

Staff Report

Subject: Approval of a Sole Source Purchase of GeoConex CAD, Dispatch viewer, and hardware

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Department: EEMA

Meeting Date: March 18, 2025

Item Description: Consideration to approve the procurement of GeoConex CAD, Dispatch Viewer, and Hardware.

Summary Recommendation: Staff recommends approval of the sole source purchase of GeoConex CAD and associated equipment and software from GeoConex LLC.

Executive Summary/Background:

The Effingham County Board of Commissioners is requested to approve the sole source purchase of GeoConex CAD, Dispatch Viewer, and related hardware and software from GeoConex LLC for a total cost of \$14,176.52. EEMA is adding a dispatch workstation in the new EOC to enhance emergency response capabilities. The proposed system, provided by GeoConex LLC, includes:

- GeoConex CAD Admin and Map Viewer System Software
- Cyber/SentinelOne Endpoint Detection and Response for 12 months
- ConnectWise Support Agent Client License
- Hardware including an HP Z2 G9 Workstation, HP 24-inch IPS Display, and related equipment
- Installation, Deployment, and Network Setup

GeoConex LLC is the only provider that offers the required software and hardware integration necessary for compatibility with the County's existing emergency response infrastructure. Given the proprietary nature of the software and its unique compatibility with our existing systems, sole source procurement is necessary.

A one-time discount of \$811.60 for existing CMP customers and an additional first-year CMP discount of \$1,433.80 have been applied, bringing the total cost to \$14,176.52.

Sole Source Justification

GeoConex LLC is the sole provider of this specific CAD software and related support services that integrate seamlessly with the County's emergency response systems. The justification for sole source procurement includes:

1. **System Compatibility** – The proposed system is designed to work specifically with our current emergency response infrastructure.

2. **Proprietary Software** – GeoConex CAD is not available from other vendors and is the exclusive software used by the County for dispatch operations.
3. **Support & Maintenance** – GeoConex LLC is the only authorized vendor for ongoing support, maintenance, and future upgrades of the system.
4. **Cost Efficiency** – Utilizing an alternative vendor would require significant reconfiguration, additional software licensing, and staff retraining, leading to higher costs and operational disruptions.

Alternatives for Commission to Consider

1. Approve the sole source purchase from GeoConex LLC.
2. Do not approve the purchase, requiring staff to seek alternative solutions.
3. Provide staff with directions on further actions.

Recommended Alternative: 1

Other Alternatives: 2,3

Department Review: Emergency Services, IT Department, Purchasing & Procurement

Funding Source: EMA FY2025 Capital Budget

Attachments: GeoConex LLC Quote #8463