

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: February 13, 2025

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

**TITLE: NEW LOCUTION SYSTEM FOR STATION #28 (ONE-TIME)**

**BUYER: ANTONIO UGUET**

**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	For Station #28: Multi-Zone. Locution PrimeAlert IP add-on system (ties into existing Palm Beach Fire Rescue head-end system-the head-end system must be in place for this system to be fully functional).
Estimated Quantity	1
Estimated Value	\$139,264.00
Contract Duration	N/A

Any objections to this sole source procurement must be submitted in writing to the procurement office by February 28, 2025. If no objections are received by the deadline, the procurement process will proceed as planned.

*Posting Period: February 13, 2025 through February 28, 2025.*

For any inquiries or further clarification, please contact:

**Contact Name:** Antonio Uguet

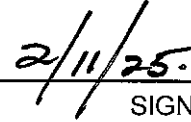
**Phone Number:** (561) 616-6806

**General Email Address:** PUR-Procure-Solicit@pbcgov.org

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



\_\_\_\_\_  
MELODY THELWELL, PROCUREMENT DIRECTOR



\_\_\_\_\_  
SIGNATURE / DATE



**Interoffice Communication**  
*Fiscal*

**Date:** November 13, 2023  
**To:** Melody Thelwell, Director, Purchasing  
**From:** Lauren Magierowski, Finance Director, Fire Rescue  
**Re:** Approval for Sole Source, Locution Systems, Inc.

A handwritten signature in black ink, appearing to read "Lauren Magierowski", is written over the "From:" line of the memo.

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Fire Rescue requests sole source approval for Locution Systems Automated Voice Announcement Systems hardware, software and maintenance based on the following sole source justification. Locution Systems, Inc. is the sole manufacturer and sole distributor of the Locution Systems Automated Voice Announcement System.

- The Locution Systems Automated Voice Announcement System is currently installed as a subsystem of the Department's Computer Aided Dispatch System.
- Only Locution Systems, Inc. products will work with the Locution Systems Automated Voice Announcement System.

For the above documented reasons, please consider this sole source request.



1626 Cole Blvd., Suite 250  
Golden, CO 80401  
**303 301 7300**  
www.locution.com

February 3, 2025

Palm Beach County  
Purchasing Department  
P.O. Box 4036  
West Palm Beach, FL 334002-4036

To Whom It May Concern:

This is to confirm that Locution Systems, Inc. of Golden, Colorado, is currently the only manufacturer, distributor, retailer, or provider of an automated voice dispatching system that provides a digitally recorded and complete word and phrase-based human voice automated voice dispatch message that provides capabilities at the levels required for Fire and EMS emergency dispatching. This automated alerting technology has been developed by Locution specifically for alerting and dispatching Fire and EMS station personnel. Keys to this technology, shared by no other station alerting system, are:

1. The system does not require a multi-second hearing adaptation period to reach understanding of a full dispatch announcement. This is because it is word and phrase-based human voice.
2. The system is the only such system that provides full dispatch announcement understandability to the high level required by Fire/EMS departments. This is also due to it being word and phrase-based human voice.
3. The system is the only system that provides allowance for 99.9% accuracy. Each street name, incident, and unit name are specifically run through a record/review process at Locution operations with a final review process at the department. Each element can be matched precisely to the required way it needs to be said, including special pronunciations.

All three points above: minimal interpretation lag, very high understandability, and high announcement accuracy are required for EMS and Public Safety Operations in order to prevent the potential for an unacceptable number of location deployments, while still providing very quick turnaround times. No other station alerting system provides all three of the above, a requirement for acceptable automated Fire and EMS dispatch operation.

Sincerely,

A handwritten signature in black ink, appearing to read "Glenn Neal", written over a horizontal line.

Glenn Neal  
President, Locution Systems, Inc.

**INTER-OFFICE COMMUNICATION  
PALM BEACH COUNTY**

**DATE:** February 6, 2025

**TO:** Melody Thelwell  
Director

**THRU:** Christal Bakie *CB*  
Purchasing Manager

**FROM:** Antonio Uguet  
Senior Buyer

**RE:** SOLE SOURCE JUSTIFICATION (EXTENDED TERM)

The user department has stated that LOCUTION SYSTEMS, INC. is the ONLY product / source of service that will meet the County's need for LOCUTION SYSTEMS AUTOMATED VOICE ANNOUNCEMENT SYSTEMS HARDWARE, SOFTWARE AND MAINTENANCE. 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 GLENN NEAL, PRESIDENT, LOCUTION SYSTEMS, 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 60 months (maximum 60 months).

**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.



Melody Thelwell, Director

2/11/25.  
Date

c: Laura Cates, Fire Rescue