



Sole Source  
Contracts Database



## Filing Summary

Approval - Contract should be filed a minimum of 10 working days prior to the proposed start date of services.

**Agency:** 477 - Department of Fish and Wildlife

**Filing Number:**

**Reference Number:** 90640

**Agency Contract Number:** 24-24892

**Filed By:**

**DES Decision Date:**

### Contractor Information

**Legal Name** EVERYWHERE Communications, Inc.

**DBA**

**UBI**

**Address** 30 West Street, Annapolis, MD USA 21401

### Contract Information

**Procurement** Sole Source

**Service Description** CD Computer/Information Services

**Contract Purpose** Centrally manage all Garmin GPS satellite communication devices under an enterprise solution to meet WDFW's emergency field communications requirements; act as third party reseller for Garmin GPS equipment.

### Fund Source

Filing Number	Federal	State	Other	Total
This Filing		\$700,000		\$700,000
<b>Contract Total</b>				<b>\$700,000</b>

### Contract Dates

Filed Date	Start Date	End Date
	06/03/2024	06/30/2026

### Contacts

Jeffrey Hugdahl	(360)902-2230	jeffrey.hugdahl@dfw.wa.gov	In Process
Jeffrey Hugdahl	(360)902-2230	jeffrey.hugdahl@dfw.wa.gov	Processed

### Current State Employees

Not Applicable

### Former State Employees

Not Applicable

## Filing Justification

### Specific Problem or Need

#### What is the business need or problem that requires this contract?

The purpose of this contract is to centrally manage all Garmin GPS satellite communication devices under an enterprise solution to meet WDFW's emergency field communications requirements. This enterprise solution ensures that WDFW staff working in remote locations consistently have the ability to communicate with WDFW supervisors and emergency notification staff, as well as notify local first responders in the case of emergencies. Previously, WDFW staff have purchased Garmin GPS communications devices individually and were by themselves responsible for enrolling such devices in Garmin's satellite communication plans and programming devices for additional contacts in order to meet WDFW field communications policy requirements. This has not been done consistently for all devices purchased for WDFW staff, resulting in a number of GPS devices not being appropriately enrolled or programmed, and putting WDFW staff working in field locations at risk.

### Sole Source Criteria

#### Describe the unique features, qualifications, abilities or expertise of the contractor proposed for this sole source contract.

The contractor provides a commercial off-the-self solution for enterprise management of Garmin GPS communications devices; WDFW currently owns 400+ Garmin devices that are used for emergency communications for working in remote locations that do not have cellular service coverage. This solution allows WDFW to:

- Ensure all Garmin GPS devices, including those already owned, are appropriately enrolled for satellite communication service to allow WDFW staff in an emergency situation to use the GPS device's SOS button to notify the Garmin Response Team, who will in turn notify the appropriate emergency responders.
- Allow WDFW to standardize additional WDFW contacts in case of emergencies beyond the two allowed by Garmin's GPS device application,

and allows for unlimited emergency contacts for SOS one way communication. • Allow WDFW to centrally manage GPS devices through the contractor's Enterprise Hub Portal in order to ensure the emergency notification system is operating appropriately; that all devices are enrolled in satellite plans; that users are assigned to specific devices and are appropriately trained; and that payments for GPS services are centrally managed. • Ensure that Garmin GPS devices being purchased are automatically loaded in the Garmin GPS device application by the contractor, and have an active satellite service subscription prior to the WDFW user receiving the device.

**What kind of market research did the agency conduct to conclude that alternative sources were inappropriate or unavailable? Provide a narrative description of the agency's due diligence in determining the basis for the sole source contract, including methods used by the agency to conduct a review of available sources such as researching trade publications, industry newsletters and the internet; contacting similar service providers; and reviewing statewide pricing trends and/or agreements. Include a list of businesses contacted (if you state that no other businesses were contacted, explain why not), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract**

WDFW initially worked with the GPS equipment manufacturer (Garmin) to attempt to centralize GPS device management through Garmin's own application to ensure that GPS devices were appropriately enrolled in satellite communication plans prior to shipment to WDFW; WDFW would in turn assign a GPS device to a specific WDFW staff member prior to issuance; and centrally manage payment for services. Garmin's InReach Professional Services indicated that their solution was not robust enough to manage the 600 + GPS devices that WDFW needs to meet its requirements, and facilitated communications between WDFW and Everywhere Communications, a company that worked with Garmin to field an enterprise management solution for Garmin GPS devices. The equipment manufacturer knows of no other contractor or application that is currently available to provide enterprise management of Garmin GPS devices outside of the contractor.

**What considerations were given to providing opportunities in this contract for small business, including but not limited to unbundling the goods and/or services acquired.**

This was not considered.

**Provide a detailed and compelling description that includes quantification of the costs and risks mitigated by contracting with this contractor (i.e. learning curve, follow-up nature).**

The contract will allow WDFW to ensure WDFW staff working in remote locations have emergency communications by centrally manage Garmin GPS devices by ensuring new devices are enrolled in satellite communication plans and are assigned to specific WDFW staff; and allow WDFW to enroll Garmin GPS devices that have already been purchased to increase visibility of those devices and ensure they meet WDFW field communications policy. WDFW has over 400 Garmin GPS devices identified in its inventory system, but does not have the ability to ensure all of those devices are operational with current satellite communication plans, appropriately programmed notifications, and users appropriately trained to operate these devices.

**Is the agency proposing this sole source contract because of special circumstances such as confidential investigations, copyright restrictions, etc.? If so, please describe.**

WDFW has been issued a citation by the Department of Labor and Industries involving the fatality of a WDFW staff member in September 2023 that specifically cites WDFW for failing to ensure WDFW staff have an appropriate and operational communication devices that allows WDFW staff to contact their supervisor and appropriate first responders immediately in case of emergencies. WDFW experienced another workplace fatality involving work at a remote location in January 2024.

**Is the agency proposing this sole source contract because of unavoidable, critical time delays or issues that prevented the agency from completing this acquisition using a competitive process? If so, please describe. For example, if time constraints are applicable, identify when the agency was on notice of the need for the goods and/or service, the entity that imposed the constraints, explain the authority of that entity to impose them, and provide the timelines which work must be accomplished.**

WDFW has been working with Garmin to use the equipment manufacturer's commercially available application to manage WDFW devices, but cannot proceed with enterprise-wide management of these devices with that application. Although WDFW has resolved near term issues for the 33 WDFW staff impacted by the Department of Labor and Industries citation for the September 2023 incident, WDFW anticipates another and more wide-ranging citation for the January 2024 incident that will also involve WDFW's use and management of emergency communications devices that necessitates the need for centrally managing these devices.

**Is the agency proposing this sole source contract because of a geographic limitation? If the proposed contractor is the only source available in the geographical area, state the basis for this conclusion and the rationale for limiting the size of the geographical area selected.**

N/A

**What are the consequences of not having this sole source filing approved? Describe in detail the impact to the agency and to services it provides if this sole source filing is not approved.**

As stated previously, WDFW was able to accommodate a near term and limited solution using Garmin's device management application for the 33 WDFW staff members impacted by the Department of Labor and Industries' initial citation, but will not be able to expand that solution to manage all WDFW Garmin GPS devices without this contract. WDFW would not be able to ensure that WDFW staff working in remote locations have appropriate and operational emergency communications required by WDFW policy.

#### Sole Source Posting

#### Agency Website Information

Posted to Agency Website on 5/17/2024.

#### WEBS Information

Posted to WEBS on 5/17/2024.

#### Response(s) to Posting on WEBS

Time has NOT expired for responding to posting and will notify DES when time expires.

#### Reasonableness of Cost

**Since competition was not used as the means for procurement, how did the agency conclude that the costs, fees, or rates negotiated are fair and reasonable. Please make a comparison with comparable contracts, use the results of a market survey, or employ some other appropriate means calculated to make such a determination.**

Each Garmin GPS device requires an active satellite service subscription in order to send emergency notification from device users through Garmin to local first responders. For the basic plan provided by Garmin the service is \$19.95 per month; the contractor provides that service plus centralized management through its Everywhere HUB application and a dedicated telephone number for each device for SMS communications for a rate of \$31.95 per month per device. Additionally, the contractor will provide system maintenance, use of its training materials and use of its system management dashboard for an annual cost of \$46,406; this cost is based on 15% of the estimated first year contract value. It is difficult to determine appropriateness of costs since comparable systems for GPS device management do not exist; however these costs have been compared to other service plans offered by Garmin and the contractor and

are reasonable based on the type of services being provided; the 15% of contract value used for maintenance and training services is in line with current rates for these types of services.

**Attachments**

24-24892 everywhere communications.docx - 114825kb

24-24892 sole source announcement.docx - 52915kb

Are any documents being sent that are not attached via this system? No

Is the contract or amendment document attached or listed above? Yes