

**INDIAN RIVER COUNTY
OFFICE OF MANAGEMENT AND BUDGET
PURCHASING DIVISION**

DATE: March 7, 2022

TO: BOARD OF COUNTY COMMISSIONERS

THROUGH: Jason E. Brown, County Administrator
Kristin Daniels, Director, Office of Management and Budget

FROM: Jennifer Hyde, Purchasing Manager

SUBJECT: Sole Source Designation for ESO Scheduling and Personnel Management Software

BACKGROUND:

On April 21, 2020, the Board waived the requirement for bids for the purchase of new electronic health record (“EHR”) and fire incident record management (“ESO Fire EMS”) software from ESO Solutions. In addition to its reporting capabilities, the software has enhanced the delivery of patient information to the hospital, prior to arrival, enabling emergency room staff to be best prepared to evaluate and treat the patient.

The Emergency Services District (“District”) is now working to consolidate its multiple software solutions, and most urgently needs to replace its scheduling software, due to recently identified data security vulnerability.

ESO Solutions offers scheduling and personnel management software that not only works with the EHR and ESO Fire EMS products, but is also compatible with the Tyler Enterprise ERP software used for payroll processing.

The Purchasing Division posted a notice of Single or Sole Source designation to both Demandstar and the County’s website through Vendor Registry. The notice described the requirement for scheduling software that will integrate with the EHR and ESO Fire EMS products was provided, and other manufacturers and sellers were invited to submit similar products for consideration. The posting was made for 7 days, with at least 66 suppliers notified of the opportunity. No responses were received. Staff is confident that there is no comparable product available that can enhance interoperability of the software systems.

Staff is requesting authorization for a sole source purchase, as a competition would not realize any additional value or cost savings to the County. Additionally, quick acquisition of the software is necessary to preserve the confidentiality of employee information. The current data will be “securely deleted” from the current platform at the District’s direction. Sole source and

sole brand procurement are authorized in section 3.2 of the Purchasing Manual and Section 105.02 of the Code of Indian River County, Florida.

FUNDING:

The first year cost will be \$35,515, and annual costs after year one will be \$33,135, based on 325 employees.

On April 13, 2021, the Board approved an initial allocation of American Rescue Plan Act (ARP) dollars. As part of that allocation, funds for the Workers Performing Work eligibility category were anticipated to be spent on Emergency Services District related expenses. The District would like to use its ARP funding allocation to procure the scheduling software. The purchase will be made from the Fire Departments Disaster Recovery project account in fund 138.

Item	Account Number	Account Name	Amount
One Time Setup and Training	13812022-066490	ARP Fund/Fire Services/Other Machinery and Equipment	\$ 2,380
Annual Fee for Personnel Management and Scheduling Modules	13812022-066490	ARP Fund/Fire Services/Other Machinery and Equipment	\$33,135

RECOMMENDATION:

Staff recommends the Board designate ESO Solutions, Inc. as the sole source provider of personnel management and scheduling software for the District, and authorize the Purchasing Division to issue a Purchase Order to ESO Solutions, Inc. in the amount of \$35,515.

Attachment:

Notice of Single or Sole Source Designation
ESO Quote