

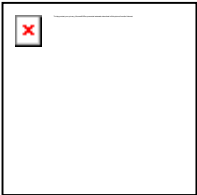
Daphne Robinson

From: City of Ocala - Contracting Officer <noreply@jotform.com>
Sent: Friday, February 14, 2025 2:51 PM
To: Kelly Vann; Michelle Brooker; Patricia Lewis; Shayatta J. Roberts; Daphne Robinson; Laitishia Crutchfield
Subject: Your policy exception has been approved.

Your policy exception has been **approved**.

Approval Comments: drobinson@ocalafl.org

This procurement exception is APPROVED as follows: Procurement Policy PRO-060 requires goods with an aggregate contract value of \$50,001 or more to be procured through a formal sealed competitive process formally hosted by the Procurement and Contracting Department unless waived by the Procurement and Contracting Officer in response to the using department's written exception request. Here, the services being procured required the analysis of highly technical or functional specifications which warrant basing a contract award on factors other than price alone. The Information Technology Department conducted market research which included comprehensive demonstration sessions with three qualified vendors: (1) Confience (\$58,150); (2) Clinisys (\$92,800); and (3) LabWorks (\$98,915). Confience was found to afford the City best value not only due to it being the lowest priced solution, but due to its increased functionality and quality. PLEASE ESTABLISH A MUNIS CONTRACT NUMBER SO THAT EXPENDITURES CAN APPROPRIATELY BE TRACKED THEREUNDER. PLEASE ENSURE A COPY OF THIS EXCEPTION REQUEST IS ATTACHED. THE TERMS AND CONDITIONS OF THE SUBSCRIPTION SERVICES AGREEMENT WILL NEED TO GO THROUGH CONTRACTING SO THAT THEY CAN UNDERGO FORM AND LEGALITY REVIEW. PLEASE SCHEDULE FOR AN UPCOMING COUNCIL AGENDA.



Procurement/Contract/P-Card Exception

Select exception type:

Procurement

Reason for procurement exception:

Policy Exception for Best Value/Approach

LIMS Replacement Policy Exception Request:

A Laboratory Information Management System (LIMS) is a software solution designed to manage and streamline the operations of a laboratory. It provides functionalities for sample tracking, data management, and quality control to ensure accurate and efficient analysis of water samples. LIMS automates workflow processes, reduces errors, and facilitates regulatory compliance by maintaining comprehensive records and generating necessary reports. It enhances the laboratory's ability to monitor water quality and effectively detect contaminants or pollutants. By integrating various instruments and data sources, LIMS ensures reliable and consistent results for water testing labs.

LabLite LLC, the current LIMS platform used by the Water Resources Department since 2012, is facing significant operational challenges. Frequent server restarts are needed, causing delays. The system retains qualifier codes indefinitely, cluttering reports. It lacks critical features like direct Excel uploads, quality control tracking, chemical inventory management, personnel management with alerts, and automatic flagging of out-of-control data. These limitations underscore the urgent need for a software replacement to enhance efficiency and functionality.

Enter a brief description of your exception request:

The Water Resources and Information Technology departments conducted market research to compare vendor offerings and platform capabilities and have chosen Accelerated Technology Laboratories LLC's Confidence as the LIMS platform. Confidence's projected cost is the lowest among all proposals and falls within the annual budget limit of \$60,000. Additionally, Confidence offers key features that align with operational needs, such as user-friendly templates for routine sampling processes and the direct upload of Excel files into LIMS. Their robust tools for tracking quality assurance and quality control metrics enable the analysis of trends over time, ensuring high standards and quick issue resolution. Moreover, generating detailed charts for the Minimum Detection Limit (MDL) and Practical Quantitation Limit (PQL) is crucial for testing processes. Confidence also provides efficient tracking systems for Documents of Compliance, ensuring easy access and organization of necessary documents. Overall, Confidence meets budgetary requirements and offers features that will significantly enhance laboratory operations for the Water Resources

department.

Water Resources and Information Technology participated in three demos and found that two of the vendors did not meet our price point or have the ease of functionality of the product selected.

Attach all documents related to the exception that can assist the Contracting Officer's decision.

[Confience Quote.pdf](#)
[CityofOcala NonExuctableProposal.pdf](#)
[City of Ocala FL 11-12-24.pdf](#)

Department

(ITS) INFORMATION TECHNOLOGY

Requestor Name

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Who authorized requesting this exception?

Christopher Ramos