the City's ESRI GIS software platform. Other fiber management software solutions do not have the ability to work seamlessly with our existing platform. This functionality is critical as we build out the City's fiber optic infrastructure. The fiber optic low level designs from the City's vendor Magellan Advisors, can be entered into our system as Cresentlink/ESRI files. We will then use the files to bid/construct fiber optic projects.

Geograph is the sole source for this ESRI integrated fiber management software. A sole source letter from Geograph and the required Procurement form accompanies this request. This is single source purchase, in accordance with the City of Cape Coral Code of Ordinances Chapter 2, Article VII, Division 1, Section 2-144(c)(1)(b) The item or service retains a copyright or patent and is only available from the manufacturer or developer; and Chapter 2, Article VII, Division 1, Section 2-144(c)(1)(c) Investigation has shown that there is no other like item available that performs the same function.

This software to design, manage and monitor the fiber optic infrastructure in the City. It will replace OSP Insight the current FM software at a similar cost.

This purchase is budgeted for FY24 in Account 17004.552122 Computer Software and License.

Attachments

# GEOGRAPH

103 West Main Street  
Suite A  
Easley, SC 29640  
800-674-4803 x701  
josh.crozier@geograph.tech

**March 29, 2024**

John Carrington  
Network and Telecommunications Manager  
Opelika Power Services

**To Whom It May Concern,**

This letter is to confirm that *CrescentLink Network Manager* is a sole source product, manufactured, sold and distributed exclusively by *GEOGRAPH Technologies, LLC*. No division of *GEOGRAPH Technologies*, nor any other company, make a similar or completing product.

This product must be purchased directly by institutions from *GEOGRAPH Technologies* at the address listed above. There are no agents or dealers authorized to represent this product.

There is no other like item(s) or product(s) available for purchase that would serve the same purpose or function and there is only one price for the above name(s) item(s) or product(s) because of exclusive distribution or marketing rights.

If you desire additional information, please don't hesitate to contact me at 800-674-4803 x701 at any time or visit our website at [www.geograph.tech](http://www.geograph.tech). Thank you for your interest in our product(s)

**Best regards,**

Josh Crozier  
Sales Manager



# GEOGRAPH

## City of Cape Coral - ESL 2024-2025

Quote created: March 25, 2024 Reference: 20240325-170615349

**City of Cape Coral**  
1015 Cultural Park Boulevard  
Cape Coral, FL 33990  
United States

**John Carrington**  
jcarring@capecoral.gov  
2392423697

Josh Crozier - "Sales Manager" GeoGraph Technologies LLC



## Products & Services

Item & Description	Start Date	Quantity	Unit Price	Total
<b>ESL-Tier 1</b> Unlimited GEOGRAPH Users for Desktop and Web Experience for Networks up to 2000 Plant mile or under 10,000 Customers		1	\$15,000.00 / year	\$15,000.00 / year for 1 year
<b>Standard Support</b> Unlimited Access to the Support Portal, Trouble Ticket System, Resources, and Personal Account Manager		1	\$3,000.00 / year	\$3,000.00 / year for 1 year
<b>Online Training</b> Two-day, virtual, instructor-led CrescentLink training. Session for up to (10) people.		1	\$4,800.00	\$4,800.00

Item & Description	Start Date	Quantity	Unit Price	Total
<b>Data Conversion Fixed</b>		1	\$0.00	\$0.00
Data conversion project without the enrichment of connectivity				

Annual subtotal ..... \$18,000.00  
 One-time subtotal ..... \$4,800.00  
 Total ..... \$22,800.00

Network Manager

Signature

\_\_\_\_\_  
 Signature

\_\_\_\_\_  
 Date

\_\_\_\_\_  
 Printed name

**This quote expires on May 24, 2024**

**Purchase terms**

All quotes and contracts are governed by GEOGRAPH's Terms & Conditions. These Terms & Conditions can be found at the link below. Note, any and all Professional Services will be governed under a separate Scope of Work and Task Order.

[GEOGRAPH Terms & Conditions](#)

Questions? Contact me



Josh Crozier

"Sales Manager"

josh.crozier@geograph.tech

Geograph Technologies LLC

103 West Main St.

Easley, SC 29640

United States