



Filing Summary

Review - Contract is to be filed no later than 10 working days after start of work or contract execution, whichever is later.

Agency: 477 - Department of Fish and Wildlife
Filing Number:
Reference Number: 90813
Agency Contract Number: 24-24892 amendment 1
Filed By: Jeffrey Hugdahl
DES Decision Date:

Contractor Information

Legal Name EVERYWHERE Communications, Inc.
DBA
UBI
Address 30 West Street, Annapolis, MD USA 21401

Contract Information

Procurement Emergency
Service Description EB Communications Telecommunications

Contract Purpose This purchase is an amendment to WDFW contract number 24-24892 with Everywhere Communications, Inc.; this contract was filed with the Department of Enterprise Services as a sole source under SCCD filing number 49021-00 and approved by DES on May 29, 2024. The purpose of this amendment is to revise the number of satellite accounts and increase service levels in order to keep agency staff safe while working in the field.

Fund Source

Filing Number	Federal	State	Other	Total
This Filing		\$2,150,000		\$2,150,000
Contract Total				\$2,150,000

Contract Dates

Filed Date	Start Date	End Date
08/29/2024	08/26/2024	06/30/2026

Contacts

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Current State Employees

Not Applicable

Former State Employees

Not Applicable

Filing Justification

Nature of Emergency

Explain the nature of the emergency and relevant circumstances of the emergency.

The purpose of this amendment is to revise the number of satellite accounts and increase service levels in order to keep agency staff safe while working in the field. The purpose of the initial contract was to centrally manage all Garmin GPS satellite communication devices under an enterprise solution to meet WDFW's emergency field communications requirements. The enterprise solution provided by the vendor 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. This amendment adds additional GPS devices and satellite user accounts; integrates GPS device communications with agency cellular telephones; and increases service levels for all GPS devices to allow for more positive control of WDFW employee communications in the field and greater safety for WDFW employees.

Health or Safety Threat

Describe the threat to the health or safety of individuals, property, or essential state functions if immediate action is not taken. Estimate the potential material loss or damage.

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 appropriate and operational communication devices that allow WDFW staff to contact their

supervisor and appropriate first responders immediately in case of emergencies. Since this incident, WDFW has been issued citations for two other incidents: WDFW experienced another workplace fatality involving work at a remote location in water in January 2024; and a near-miss boating accident that could have resulted in WDFW employees being seriously hurt or killed in February 2024. As a result of all three incidents WDFW has been implementing a safety roadmap to ensure the safety of WDFW employees in the field, of which this contract is a part. When WDFW executed the initial sole source contract with this vendor WDFW staff believed it adequate to meet both L&I citation resolution and existing field emergency communications requirements. Since the initial contract WDFW has revised its Policy 2001 for field communications based on additional feedback from WDFW employees, supervisors and executive management, resulting in a need to increase services provided under the initial contract to allow for remote check-ins and check-outs as required by the revised policy; and to integrate agency cellular phones into the vendor's application. Additionally, WDFW implemented a process by which individual employees and their respective supervisors can analyze individual emergency communications requirements, which have substantially increased the number of GPS devices needed. WDFW has implemented an application that allows WDFW employees with limited needs for GPS devices to be assigned to such devices on a temporary, as-needed basis, but even with this application the agency needs substantially more GPS devices and satellite accounts that originally envisioned.

Explain how the goods and/or services of the contractor alleviated or eliminated the emergency. Describe what the consequences would have been if the emergency action had not been taken and the risks associated with inaction.

The initial contract allowed WDFW to ensue 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. This amendment will allow WDFW staff to use Garmin GPS devices to perform remote check-ins and check-outs with supervisors for a more positive control of employee safety, as well as integrating Garmin GPS communications capabilities with WDFW cellular telephone users.

Contractor's Qualifications

Describe the contractor's qualifications, experience and background to provide the emergency goods and/or services and the basis on which this contractor was selected over other qualified firms.

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 initially determined it needed 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 still knows of no other contractors or applications that is currently available to provide enterprise management of Garmin GPS devices outside of the vendor.

Reasonableness of Cost

Explain how the agency concluded that costs, fees, or rates are fair and reasonable, since competition was not used as the means for procurement.

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. This amendment increases the service level to allow WDFW staff to conduct remote check-ins and check-outs for more active control of WDFW employees working in the field. The rate is increased to \$41.63 per month for new GPS devices, and includes an upgrade for the 650 GPS devices already enrolled in the Basic plan. For the initial contract the vendor provided system maintenance, use of its training materials and use of its system management dashboard for an annual cost of \$46,406 based on 15% of the estimated annual contract value. This amendment continues to offer these services based on 15% of the estimated annual contract value. The amendment adds the vendor's Safeguard application to allow integration of Garmin GPS device communications with WDFW cellular telephones. The amendment allows WDFW to purchase an additional 850 Garmin GPS devices, including Garmin GPSTMap 67i and 86i devices for those WDFW employees with additional requirement that cannot be met by the Garmin InReach GPS device. The vendor will offer these devices to WDFW as the manufacturer's current suggested retail price, and will pass on discounts offered by the manufacturer to WDFW. 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 amendment 1.docx.pdf - 295098kb

24-24892 everywhere communications_rev 20240531.docx (7).pdf - 957150kb

POL 2001-Field Communcation_Aug. 2024.pdf - 214373kb

PRO 2001A_Responding When Employee Misses Check Out_Aug. 2024.pdf - 81671kb

PRO 2001B_Responding When an Employee Initiates the Garmin SOS Function or Calls 9-1-1_Aug. 2024.pdf - 83179kb

emergency purchase declaration wdfw aug 2024docx.pdf - 224664kb

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

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