



CITY OF CORAL GABLES

405 Biltmore Way
Coral Gables, FL 33134
(305) 460-5102

Finance Department / Procurement Division
Request for Sole Source Procurement
(Over \$25,000 requires Commission approval)

Section 2-689 A contract may be awarded without competitive bids or proposals when the Procurement Officer, after conducting a good faith review of all available sources, determines in writing, pursuant to a written request from a department head, that the contract by its very nature is not suitable to competitive bids or proposals, as there is only one source for the required supply, service or construction item capable of fulfilling the needs of the city.

CONTRACT ID: SS 2026-103

PART I: Department/Vendor Information

Table with 6 columns: Division/Department, Dept. Contact, Requisition No., Suggested Vendor, Service/Item Description, Value. Row 1: Police/ Chiefs Office, R. Hoff, TBD. Row 2: Mark 43, Software Enhanc, \$ 265,000.00

PART II: Explanation (Supporting documentation must be attached)

The Innovation and Technology, Police and Fire Department have determined the need for enhancements to our Mark43 (Network Security, CAD, RMS and Analytics Software). As there are no manufacturers other than Mark43 software, Mark43 is the sole vendor that is capable of providing the enhancements to their proprietary software. The Contract is for a 5.5 year term to run in concurrence with our existing Mark 43 Contract.
Note: Commission approval required. An agenda item must be presented by the user department at the next available commission meeting.

Edward J. Hudak, Jr. Digitally signed by Edward J. Hudak, Jr. Date: 2026.05.08 14:38:15 -04'00'
Department Head Signature

Date

Celeste S. Walker-Harmon Digitally signed by Celeste S. Walker-Harmon Date: 2026.05.11 09:43:50 -04'00'
Chief Procurement Officer Signature

5/11/2026
Date



April 7, 2026

To:

Coral Gables PD & Fire
2151 Salzedo St
Coral Gables, FL 33134

From:

Adam Kahn
Account Manager, Mark43
adam.kahn@mark43.com
917-667-644

Subject: Sole Source Justification – Mark43 Public Safety Platform

Mark43 respectfully submits this sole source justification in support of the Coral Gables Police & Fire’s consideration to procure new services through the Mark43 Public Safety Platform, which includes the Mark43 Computer-Aided Dispatch (CAD), Records Management System (RMS), and Analytics modules.

After careful review, Mark43 affirms that the products and services requested are available exclusively from Mark43, Inc. and are not offered through any resellers, distributors, or third-party vendors.

Exclusive Source Determination

Mark43, Inc. is the sole developer, owner, and provider of the Mark43 Public Safety Platform, which is a cloud-native, FedRAMP High-authorized law enforcement CAD/RMS/Analytics suite. All development, licensing, implementation, hosting, and support services are provided directly by Mark43.

- Mark43 software is proprietary and cloud-native, hosted in a CJIS- and FedRAMP-High-certified government cloud environments.
- There are no alternative manufacturers of Mark43 products.
- Only Mark43 personnel provide implementation, configuration, data migration, integration, and 24/7/365 customer support services.

Uniqueness and Non-Substitutability

Capability	Mark43 Differentiator	Benefit to Coral Gables PD & Fire
FedRAMP High Security Authorization	Only cloud-native CAD/RMS to achieve this level of federal security compliance.	Ensures secure data handling that exceeds FBI CJIS standards.



Zero-Error NIBRS Compliance	Built-in real-time data validation for 0% reporting errors.	Guarantees compliance with Florida IBRS/NIBRS without resubmission.
Cloud-Native Architecture	No on-premises servers; instant scalability and automatic updates.	Eliminates costly infrastructure maintenance and downtime.
Integrated Analytics & Data Lake	Real-time data visualization and ad hoc querying.	Enables transparent performance reporting and crime trend analysis.
Unified Mobile Platform (Mark43 OnScene)	Integrated CarPlay and mobile app for officers.	Allows field-based reporting and situational awareness.

Statement of Sole Source Certification

Mark43, Inc. certifies that it is the exclusive source and provider of the Mark43 Public Safety Platform and related professional services. No other company is authorized or capable of providing this software or equivalent services under the same conditions or architecture.

If additional information or technical verification is required, Mark43 will gladly provide supporting documentation or participate in a technical briefing.

Sincerely,

Adam Kahn
Mark43



ORDER FORM

Mark43, Inc.
 8 West 40th Street, 2nd Floor
 New York, NY 10018

Quote Number: Q-02050.5
 Offer Valid Through: May 19, 2026
 Sales Contact: Adam Kahn
 adam.kahn@mark43.com

Bill to:

Subscriber Name:	Coral Gables Police Department	Start Date:	Date of last signature on this Order Form
Address:	2151 Salzedo St Coral Gables, FL 33134	End Date:	December 21, 2030
Billing Frequency:	Annual	Billing Contact:	TO BE PROVIDED
Payment Terms:	Net 30	Billing Contact Email:	TO BE PROVIDED

Purchase Order. Is a purchase order required by Subscriber to purchase? Yes _____ No _____

SaaS Services. Product descriptions for the Services noted below are set forth at <https://mark43.com/Mark43-Product-Catalogue>:

SKU	Year 1 SaaS and Recurring Services	Qty (if applicable)
SEC FRT 4	Mark43 Fortified 4	Not to Exceed 1 instance(s)
	Subtotal	\$34,925.00

SKU	Year 2 SaaS and Recurring Services	Qty (if applicable)
SEC FRT 4	Mark43 Fortified 4	Not to Exceed 1 instance(s)
	Subtotal	\$34,925.00

SKU	Year 3 SaaS and Recurring Services	Qty (if applicable)
SEC FRT 4	Mark43 Fortified 4	Not to Exceed 1 instance(s)
	Subtotal	\$34,925.00

SKU	Year 4 SaaS and Recurring Services	Qty (if applicable)
SEC FRT 4	Mark43 Fortified 4	Not to Exceed 1 instance(s)
	Subtotal	\$34,925.00

SKU	Year 5 SaaS and Recurring Services	Qty (if applicable)
SEC FRT 4	Mark43 Fortified 4	Not to Exceed 1 instance(s)

	Subtotal	\$34,925.00
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Total SaaS Services		\$174,625.00
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SKU	Professional Services	Qty (if applicable)	Price to Subscriber
IMP-ALRT	Mark43 Alert - Service	1 instance(s)	\$5,000.00
IMP-SCIM	Mark43 SCIM - Service	1 instance(s)	\$5,000.00
	Total		\$10,000.00

Renewal Term and Pricing. Unless Subscriber provides **60 days'** notice of termination prior to the End Date, the SaaS Services will auto-renew for a 5 year term at an increase of 5% year over year for each year of the renewal term. Additional increases may be applied at any time during the Term if required quantities increase.

Invoicing and Payment. Subscription Fees are payable upfront annually. Mark43 will issue the first invoice on or after the effective date of this Order Form and each subsequent invoice (if any) on or after the anniversary thereof. Subscriber shall pay all invoices to Mark43's nominated bank account within thirty (30) days of the date of the invoice.

Payment Schedule	Due Date	Amount Due
Year 1 Payment(s)	Order Form Start Date (Order Form Sign Date – December 21, 2026)	\$10,000.00 + Year 1 SaaS and Recurring Services Prorated from Order Form Sign Date to December 21, 2026*
Year 2 Payment(s)	December 22, 2026	\$34,925.00
Year 3 Payment(s)	December 22, 2027	\$34,925.00
Year 4 Payment(s)	December 22, 2028	\$34,925.00
Year 5 Payment(s)	December 22, 2029	\$34,925.00
Total		\$149,700.00 + prorated year 1 fees

*Year 1 SaaS and Recurring Services prorated from Order Form Sign Date to December 21, 2026.

This Order Form is entered into in accordance with and it incorporates the terms of the Software License and Services Agreement and any attached schedules (the "SLSA" or "Agreement"). Except as otherwise provided in this Order Form, previously executed Order Form(s) remain in effect. This Order Form does not incorporate any other terms, whether oral or written, and whether contained in a purchase order or otherwise and, for the avoidance of doubt, prevails over any terms contained therein. By signing below, the parties agree to be bound by the terms of this Order Form. Each party represents and warrants that this Order Form is executed by a duly authorized legal representative of such party. This Order Form may be executed in counterparts (including electronic copies) each of which will be deemed an original, with all counterparts constituting one agreement.

Mark43, Inc.

Subscriber

Name:

Title:

Signature:

Date:

Name:

Title:

Signature:

Date:



ORDER FORM

Mark43, Inc.
 8 West 40th Street, 2nd Floor
 New York, NY 10018

Quote Number: Q-01925.5
 Offer Valid Through: April 15, 2026
 Sales Contact: Adam Kahn
 adam.kahn@mark43.com

Bill to:

Subscriber Name:	City of Coral Gables	Start Date:	Date of last signature on this Order Form
Address:	405 Biltmore Way, Coral Gables, FL 33134	End Date:	December 21, 2030
Billing Frequency:	Annual	Billing Contact:	TO BE PROVIDED
Payment Terms:	Net 30	Billing Contact Email:	TO BE PROVIDED

Purchase Order. Is a purchase order required by Subscriber to purchase? Yes _____ No _____

SaaS Services. Product descriptions for the Services noted below are set forth at <https://mark43.com/Mark43-Product-Catalogue>:

<i>Year 1 SaaS and Recurring Services</i>	Qty (if applicable)
MOB 1 RMS: OnScene Mobile Application for RMS	Not to Exceed 10 total sworn
MOB 1 CAD: OnScene Mobile Application for CAD	Not to Exceed 10 total sworn
Subtotal	\$3,600.00

<i>Year 2 SaaS and Recurring Services</i>	Qty (if applicable)
MOB 1 RMS: OnScene Mobile Application for RMS	Not to Exceed 10 total sworn
MOB 1 CAD: OnScene Mobile Application for CAD	Not to Exceed 10 total sworn
Interface Maintenance: Custom Level 1 - BRINC	Not to Exceed 1 interface(s)
Interface Maintenance: Custom Level 1 – First Arriving	Not to Exceed 1 interface(s)
Subtotal	\$13,600.00

<i>Year 3 SaaS and Recurring Services</i>	Qty (if applicable)
MOB 1 RMS: OnScene Mobile Application for RMS	Not to Exceed 10 total sworn
MOB 1 CAD: OnScene Mobile Application for CAD	Not to Exceed 10 total sworn
Interface Maintenance: Custom Level 1 - BRINC	Not to Exceed 1 interface(s)
Interface Maintenance: Custom Level 1 – First Arriving	Not to Exceed 1 interface(s)

Subtotal	\$13,600.00
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<i>Year 4 SaaS and Recurring Services</i>	<i>Qty (if applicable)</i>
MOB 1 RMS: OnScene Mobile Application for RMS	Not to Exceed 10 total sworn
MOB 1 CAD: OnScene Mobile Application for CAD	Not to Exceed 10 total sworn
Interface Maintenance: Custom Level 1 - BRINC	Not to Exceed 1 interface(s)
Interface Maintenance: Custom Level 1 – First Arriving	Not to Exceed 1 interface(s)
Subtotal	\$13,600.00

<i>Year 5 SaaS and Recurring Services</i>	<i>Qty (if applicable)</i>
MOB 1 RMS: OnScene Mobile Application for RMS	Not to Exceed 10 total sworn
MOB 1 CAD: OnScene Mobile Application for CAD	Not to Exceed 10 total sworn
Interface Maintenance: Custom Level 1 - BRINC	Not to Exceed 1 interface(s)
Interface Maintenance: Custom Level 1 – First Arriving	Not to Exceed 1 interface(s)
Subtotal	\$13,600.00

Total SaaS Services	\$58,000.00
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<i>Professional Services</i>	<i>Qty (if applicable)</i>	<i>Price to Subscriber</i>
Interface Development: Custom 1 - BRINC	1 interface(s)	\$15,000.00
Interface Development: Custom 1 – First Arriving	1 interface(s)	\$15,000.00
Total		\$30,000.00

Renewal Term and Pricing. Unless Subscriber provides **60 days'** notice of termination prior to the End Date, the SaaS Services will auto-renew for a 5 year term at an increase of 5% year over year for each year of the renewal term. Additional increases may be applied at any time during the Term if required quantities increase.

Invoicing and Payment. Subscription Fees are payable upfront annually. Mark43 will issue the first invoice on or after the effective date of this Order Form and each subsequent invoice (if any) on or after the anniversary thereof. Subscriber shall pay all invoices to Mark43's nominated bank account within thirty (30) days of the date of the invoice.

<i>Payment Schedule</i>	<i>Due Date</i>	<i>Amount Due</i>
Year 1 Payment(s)	Order Form Start Date (Order Form Sign Date – December 21, 2026)	\$30,000.00 + Year 1 SaaS and Recurring Services Prorated from Order Form Sign Date to December 21, 2026*
Year 2 Payment(s)	December 22, 2026	\$13,600.00
Year 3 Payment(s)	December 22, 2027	\$13,600.00
Year 4 Payment(s)	December 22, 2028	\$13,600.00
Year 5 Payment(s)	December 22, 2029	\$13,600.00

Total	\$84,400.00 + prorated year 1 fees
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*Year 1 SaaS and Recurring Services prorated from Order Form Sign Date to December 21, 2026.

This Order Form is entered into in accordance with and it incorporates the terms of the Software License and Services Agreement and any attached schedules (the "SLSA" or "Agreement"). Except as otherwise provided in this Order Form, previously executed Order Form(s) remain in effect. This Order Form does not incorporate any other terms, whether oral or written, and whether contained in a purchase order or otherwise and, for the avoidance of doubt, prevails over any terms contained therein. By signing below, the parties agree to be bound by the terms of this Order Form. Each party represents and warrants that this Order Form is executed by a duly authorized legal representative of such party. This Order Form may be executed in counterparts (including electronic copies) each of which will be deemed an original, with all counterparts constituting one agreement.

Mark43, Inc.

Subscriber

Name:

Name:

Title:

Title:

Signature:

Signature:

Date:

Date: