

Maria G. Marino, Mayor  
 Sara Baxter, Vice Mayor  
 Gregg K. Weiss  
 Joel Flores  
 Marci Woodward  
 Maria Sachs  
 Bobby Powell, Jr.



Verdenia C. Baker

Procurement Department  
[www.pbcgov.org/purchasing](http://www.pbcgov.org/purchasing)

## NOTICE OF SOLE SOURCE PROCUREMENT

Dated: APRIL 09, 2025

PALM BEACH COUNTY PROCUREMENT DEPARTMENT  
 50 SOUTH MILITARY TRAIL, SUITE 110  
 WEST PALM BEACH, FLORIDA 33415-3199

TITLE: D.L. SCHMIDT, IN., DBA. SAI EXTENDED SW WARRANTY, ONE TIME PURCHASE

BUYER: BOBBY BROOKS

This Notice is issued in accordance with the applicable procurement ordinance, Section 2-54 (f)(2) and policies, to inform the public of the decision to proceed with a Sole Source Procurement process for the acquisition of the following goods/services:

### General description of Goods/Services

Description	SAI EXTENDED SW WARRANTY, ONE TIME PURCHASE  EXTENDED WARRANTY AND UNLIMITED PRODUCT SUPPORT  FOR SIERRA GOLD VTS/INTRANET TELE MANAGEMENT SYSTEM (TMIS) And PREPAID TARIFF'S-2 <sup>ND</sup> QTR
Estimated Quantity	ITEM 1. 1-EA- EXTENDED WARRANTY AND UNLIMITED PRODUCT SUPPORT ITEM 2. 1 EA- PREPAID TARIFF'S
Estimated Value	\$ 17, 880.00
Contract Duration	ONE TIME PURCHASE

Any objections to this sole source procurement must be submitted in writing to the procurement office by **April 24, 2025**. If no objections are received by the deadline, the procurement process will proceed as planned.

*Posting Date: April 10, 2025 - April 24, 2025*

For any inquiries or further clarification, please contact:

Contact Name: Bobby Brooks

Phone Number: 1 (561) 616-6431

General Email Address: [BBrooks@pbc.gov](mailto:BBrooks@pbc.gov) and [PUR-Procure-Solicit@pbc.gov](mailto:PUR-Procure-Solicit@pbc.gov)

This notice is issued in compliance with applicable procurement laws, regulations, and procedures.



MELODY THELWELL, PROCUREMENT DIRECTOR



SIGNATURE / DATE

INTER-OFFICE COMMUNICATION  
PALM BEACH COUNTY

Form B

DATE: 04/02/2025

TO: Melody Thelwell  
Director

THRU: Bridget Williams *BW*  
Purchasing Manager

FROM: Bobby Brooks  
Buyer

RE: SOLE SOURCE JUSTIFICATION (EXTENDED TERM)

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The user department has stated that SAI Extended Software Warranty on Sierra Gold VTS/Intranet Tele-Management System (TMIS), is the ONLY product / source of service that will meet the County's need for software for calling Accounting system used by Palm Beach County: Sierra Gold Desktop Application, TMIS Module, Voice Over IP (Voip) Module and VTS Automation Module. Based on staff's knowledge of the marketplace, we believe this to be an accurate assessment.

It has also been determined and attested to by R.D. Perez, Chief Executive Officer, D.L. Schmidt, Inc., (manufacturer) that they are the ONLY source of supply for the above referenced product / service (see attached).

We anticipate that the circumstances justified by this sole source request is valid up to the next 12 months (maximum 60 months).

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**PURCHASING APPROVAL:**

Based on the information provided to me, including the manufacturer's certification that they or their representative are the sole provider of this good or service, the user's certification that this is the only good or service which will suffice their needs, and a justifiable expectation that these conditions will not change in the foreseeable future, I hereby approve the sole source acquisition of the subject good or service for a period not to exceed sixty months. The user department is responsible for monitoring the marketplace and, if the above described sole source conditions change, discontinue use of this sole source justification and procure the goods or services competitively.

  
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Melody Thelwell, Director

4/9/25.  
\_\_\_\_\_  
Date

c: Dept



March 6, 2025

Amy Karpf  
Director of Finance and Administrative Services  
Information Systems Services, Palm Beach County  
301 N. Oliver Ave., 8<sup>th</sup> Floor  
West Palm Beach, FL 33401

Dear Amy:

This letter is to provide verification that D. L. Schmidt Inc. is the sole provider and manufacturer for the Extended Software Warranty on the Sierra Gold VTS/Intranet TeleManagement System (TMIS) software for the Call Accounting system used by Palm Beach County: Sierra Gold Desktop Application, TMIS Module, Voice Over IP (VoIP) Module and VTS Automation Module. Any new Sierra Gold modules and/or special engineering software modifications of existing modules must be done solely by D. L. Schmidt Inc. developers.

Additionally, as part of the system requirements, D. L. Schmidt Inc. provides all the rating tariffs installed for each site following the 2<sup>nd</sup> quarter of each year. These tariffs are required to enable the VTS system to accurately detail the point of origin and destination of each individual rated call.

Product Support for the Sierra Gold VTS/Intranet system is solely provided by D. L. Schmidt Inc. Product Support is billed at \$250 per hour in quarter hour increments, when applicable. If D. L. Schmidt Inc provides software customization on a one time and materials basis, i.e., Special Engineering work, the services are billed at \$250 per hour in one hour increments.

Please contact me if additional information is required.

Sincerely,



RD Perez  
CXO

530.417.2785

[rd@sierragold.com](mailto:rd@sierragold.com)



## MEMORANDUM

### Information Systems Services

301 N. Olive Avenue, 8th Floor  
West Palm Beach, FL 33401  
(561) 355-2823  
FAX: (561) 355-3482 (8th Floor)  
FAX: (561) 355-4120 (4th Floor)  
www.pbc.gov

### Palm Beach County Board of County Commissioners

Maria G. Marino, Mayor

Sara Baxter, Vice Mayor

Gregg K. Weiss

Joel Flores

Marci Woodward

Maria Sachs

Bobby Powell, Jr.

### County Administrator

Verdenia C. Baker

TO: Melody Thewell, Purchasing Director  
Assistant Director, Purchasing

FROM: Archie Satchell  
Chief Information Officer, Information Systems Services

DATE: March 20, 2025

RE: Sole Source Purchase D.L. Schmidt, Inc.  
CRQS 031925-92

The Information Systems Services Department requests a Sole Source procurement of software maintenance call tariff tables, data buffers, and system enhancements modules from D.L. Schmidt Inc. The function of these products is to support the Sierra Gold VTS/Intranet Tele Management System; Sierra Gold Desktop Application, TMIS Module, Voice over IP (VoIP) Module, and VTS Automation Module, in use by ISS for monitoring countywide telephone activity, including troubleshooting, billing analysis, and report generation.

Based upon our expertise and a comprehensive search of the marketplace, D.L. Schmidt, LLC. is the sole source provider of the Sierra Gold system (s) which meets the essential requirements of ISS and provides unique characteristics that no other product can duplicate.

Palm Beach County has been using Sierra Gold systems for over twenty-seven years. Keeping the Sierra Gold system (s) current through software maintenance call rating, tariffs tables, data buffers, and new modules for enhanced functionality allows ISS to quickly and accurately monitor, analyze, and report on Countywide telephone service activity.

For the above-documented reasons and the attached sole source supporting documentation, we request that the purchase be considered for approval as a sole source.

"An Equal Opportunity  
Affirmative Action Employer"

Official Electronic Letterhead