



MEMORANDUM CITY STANDARD APPROVAL

TO: Henry Dachowitz, Chief Financial Officer

FROM: Craig Mahoney, Division Chief 
Craig Mahoney (Jan 31, 2025 17:28 EST)

THROUGH: Ronald Martin, Fire Chief 

SUBJECT: City Standard Approval Request

DATE: January 31, 2025

Background.

The Delray Beach Fire Rescue Department (DBFR) operates five fire stations, an Ocean Rescue Headquarters, and maintains 90 vehicles along with various equipment that all require regular stocking and maintenance. To improve efficiency in managing supply and asset movement across stations, vehicles, and the main supply room, the department implemented Operative IQ in January 2018. The software tracks medical supplies, manages assets, provides electronic check-out sheets, barcode scanning, and automates vendor orders, reducing costs through streamlined processes. Its use has since expanded to include facilities management, fleet tracking, narcotics tracking, and soon, whole blood inventory.

Operative IQ is uniquely qualified to meet the operational requirements of the Delray Beach Fire Rescue Department (DBFR) due to its comprehensive and customizable capabilities. Unlike generic asset or inventory management software, Operative IQ was specifically designed for the unique demands of emergency services. Its integrated approach to managing medical supplies, narcotics tracking, fleet and facilities management, and asset inventory are unparalleled in the market. The software's ability to integrate barcode scanning, RFID cycle counting, automated vendor orders, and electronic check-out sheets has proven essential in reducing costs, improving efficiency, and compliance.

The proprietary nature of Operative IQ lies in its tailored features for public safety organizations. Operative IQ maintains exclusive rights to the software, including proprietary tools and updates. Additionally, they are the sole provider for technical support, training, and software upgrades, ensuring consistent performance and reliability. The City's investment in this platform aligns with DBFR's current and future needs, including the planned expansion into whole blood inventory management. The vendor's expertise and specialized services directly support DBFR's mission, making Operative IQ the only viable solution for maintaining operational efficiency and meeting regulatory requirements.

Market Research:

To identify alternatives capable of delivering the same integrated functionality as Operative IQ, a review of other emergency services management platforms was conducted. This evaluation included **First Due** (<https://www.firstdue.com/products/assetsinventory>) and **ESO Solutions** (www.eso.com), among others. While these platforms offer certain individual features such as inventory or fleet tracking, none provided a comprehensive suite of capabilities that include narcotics management, facilities oversight, fleet tracking, barcode scanning, RFID inventorying and automated vendor ordering, all within a single system. Conversations with industry experts and user references confirmed that no comparable product matches Operative IQ's robust functionality tailored specifically for fire rescue operations. The market research

indicates Operative IQ remains the best vendor equipped to meet the City's unique requirements on one integrated platform.

Quote or Proposal is attached ☐ Yes ☐ No

Comments: _____

☒ Approved This City Standard approval is valid for 5 years from date of approval. Attach this City Standard Approval to all Acquisition Approval Memos and/or requisitions for this item.

☒ Need Additional Information ☐ Not Approved

Comments: _____

Henry Dachowitz
Henry Dachowitz (Feb 3, 2025 16:52 EST)

Chief Financial Officer

Feb 3, 2025

Date

Jay Stacy

Information Technology (IT) Director

Feb 7, 2025

Date