



Office of the President
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BROWARD COLLEGE

Define yourself.

To: Members of the Board of Trustees

From: J. David Armstrong Jr., President

Date: August 26, 2008

Place: Regular Meeting of the Board of Trustees
Broward College
111 East Las Olas Boulevard
Willis Holcombe Center, Boardroom #1208
Fort Lauderdale, FL

Subject: Agenda Item VI-C- Purchase of Simulator Equipment/ATC Program

Brief Description:

This equipment represents highly specialized technical equipment emulating air traffic control functions. It is needed for program support for Aviation's new air traffic control program beginning August 18, 2008. After research, the Adacel equipment is deemed the best equipment to insure student success.

Benefit to BCC:

To prepare Broward College students for the FAA Academy at an affordable cost to pursue a career as an air traffic controller.

Relationship to College Master Plan:

Provides high-quality education at an affordable cost to a diverse community of learners and is accessible to any qualified individual and utilizes the most current technology.

Board Agenda Approved: _____
Date: _____

Agenda Item VI-C
Enclosure _____

**BOARD OF TRUSTEES
AGENDA TRANSMITTAL SHEET**

To: **President Armstrong**

Date: **8/1/2008**

From: **Vice President / Provost Dr. Lourdes Oroza**

Subj: **Air Traffic Control Program / Purchase of Needed Simulator Equipment**

Issue:

Request approval to purchase equipment for the new Air Traffic Control program.

Background/Analysis:

After research of other educational institutions offering programs in Air Traffic Control as well as the Federal Aviation Administration, Department of Defense, collegiate programs, and industry partner recommendations, it is deemed Adacel equipment is the best resource to utilize to ensure student success. In order to adequately support enrollment for the program, we need to purchase eight (8) Radar Simulators and one Tower Simulator System from Adacel (manufacturer).

Fiscal Impact:

Eight (8) Radar Simulators \$45K/ea total \$360,000, and one (1) Tower Simulator System at \$536,437 for a total of \$896,437.

Funding for the purchase of the equipment is provided by the Carl D. Perkins Act, the South Campus CIF, BC Foundation Mini-Grant, Aviation's budget and a Buehler Foundation grant.


Jorge Guerra / Jan Shakespeare
Initiating Official


Dr. Lourdes Oroza
Vice President/Provost

Staff Position: Approve the purchase of the Adacel Simulator equipment at a total cost of \$896,437.00

THIS RECOMMENDED ACTION MEETS THE FOLLOWING ELEMENT(S) OF THE COLLEGE'S MISSION STATEMENT:

- | | |
|--|--|
| X Providing high quality educational programs | X Providing high quality services |
| X Providing for affordability to a diverse community of learners | X Providing for accessibility to a diverse community of learners |
| X Commitment to student achievement | X Commitment to lifelong learning |
| X Commitment to academic excellence | X Providing use of current technology |

BRIEFLY DESCRIBE HOW THIS RECOMMENDATION ACHIEVES THE ABOVE ELEMENT(S) IN THE COLLEGE'S MISSION STATEMENT:

Adacel's state of the art equipment will prepare BC students for the FAA Academy at an affordable cost. Program is open to all qualified individuals.

Minority Firm: Yes ___ No ___ N/A **X**

Broward Firm: Yes ___ No **X** N/A ___

SOLE SOURCE JUSTIFICATION



Broward Community College
Purchasing Department

MEMORANDUM

TO: Board of Trustees / Purchasing
FROM: Jan Shakespeare, Aviation Program Manager Flight/Operations
DATE: August 1, 2008
SUBJECT: Sole Source: Justification to Purchase Air Traffic Control Simulators
(MATERIAL BEING PURCHASED)

Under the requirement of Purchasing POLICY NO. 6Hx2-7.02 and Broward Community College Purchasing Procedures submitted in support of this request for authority to purchase without bidding, the items listed are non-competitive items available from only one source. To include all purchases, rentals and/or leases.

State reasons why items(s) are not competitive and are available from only one source. List the use for which it is intended and to whom the item will be available. Explain the necessity for compatibility with existing equipment or instrumentation (if applicable). State as clearly and concisely as possible why only this piece of equipment will accomplish the function required.

JUSTIFICATION:

The newest Aviation program offering at Broward College is in *Air Traffic Control (ATC)*. A successful site visit has been conducted by the Federal Aviation Administration (FAA). Program curriculum demands a significant investment in highly specialized ATC simulator equipment. Adacel Systems, Inc. is a Florida based small business in Orlando. It is requested this company be recognized as a *sole source provider* of simulator equipment to Broward College for the Air Traffic Control program. Adacel equipment may only be purchased from Adacel. They have no authorized distributors. Broward College students would have the capability of training on the same systems as new FAA hires will train on at the FAA Academy and at their ultimate FAA placement destination. Adacel has an unsurpassed foundation of training experience – 137 systems installed in the National Airspace System (NAS) and operated by the US government and educational institutions across the Nation. The company has an established and proven record of currently supporting 146 tower simulation systems under contract, 24/7/365 and the capability to address the College’s program needs immediately upon contract award. For further details please refer to attachments.

I, the undersigned, certify the above to be true and correct to the best of my knowledge and belief.

Jan Shakespeare

REQUISITIONER'S NAME

Jan Shakespeare

REQUISITIONER'S SIGNATURE

Aviation Program Mgr Flight/Ops

TITLE

Aviation (954) 201-8084

DEPARTMENT AND TELEPHONE NUMBER

AGENDA ITEM *VI-C*

AUG 26 2008

ENCLOSURE



Adacel Systems, Inc.
5945 Hazeltine National Drive
Orlando, FL 32822
USA
Tel. (407) 581-1560
Fax (407) 581-1581

July 11, 2008

Our File: PL9956-08024

Jan Shakespeare
Aviation Program Manager
Broward Community College
7200 Pines Blvd., Bldg. 99
Pembroke Pines, FL 33024

Reference: Adacel MaxSim® Distribution

Dear Ms. Shakespeare,

Adacel Systems, Inc. (hereinafter referred to as Adacel) is pleased to assist Broward Community College in establishing an air traffic control training and simulation program. MaxSim® is the simulation system in use by the Federal Aviation Administration and by all four branches of the Department of Defense. Adacel is the only provider of MaxSim® software technology. No authorized distributors, except Adacel, are marketing or selling the MaxSim product line.

Adacel is prepared to assist Broward Community College in this effort. Should there be any additional questions regarding any necessary preparations or documentation, please do not hesitate to contact Daphne Corrado through the following channels:

Tel.: 407-581-1570 Fax: 407-581-1581

Email: dcorrado@adacel.com

Thank you,

Mark S. Creasap, Ed. D.
General Manager
Vice President, U.S. Training & Simulation
Adacel Systems, Inc.

AGENDA ITEM VIC

AUG 26 2008

ENCLOSURE _____

SOLE SOURCE JUSTIFICATION

ATC Equipment

- **Industry partners at MIA and FLL Towers recommend Adacel equipment and use it for training at their facilities stating graduates of CTI schools equipped with Adacel are more proficient and better prepared for their work. It is the same equipment used by the FAA Academy.**
- **All ATC Tower training in the National Airspace System is conducted using Adacel Simulation Systems – at the FAA Academy, at FAA field locations, Department of Defense (DOD) - Navy, Marine Corps, Army, Air Force**
- **Adacel's simulation engine, MaxSim is the primary training platform currently used by the Federal Aviation Administration, University of North Dakota, Georgia Middle College, Daniel Webster College and now FCCJ as well as several other collegiate institutions.**
- **Integrated MaxSim simulation platform – matured through many years of operational and training experience in 107 DOD locations and direct input from twenty-one FAA air traffic controller training locations attests to Adacel's ability to meet challenging requirements of the FAA.**
- **Selected FAA Simulator of choice – an installed base of twenty-one (21) Tower Simulator Systems (TSS) at current FAA facilities at the FAA Training Academy, Technical Center and at four (4) US airports. Awarded additional \$48M for continued deployment throughout the National Airspace System (NAS). The Adacel simulation solution provides initial skills training and reinforces FAA standards and procedures**
- **Increased retention while reducing timeframe to certify – documented at 31-60% reduction in the number of training days and 21-56% reduction in on-the-job training hours using Adacel MaxSim TSS (based on "Tower Simulation Evaluation Report", NASA Ames Research Center, Richard H. Mogford, Ph. D., December 22, 2006)**
- **Adacel is on contract with the FAA to provide ATC simulation systems through 2012 and option years beyond.**
- **Adacel has won competitive evaluations both domestically and internationally (selected over other ATC Simulation providers) in the last two years with contract awards from the FAA, Florida Community College at Jacksonville, US Navy, US Army – Mississippi National Guard, Aircservices Austrailia (FAA equivalent), National Defense and Canadian Forces (Canadian Military), Royal Austrian Air Force, NavPortugal, and the Italian Aviation Authority**
- **Adacel was selected as *The Best Simulator Provider* by Air Traffic Management magazine after conducting an international survey.**

AGENDA ITEM

VI-C

AUG 26 2008

ENCLOSURE _____

SOLE SOURCE JUSTIFICATION

ATC Equipment

- **FCCJ, Larry Snell, Associate V.P Purchasing & Business Services, stated in the public evaluation meeting (with other potential vendors present) that the FCCJ evaluation data would withstand ANY audit, be it federal or state, and that if any institution of higher education wants to use it for a SSJ, he is willing to share it.**
- **A single contractor – capable of fulfilling all program commitments, simplifying management structures and reducing program risk.**
- **Adacel receives more than \$3M annually from the US Air Force to continually improve and enhance the MaxSim Software which customers benefit from by receiving an annual software release installed on their Adacel simulation system.**

AGENDA ITEM VI-C

AUG 26 2008

ENCLOSURE _____