




Interoffice Memorandum

December 7, 2020

TO: Mayor Jerry L. Demings
-AND-
County Commissioners

FROM:  Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager,
Procurement Division

CONTACT: Masood Mirza, Senior Engineer, Public Works Department
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SUBJECT: Ratification of Purchase Order M101167, Cyberlock Custom Traffic
Cylinders

ACTION REQUESTED:

Ratification of Purchase Order M101167, Cyberlock Custom Traffic Cylinders, with Practical Products Group LLC, in a not-to-exceed amount of \$242,229.78.

PROCUREMENT:

This purchase order provides 900 complete custom traffic cylinders to provide 24-hour security to the critical equipment contained within traffic cabinets. Additionally, the purchase order includes onsite training and five-year software support beginning January 1, 2021.

FUNDING:

Funding is available in account number 1004-072-5153-3816.

APPROVALS:

The Public Works Department concurs with this recommendation.

REMARKS:

Practical Products Group LLC is the only certified reseller registered to sell and support CyberLock products and support to Orange County. The CyberLock system will prevent unauthorized users from obtaining access to signal system. Its unique design of the electronic lock cylinders and programmable smart keys allows the maintenance agency to control access to the cabinets and the ability to limit the access for a specified period of time.

The CyberLock system is the most cost-effective way to increase accountability, eliminate tampering, and provide 24/7 security. Unlike mechanical locks, CyberLock cylinders resist forced rotation and are designed to remain in the locked position if tampering occurs. CyberLock has provided a 19% average discount off of retail prices to reflect the prices provided to the Florida Department of Transportation District 3. Therefore, we consider their pricing to be reasonable.