

NO SUBSTITUTE SINGLE/SOLE SOURCE*/BRAND NAME JUSTIFICATION

(Requester completes Section A and B)

SECTION A: ☒ SINGLE/SOLE SOURCE OR ☐ BRAND NAME REQUEST

Complete if request purchase is \$25,000 and over AND in the Requester's opinion competition is not available or requesting a Brand Name purchase. Single/Source approvals are valid one year from approval date unless specified elsewhere.

Requisition No. (if applicable):

Amount: \$615,364.00

Date: 12/29/2025

Supplies/Services Required (be specific): Convert Existing IED PA system from Cobranet System to Dante System

Proposed Vendor: Altel Systems Group Inc.

Mfg/Model #: IED Dante PA System

Requested by: Tim Ressler, Director Facilities

Dept: Facilities

Check One: The requested goods/service is a sole/single source or brand name procurement due to:

- ☐ **AVAILABILITY/ONE OF A KIND** - No competitive product or service exists, meets or is available from another vendor and/or manufacturer. **If selected COMPLETE in detail item #1 and #2 below.**
- ☐ **SINGLE SUPPLIER** - The vendor is the only authorized supplier/distributor of product or service.
- ☒ **COMPATIBILITY**** - Must match existing piece or brand of equipment, inventory, systems, programs and is available from only one vendor/manufacturer.
Existing product manufacturer/model:
- ☐ **REPAIR/MAINTENANCE**** - Repair or maintenance is required by a factory warranty service provider.
- ☐ **PATENTED GOODS OR SERVICE**
- ☐ **OTHER** - Provide below full explanations, details, complete descriptions, and relevant reasons to support the sole/single source/brand name justification:

1) What necessary features or services does this vendor provide which are not available from other vendors?**Please be specific.**

Existing IED Cobranet system is being phased out and not supported. Plan is to replace this system with the new IED Dante System we just installed in Terminal A.

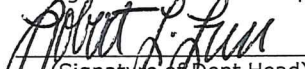
NOTE: Established relationship with the vendor is not a justifiable reason for sole source request.

2) What steps were taken to verify the required features or services are not available elsewhere?

- ☒ Other brands/manufacturers were researched (list mfg name and explain why they were not suitable)
Other brands do not match or work with the Dante system we just put in the new Terminal A.
- ☒ Other vendors were contacted (list vendor name and why they were not suitable)
This new Dante PA System will tie together the entire terminal to allow better zone and visual paging in all areas.

SECTION B - REQUESTER CERTIFICATION: By submitting this request, I certify that the above justification/information is accurate and complete to the best of my knowledge and that I have no personal interests relative to this request.

 (Signature of Requester)


 (Signature of Dept Head)

 1-7-26
 (Date)
SECTION C - TO BE COMPLETED BY PURCHASING:

Based on the information provided in Section A, attached supporting documents, and research:

- ☒ Single/Sole Source has been validated / ☐ Single/Sole Source is not valid based on Purchasing research

Detail Research Conducted -


 (Name and Signature of Buyer or Other)

 1-7-26
 (Date)
* **SOLE SOURCE DEFINITION** - Sole Source Vendor - a vendor providing a product or service that is not obtainable from any other source and the requesting department documents such determination because:

1. The vendor is the single source or the only supplier available of the product or service, or;
2. Use of a specific product or service is required to preserve the Authority's preexisting warranty or contractual rights; or
3. The product is proprietary and a trade secret under Section 811.081 Florida Statutes, or as amended, renumbered, or replaced, and is required to maintain compatibility with existing Authority equipment.

SINGLE SOURCE DEFINITION - the specially selected, preferred and approved source of a product or service.

** Procurement of items designating a brand or manufacturer shall be competitively solicited if more than one vendor of the item is found.

Florida State Statute 838.22

It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole-source contract for commodities or services. Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084.

It is requested that the following acknowledge the above request:

Approval
Required

Director, Purchasing

☒
 Signature



Date

1-7-26

Executive Vice President, CFO

☒

Date

1-7-26

Executive Vice President, COS

☒

Date

President & CEO

☒

Date

1/9/26

Chairman of the SMAA, BOC

☒

Date

Board of Commissioners

☒

Date

2/9/26

AGENDA ITEM NO.

SARASOTA MANATEE AIRPORT AUTHORITY JANUARY 20, 2026, MEETING STAFF NARRATIVE

REQUEST FOR APPROVAL: SOLE SOURCE

PA REPLACEMENT FOR MAIN TERMINAL AND CONCOURSE B

EXECUTIVE SUMMARY: Staff requests Board approval of a contract award to ALTEL Systems Group Inc. to provide for an experienced and qualified firm capable of providing technical, administrative skills, and installation expertise in replacing the existing Atlas IED Cobranet PA System with their new Dante System to match the system installed in Terminal A.

NARRATIVE: Staff assembled a bid package for the FY26 Capital Equipment Budget to secure the services of an experienced and qualified firm capable of providing technical skills administrative skills, and installation expertise in replacing the old IED Cobranet paging system in the Main Terminal and Concourse B. The new proposed IED Dante System will match the current system installed in Terminal A and IED is the manufacturer of the system. This will give the Authority better coverage, improved zone paging capabilities, and improved visual paging for our passengers. The Cobranet System is past End of Life and technical support will be ending.

In accordance with Authority policy, a Request to use a Sole Source for this project has been reviewed by Facilities and the Purchasing departments. After a thorough review we did not find another system that would be as cost effective as replacing the current old PA system with another brand. By using the new IED Dante system it allows us to utilize the new system in Terminal A, and we will be able to use some of the existing infrastructure being used for the old system. The upgrade includes new hardware, software, and paging equipment for all stations. The new PA system will also improve our service levels for our Hearing Loop system.

ALTEL Systems Group is the IED installer for the state. ALTEL installed the Dante equipment in Terminal A and has helped to maintain the existing Cobranet PA system in the Main Terminal Areas. This was a budgeted Fiscal Year 26 Capital equipment Project for \$640,000.

RECOMMENDATION: It is hereby recommended that the Sarasota Manatee Airport Authority Board approve the award of the Dante Replacement for the Main Terminal Areas and Concourse B to ALTEL Systems Group Inc. in the amount of up to \$640,000. Staff also requests authorization to prepare any and all documents necessary to implement this action.

Attachment: SRQ - Cobranet to Dante Upgrade Quotation
Sole Source Authorization Form



Sarasota Bradenton
International Airport
PA Dante Upgrade

August 11, 2025

Tim Ressler
Director Facilities
Sarasota Bradenton Airport
Sarasota, Florida

RE: SRQ – Cobranet to Dante Phase 2 Upgrade Quotation

Tim,

ASG is pleased to submit herein our quotation for Phase 2 of the Cobranet to Dante PA System component upgrade at Sarasota Bradenton International Airport. Included in this quotation are all remaining microphone stations, Titan Series T112 amplifier frames, all hardware, software and end point licensing, and hardware for the hearing loop system.

All new Dante equipment will be programmed into and become part of the new Dante Controllers installed as part of the GBF project. All of the older discontinued cobranet devices will be decommissioned.

Also quoted separately below are the factory recommended spare parts, and the requested options to interface with the AeroCloud FIDS System.

This proposal includes the following equipment and services:

- Furnish all equipment as listed on the included BOM. (Page 3)
- Furnish and install new Dante IED 571D Series microphone stations to replace the discontinued 528 Series stations.
- Furnish 1 new Dante IPCSD-H Touch Screen Microphone station and 1 each IPCSD4 4 button for Aircom 1 and 2.
- Furnish 1 new Dante IPCSD-H Touch Screen Microphone Rackmount station replacement.
- Furnish and install new Dante IPCSD4 4 button jetway door, baggage and ticketing microphone stations.
- Furnish and install new Category 6 cabling for 13 Gate jetway door microphone locations. (Quoted by ACCI.)
- Furnish 5 Desktop Pedestal Base for desktop 4 button microphone stations.
- Furnish 1544AIO-D processors to integrate into the existing Hearing Loop system and BGM.
- Furnish, install and program 1 1544 Zone Output Processor in room TC-2B for Ambient noise sensors.
- Furnish and install new Dante Titan T-112 Smart Frames and amplifiers.
- Termination of audio cable at the Titan T-112 amplifier frames end.
- Data migration and new programming to the new Dante controllers.
- Programming and Engineering for the Aerocloud Interface. (Itemized below)
- Furnish all end point licenses associated with new Dante Components.
- Power up, test, adjust and migrate EQ settings to all speaker zones.
- Re-Calibration of all new system ambient noise sensors.
- Modify and update existing SRQ Public Address system as-built drawings, in AutoCAD 2024.
- 3 Year Warranty on all new IED Dante Equipment.

Tampa
ALTEL Systems Group, Inc.
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Brandon, FL 33510
813.628.6100v
813.628.8949f

Orlando
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5323 Millenia Lakes Blvd
Orlando, FL 32839
407.734.4045

FL. License ES0000381

www.asg-av.com



Sarasota Bradenton
International Airport
PA Dante Upgrade

Please take note of the following items not included in this quotation:

- Network switches and port assignments for new Dante components shall be provided by SRQ IT.
- All existing SRQ Equipment racks will be utilized for new hardware.
- New Cat 6 cabling home runs for new microphone stations replacing existing discontinued side kick microphones are excluded. (Mini Splits Provided)
- It is assumed existing power will be reused for new components. (New T112 amplifier frames require 2 power outlets per frame)

SRQ IT SCOPE

- SRQ IT will extend the Dante network to all IDF Rooms where existing Microphone Stations terminate to the cobranet network.
- SRQ will furnish an IT technician in off hours to program Dante network switch ports and test.

CLARIFICATIONS

- *Due to the ongoing tariff uncertainty in the US, a factory mandated increase has been applied on electronic equipment specified for this project. The current Quote validation for these systems is 30 Days.*

PRICING

ALTEL Systems Group can provide the systems outlined above for:

Phase 2 Dante Upgrade	\$568,925.00
Recommended Spare Parts	\$34,889.00
AeroCloud FIDS Interface	\$11,550.00

PAYMENT

Payment for work performed by ALTEL Systems Group, Inc. will be billed on a percentage of completion basis. A 40% payment shall be due to ASG upon equipment procurement. All invoices shall be due for payment 30 days from the date of the invoice. Tax for this quotation is included. Bonds are excluded. Due to the ongoing tariff uncertainty. This quotation is valid for 30 days from the date of issuance.

WARRANTY

The warranty on the new IED GlobalCom systems components shall be for a period of 3 years. Should replacement be required during the warranty period, this warranty is limited to the replacement of parts and the labor required performing this replacement and no other warranty is expressed or implied. Equipment subjected to abuse; damage or misuse is excluded.

ALTEL Systems Group, Inc., looks forward to our association with Sarasota Bradenton International Airport in providing a quality installation of the system quoted. If there are any questions regarding this quotation, please do not hesitate to call me at (813) 628-6100. We appreciate the opportunity to be of service.

Sincerely,
Altel Systems Group, Inc.

Bruce Vitale
President

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Sarasota Bradenton
International Airport
PA Dante Upgrade

DANTE SYSTEM UGRADE

ITEM	QTY	MANUFACTURER	MODEL NO./ DESCRIPTION
1	1	IED	IPCSD Touchscreen Microphone Station
2	20	IED	571D(Touch Screen Desktop Microphone)
3	20	IED	571MK-DT (Touch Screen Desktop Microphone Kit)
4	15	IED	IPCSD4 DanteGlobalCom 4 Microphone Station (Wall SK)
5	22	IED	IPCSD4 DanteGlobalCom 4 Microphone Station
6	5	IED	A520DTB Desktop Base for IPCSD4
7	3	IED	T112 (TitanONE Smart Amplifier Frame)
8	21	IED	T602-120V-T1 (2x300 Watt Amplifier)
9	1	IED	0590KDS Computer KVM 101 Keyboard/Monitor
10	1	IED	IPCSD Touchscreen (PA Room Rack)
11	1	IED	5400CS-SRM Rack Mount Kit
12	5	IED	1544 AIO-D 4x4 Digital SW Audio (Hearing Loop/BGM)
13	1	IED	1544 ZOP Zone Output Processor (Room TC-2B Sensors)
14	5	IED	540S-2 Ambient Nose Sensors
15	70	IED	HD-EPL (End Point License)
16	140	IED	HD-EPLM (End Point License - Maintenance)
17	15	IED	Mini Split Switch (Side Kick Locations)
18	1	ASG	Installation Harware, Rack panels,Connectors
19	48	ASG	Category 6 Patch Cables
20	1	IED	Factory Technical Services Support

RECOMMENDED SPARE PARTS

1	2	IED	571D(Touch Screen Desktop Microphone)
2	2	IED	IPCSD4 DanteGlobalCom 4 button Microphone Station
3	2	IED	T602-120V-T1 (2x300 Watt Amplifier)
4	1	IED	1544 AIO-D 4x4 Digital SW Audio (Hearing Loop)
5	10	IED	A501HH Hand Held Magnet
6	100	IED	Cord Assembly for 500HH 10'

AERO CLOUD FIDS INTERFACE

ITEM	QTY	MANUFACTURER	MODEL NO./ DESCRIPTION
1	1	IED	AEROCLOUD FIDS INTERFACE

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