



Interoffice Memorandum

January 7, 2019

TO: Mayor Jerry L. Demings  
and the Board of County Commissioners

FROM: *CM* Carrie Mathes, Manager, Procurement Division

CONTACT: Rafael Mena, Chief Information Officer, Information Systems and  
Services Division  
407-836-5200

SUBJECT: Approval of Purchase Order M94080, Renewal of Mobile  
Compliance Software

ACTION REQUESTED:

Approval of Purchase Order M94080, Renewal of Mobile Compliance Software, with Smarsh Inc., for the period of February 1, 2019 through January 31, 2022, in the amount of \$414,900.

PROCUREMENT:

This contract will continue to provide services that allow Orange County Information Systems and Services to have the ability to capture, monitor, and archive mobile messages. This is a proprietary product to Smarsh Inc., which offers large regulation organizations a solution for short message service (SMS) archiving, SMS monitoring, logging, reviewing, and supervision of electronic communications on mobile devices, including text messages and pin-to-pin Messenger. This product has been customized to meet Orange County's technical requirement for an on-premise solution.

FUNDING:

A purchase order will be issued on an annual basis. The funds are available in account 0001-031-0506-3192.

APPROVALS:

The Information Systems Services Division concurs with this recommendation.

REMARKS:

Smarsh Inc. is the sole vendor authorized to provide NetGuard mobile compliance software. The pricing is considered reasonable based on a price decrease of 2.16% as compared to the prior renewal period. In addition, a comparative analysis was completed and found unit rates per license are lower than the rates paid by both the Orange County Sheriff's Office and Volusia County Sheriff's Office.