

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

Requesting Department: Utilities

Vendor Name: Cues, Inc.

Address: 3600 Rio Vista Ave Orlando, FL 32805

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

Price: \$35,000.00

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:

There are currently no other products on the market that are compatible with Cues equipment.

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 and equipment that have the capability of meeting our departmental needs. Research would include cost, specifications, and reliability.

Department Director's Signature:  Date: 9/11/24

Approval: Procurement Manager  (not to exceed \$50,000.00) Date: 9/16/24

Approval: City Manager _____ (not to exceed \$100,000.00) Date: _____

Council authorization required if exceeding \$100,000.00



CUES



September 10, 2024

VIA EMAIL: asparks@capecoral.gov

City of Cape Coral Utilities

Angela Sparks
Accounts Coordinator
1015 Cultural Park Blvd
Cape Coral, Florida 33990

Re: Sole Source Letter

Dear Angela,

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 manufacturers may claim to be within the state, they do so through third party dealerships and manufacturer's representatives and are not themselves located in Florida to service and support your account. Other vendors may claim to be 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 O = CUES, Inc.

Date: 2024.09.10 14:27:31 -04'00'

Stuart Rome | Regional Sales – South Florida | CUES, INC. | **m:** 407.784.0568 | **f:** 407.425.1569 | **e:** srome@cuesinc.com