

From: [Kenneth Jamerson](#)
To: [Shantel Bynes](#); [Lourdes Ramos](#); [Lorinda Tritt](#)
Cc: [Mel Poole](#)
Subject: Fw: Your policy exception has been approved.
Date: Wednesday, October 8, 2025 4:23:01 PM

Good afternoon admin team,

Please see below. We will need to establish a Munis contract and a council agenda for November 4th council. Thanks.

From: City of Ocala - Contracting Officer <noreply@jotform.com>

Sent: Wednesday, October 8, 2025 3:21 PM

To: Kenneth Jamerson <kjamerson@ocalafl.gov>; Shayatta J. Roberts <SJRoberts@ocalafl.org>; Daphne Robinson <d Robinson@ocalafl.org>; Megan Dugan <mdugan@ocalafl.gov>; Contracts <Contracts@ocalafl.gov>; Eileen M. Marquez <emarquez@ocalafl.gov>; Louis Joseph <ljoseph@ocalafl.gov>; Ashley Presley <apresley@ocalafl.gov>; David C. Williams <dwilliams@ocalafl.gov>; Patricia Lewis <plewis@ocalafl.org>

Subject: Your policy exception has been approved.

Your policy exception has been **approved**.

Approval Comments: drobinson@ocalafl.org

The department is approved to piggyback the contract awarded to Geograph Technologies, LLC, by Chesapeake, Virginia, Contract NO. 25-068-6328, for the provision of Fiber Optic Network Asset Management Software through January 28, 2029. These goods and services were competitively solicited by the City of Chesapeake under RFP No. 25-068-6328. Three vendors responded to the solicitation and on January 27, 2025, a contract award was made to Geograph Technologies, LLC. The original contract was awarded for a term of five years from January 28, 2025 through January 27, 2029 with one one-year renewal options available upon mutual written agreement between the parties. Geograph has agreed to extend pricing and services to the City of Ocala under the same terms and conditions. This pricing has been found to be fair and reasonable by OFN staff. PLEASE ESTABLISH A MUNIS CONTRACT NUMBER AND ISSUE A REQUEST TO CONTRACTING SO THAT A FORMAL PIGGYBACK AGREEMENT CAN BE PREPARED. IF THE DEPARTMENT ANTICIPATES EXPENDITURES THROUGH THE END OF THE CONTRACT TERM TO EXCEED \$50,000, THE CONTRACT NEEDS TO BE PLACED ON A COUNCIL AGENDA. PLEASE ENSURE THAT THIS EXCEPTION APPROVAL IS ATTACHED TO THE MUNIS CONTRACT, CONTRACT REQUEST, AND AGENDA ITEM (IF ANY).



Procurement/Contract/P-Card Exception

Select exception type:

Procurement

Reason for procurement exception:

Piggyback Request in Lieu of Bid

Ocala Fiber Network (OFN) respectfully requests a procurement exception to purchase CrescentLink GIS software from Geograph via piggyback. This request is based on both strategic necessity and technical alignment with OFN's operational goals.

Since OFN's inception, we have relied on Ocala Electric Utility's ArcFM software—a platform primarily designed for electric utility systems with limited telecommunications functionality. As ArcFM's maintenance costs continue to rise and Electric transitions away from the platform, OFN must also move toward a more sustainable and purpose-built solution.

To that end, OFN has conducted a thorough evaluation of fiber-specific design software. During a strategic review by Uptown Services, LLC, it was strongly recommended that OFN adopt a standalone GIS platform tailored to fiber network design. Uptown specifically recommended CrescentLink, citing its robust capabilities and alignment with our long-term goals.

Following this recommendation, OFN collaborated with the City's IT department to evaluate CrescentLink. The software was demonstrated and reviewed, and both teams agreed it meets OFN's technical requirements and integrates seamlessly with the City's existing GIS infrastructure.

We compared similar products, including our current software ArcFM and mPower Innovations. After reviewing and comparing each vendor, OFN believes Geograph offers the best solution for our fiber design needs.

To support this request, we have attached the following documentation:

- A sole source letter from Geograph confirming they are the exclusive provider of CrescentLink.
- A budgetary quote for CrescentLink software.
- A comparison quote from a similar competitor, mPower.
- A contract executed by the City of Chesapeake, VA, which mirrors the scope of OFN's intended use and serves as a cooperative purchasing reference.
- An amendment to the Chesapeake contract that allows other government agencies to piggyback

We believe CrescentLink represents the most cost-effective and technically appropriate solution for OFN's future. Your support in approving this procurement exception will enable us to move forward efficiently and independently.

Thank you for your consideration. Please let us know if any additional information is needed.

Enter a brief description of your exception request:

[Mod 1 Executed 25-068-6328 Geograph Cooperative Language \(002\).pdf](#)

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

[Geograph Terms of Use.pdf](#)
[City of Ocala, FL - ESL Deal - Year 1 \(2025-2026\) \(UPDATED\).pdf](#)
[City of Ocala, FL - Sole Source \(May 2025\).pdf](#)
[City of Ocala, FL - ESL Deal \(2025-2026\).pdf](#)
[mPower Proposal City of Ocala FL.pdf](#)
[25-068-6328 Geograph Executed Contract 01.29.2025.pdf](#)

Department

(OFN) FIBER NETWORK

Requestor Name

Kenneth Jamerson

Requestor Email

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Phone number

(352) 401-6923

Courtesy Copy Email 1

oparker@ocalafl.gov

Who authorized requesting this exception?

Kenneth Jamerson