

FIN - SOLE SOURCE

Status
MANAGER

Requesting Department: *
FIRE

Submitted By:
Kristina Dodds

Date Created
12/11/2024

Vendor Name:
CHANNEL INNOVATIONS CORPORATION

Address:
2685 SE 58TH AVE, OCALA FL 34480

E-mail:
INFO@CHANNEL-INNOVATIONS.COM

Phone:
3526947006

Price
\$74,910.55

Account String *
132-22055-564101-22-53-522060-000-000-

Description
BREATHING AIR MODULE COMPRESSOR PACKAGE

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

CHANNEL INNOVATIONS CORPORATION IN OCALA IS THE ONLY AUTHORIZED DISTRIBUTOR SANCTIONED BY MAKO TO REPRESENT THEIR BREATHING AIR PRODUCTS IN THE MUNICIPAL FIRE AND SAFETY MARKETS IN SWFL.

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

THE FIRE DEPARTMENT HAS CREATED A STANDARDIZED PLATFORM FOR BREATHING AIR COMPRESSORS AND FILL STATIONS USING MAKO PRODUCTS. THIS ALLOWS FOR UNIFIED TRAINING, STANDARDIZED PARTS, REPAIR AND PREVENTATIVE MAINTENANCE. MULTIPLE OR DIFFERENT MANUFACTURERS WOULD REQUIRE CROSS TRAINING AND SCHEDULING OF MULTIPLE VENDORS FOR PREVENTATIVE MAINTENANCE AND/OR REPAIR. CHANNEL INNOVATIONS CORPORATION IS THE ONLY AUTHORIZED DISTRIBUTOR FOR NEW UNIT SALES, OEM SPARE PARTS, AND WARRANTY/SERVICE PROVIDER FOR MAKO PRODUCTS IN THE SWFL AREA AT THIS TIME. FURTHERMORE, CHANNEL INNOVATIONS CORPORATION SERVICE TECHNICIAN(S) ARE REQUIRED TO RENEW THEIR SERVICE CERTIFICATIONS EVERY FIVE YEARS TO KEEP ABREAST OF CURRENT PRODUCT AND MAINTENANCE PROCEDURES.

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:

THE FIRE DEPARTMENT WILL CONTINUE TO EVALUATE ALL MANUFACTURERS' PRODUCTS AND SERVICES. WE WILL CHOOSE THE BEST PRODUCTS AVAILABLE BASED ON COST-BENEFIT ANALYSIS, INDUSTRY BEST PRACTICE, WARRANTY, PERFORMANCE, AND EASE OF USE FOR THE END USER.

Attachments (3)

FIN - ATTACHMENTS - SOLE SOURCE
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[FIN - ATTACHMENTS - SOLE SOURCE - 12/11/2024](#)
[FIN - ATTACHMENTS - SOLE SOURCE - 12/11/2024](#)

Approval: Budget

Jennifer Waters

Date

12/20/202

4 8:36:32

AM

Approval: Procurement Buyer

Kim M. Swartz

Date

12/23/202

4

12:09:28

PM

Approval: Director

Mike Russell

Date:

12/23/202

4

Approval: Procurement Manager

Wanda Roop

(not to exceed

\$50,000.00)

Date

12/23/202

4

Approval: City Manager

Connie Barron

(not to exceed

\$100,000.00) without

Council Approval

Date

12/30/202

4

Procurement Staff**Procurement Staff****Assigned**

KSWARTZ

Council Agenda**Date****Council Action****Resolution #****Purchase Order #****Procurement Comments:**

Per discussion with Budget, this is for the training center and is not part of the General Resolution. Okay to proceed.

Council authorization required if exceeding \$100,000.00