

June 1, 2026

**Certification of Sole Source  
Ecolane Dispatch Scheduling Software System  
Charlotte County**

This letter certifies that Ecolane is a sole source provider for the dispatch scheduling software system utilized by Charlotte County due to proprietary features and the substantial duplication of costs that would result from procuring another contractor.

If the County were to procure services through another contractor, it would result in duplication of costs estimated at \$268,000 for implementation, training and system hardware. These costs would not be recoverable through a competitive procurement process.

Additionally, the Ecovision camera system, supplied through Ecolane, includes critical integrations that are essential to Charlotte County's operations. These features include automatic event notifications, driver safety alerts, performance scorecards, live streaming from vehicles and access to historical video clips for claims review and safety monitoring.

The Ecovision platform already houses the County's vehicle data necessary to support these capabilities. At this time, no other system provides a seamless integration with Ecolane to achieve these operational requirements. Transitioning to another contractor would also result in an additional \$73,000 in costs related to replacing and reconfiguring another camera system. These costs would also not be recoverable through competition.

Based on these factors, Ecolane is the only source capable of providing the required services without causing substantial duplication of costs and operational disruption.

Charlotte County believes that continuing with Ecolane minimizes risk and promotes safety for both drivers and passengers.



Adam Fox  
President  
Ecolane