

Date: April 9, 2025

To: Hernando County Procurement Department
15740 Flight Path Drive
Brooksville, FL 34604

Subject: Sole Source Justification for Development Services Modernization Plan

Background and Purpose

Hernando County seeks to modernize its development services through a comprehensive solution that streamlines permitting, reduces review times, and aligns with Florida-specific regulations. Consistent with Florida's sole source procurement statutes (e.g., § 287.057(3)(c), Fla. Stat.), this letter demonstrates that only one vendor—SwiftGov—can provide the unique combination of proprietary technology, regulatory expertise, and integrated services essential to fulfilling the County's goals.

Introduction

Quantum Partners, LLC, DBA "SwiftGov," is a Florida-based, women-owned, minority-owned business specializing in AI-driven municipal process optimization. Our U.S.-hosted, proprietary platform offers a holistic array of services including a custom portal, GIS-integrated plan reviews, a robust knowledge base, and data-driven code analysis. Through trade secret-protected methodologies and deep familiarity with Florida land use and legal requirements, SwiftGov delivers a synergy of tools and expertise unmatched by any other provider.

Unique Qualifications

SwiftGov's unique capabilities stem from its integration of core services that, when combined, produce outcomes no other vendor can replicate. Our proprietary AI and automation engine optimizes plan review workflows, while our customizable portal provides applicants and staff with a unified, user-friendly interface. Integrated GIS mapping further reduces errors, enabling early detection of zoning and environmental constraints. Our team's specialized knowledge of Hernando County's code and Florida's regulatory framework informs a tailored code analysis and revision process that ensures compliance and practicality.

This multifaceted approach, rooted in AI-assisted automation, targeted code expertise, and GIS integration, leads to improved efficiency, better compliance, and cost savings over the life of the project. Florida law permits sole source procurement where such unique, specialized services are available from only one supplier—a standard SwiftGov meets unequivocally, given our proprietary technology and exclusive methodology.

Justification for Sole Source Procurement

In accordance with Florida's sole source procurement statute, SwiftGov is the only provider capable of delivering this suite of proprietary services in a single, integrated engagement, thereby ensuring the best value for Hernando County:

- **Proprietary Technology and Custom Portal:** Our platform centralizes plan submissions, automates checkpoints, and delivers real-time data insights. This tool is exclusive to SwiftGov and cannot be procured from any third party.
- **GIS Mapping and Integrated Reviews:** The seamless merging of GIS data with plan reviews reduces review timelines and errors. No alternative vendor offers a comparably unified system.
- **Florida and Hernando County Specific Expertise:** SwiftGov's understanding of Florida land use codes, coupled with experience in Hernando County's ordinances and review processes, ensures that all solutions are tailored and compliant.
- **Comprehensive Code Research and Revision:** Our proprietary data analytics, backed by AI and human expertise, identify inefficiencies in local regulations and provide practical, evidence-based revisions—a service uniquely fashioned for Hernando County.
- **Unmatched Value and Efficiency:** By combining knowledge base support, AI-driven automation, GIS integration, and regulatory expertise under one roof, SwiftGov eliminates the need to engage multiple vendors, delivering significant time and cost savings while ensuring quality and accountability.

Scope of Services

SwiftGov will oversee a seamless modernization effort, encompassing:

- A custom portal that unifies plan review submittals and automates routine workflows.
- Integrated GIS mapping to bolster applicant accuracy and expedite staff review.
- A dynamic knowledge base that supports staff consistency and reduces training costs.
- AI-driven data extraction to identify bottlenecks, inform process improvements, and guide code revisions.
- Florida-specific expertise, enhanced by proprietary data gathering from AI-assisted reviews, ensuring that all recommendations and code updates conform to state and local requirements.

Conclusion

The alignment of SwiftGov's proprietary platform, AI expertise, GIS integration, and detailed knowledge of Florida legal standards presents Hernando County with a singular resource that meets the strict criteria for a sole source procurement. By awarding this contract to SwiftGov, Hernando County secures a proven, cost-effective solution uniquely qualified to deliver the efficiency, compliance, and long-term value sought in this modernization effort.

We respectfully request that Hernando County proceed with SwiftGov under a sole source agreement as permitted by Florida law, recognizing that no other vendor can replicate this comprehensive, integrated approach to plan review modernization and code enhancement.

Attachments

- **Attachment A:** Development Services Modernization Proposal
- **Attachment B:** Company Qualifications and Experience
- **Attachment C:** References

Thank you for your consideration. We look forward to the opportunity to work with Hernando County on this exciting project.

Sincerely,

A handwritten signature in blue ink, appearing to read 'J Mirkin'.

John Mirkin
Managing Partner



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Attachment A: Development Services Modernization Proposal

Introduction & Executive Summary

SwiftGov is pleased to present this proposal to Hernando County, outlining a transformative approach to automating permitting assessment and elevating the County's Development Services Department. Our plan integrates review process and intake modernization, AI-powered internal and applicant facing knowledge base tools, cutting-edge GIS data, satellite visualization, and AI-driven compliance checks into a single, cohesive system. By leveraging these advanced tools in combination with our deep understanding of local government processes, we aim to position Hernando County as one of the premier development services departments in the United States.

This proposal outlines a holistic, phased approach to modernize the County's plan review process, culminating in faster approvals, clear code interpretations, and a more transparent experience for both staff and applicants. Each phase builds on the last, ensuring that improvements are strategic, measurable, and informed by real-world data—ultimately positioning the County as a leading example of efficient, community-focused development services.

Proposed Innovative Solutions and Services

GIS Mapping for Applicants and Staff

A robust GIS mapping system will be deployed in the first phase, enabling swift, preliminary assessments of site constraints such as flood zones, wetlands, soils, zoning, future land use, overlays, and environmental considerations. This will be integrated into the County's website and AI-powered SwiftGov portal. Throughout the project, the GIS platform will become increasingly sophisticated, incorporating additional layers of data and offering real-time analytics. By Year 2, applicants will be able to consult interactive maps prior to formal submission, helping them avoid common mistakes and reducing back-and-forth clarifications.

Ongoing Process Improvements

Process improvements will occur continuously. Early efforts will focus on standardizing review procedures so that every application follows a predictable path. As automation tools gain traction, staff will have more bandwidth to tackle higher-value tasks, spot system-wide trends, and implement refinements. By continually refining these workflows, the County will avoid sudden disruptions, maintain staff buy-in, and gradually shift to a more efficient, data-driven environment.

Proprietary Portal for Reviews with Credit System

Our proprietary SwiftGov portal will serve as the nerve center of digital plan reviews. Early on, it will support quick document uploads, rapid review turnarounds, and track the status of all in-process applications. A dedicated credit system will be introduced to manage an agreed-upon volume of plan reviews, ensuring accountability and measurable turnaround improvements. As the portal matures, more permit types will be brought online, and staff will be able to monitor progress in real time, freeing resources to focus on the most complex tasks. The portal will be highly customized to leverage modernized forms and GIS mapping system analytics.

Research-Driven Study and Code Rewrite Project

In tandem with these technical enhancements, we will conduct a data-driven study that uses portal analytics, staff feedback, and applicant interactions to pinpoint recurring code interpretations, bottlenecks, and outdated regulations. Over two to three years, this study will guide a substantial code rewrite process. By blending AI-powered insights with human expertise, the County can adopt revisions that genuinely reflect local realities, address frequent pain points, and create a modern regulatory framework that stands the test of time. The code rewrite will leverage proprietary data that is exclusively available to SwiftGov, ensuring a unique level of accuracy and insight unattainable by any other vendor.

A Sustainable Path Forward

By following this phased strategy, the County will not only achieve smoother reviews and faster approvals but also lay the groundwork for a modern, data-informed regulatory framework that remains relevant for years to come. At each stage, staff, applicants, and community stakeholders benefit from greater clarity, consistency, and transparency, reinforcing the County's reputation as a prime destination for responsible development.

Attachment B: Company Qualifications and Experience



Qualifications

1. Innovative Approach and Expertise

We bring a fresh perspective and a commitment to delivering forward-thinking solutions tailored to the specific needs of cities and counties. Our expertise lies at the intersection of regulatory compliance, land development, and advanced software systems, providing us with the tools to tackle complex processes in local governments.

Our proprietary methodology, protected by trade secrets, allows us to offer innovative solutions that streamline municipal plan review processes in a way that no other company can replicate. This methodology, coupled with our team's extensive knowledge of Florida's regulatory environment, ensures that we deliver highly customized and effective solutions to our clients.

2. Unique Expertise in Local Florida Land Development Codes and AI Policy

SwiftGov brings deep expertise and experience with local Florida land development codes, giving us a unique edge in developing compliant, effective solutions specifically for Florida-based cities and counties. Additionally, our team is led by a Florida-licensed attorney with specialized expertise in AI policy, ensuring that the solutions we provide are not only innovative but also ethically and legally sound. This knowledge allows us to implement AI tools while complying with all local, state, and federal regulations, making us a trusted partner for municipalities navigating the complexities of modern technology.

3. 100% American-Owned and Secure Data Hosting

We are proud to be a 100% American-owned company. All data associated with our services is securely hosted within the United States, ensuring compliance with U.S. data protection laws. This commitment to data security and sovereignty offers our clients peace of mind, knowing that their sensitive information is protected under strict legal standards. Our data security practices are built on compliance with domestic laws and our deep understanding of the regulatory landscape.

4. Proprietary Methodology Protected by Trade Secrets

Our unique, proprietary methodology for plan review efficiency is protected by trade secrets, ensuring that the County benefits from a solution that is both innovative and exclusive. This methodology enables us to offer services that significantly improve workflow efficiency, reduce processing times, and save costs—all while maintaining full compliance with Florida's regulations.

5. Commitment to Cost-Effectiveness and Guaranteed Deliverables

We understand the importance of maximizing value for our clients. SwiftGov provides services and designs solutions with cost-effectiveness in mind, ensuring that the County receives exceptional service at a competitive rate. Our proprietary methodology guarantees measurable outcomes, and we are committed to providing clear deliverables that are completed on time and within budget. This ensures that your investment in our services leads to long-term savings and tangible improvements in your operations.

6. Support for Local and Diverse Businesses

As a women-owned and minority-owned business based in Florida, we are deeply committed to supporting the local economy and ensuring diversity in the business community. Partnering with us demonstrates the County's commitment to promoting local, diverse enterprises while benefiting from our specialized knowledge and expertise.



Our Mission

We're transforming the future of community development through innovative, high-impact technology solutions. We partner with government entities, developers, and builders to streamline processes, accelerate project timelines, and significantly reduce costs—all with the ultimate goal of helping lower the average cost of homes and making affordable housing accessible to everyone.

Driven by a passion for efficiency and excellence, we empower governments to enhance public services and better serve their communities. Our cutting-edge technologies and insights eliminate bottlenecks and optimize workflows, allowing projects to be completed faster and more effectively.

By working with us, you're not just embracing innovation—you're investing in a brighter, more inclusive future. Together, we'll build stronger, more accessible communities where everyone thrives. Join us in reshaping the way we build, reducing housing costs, and making a lasting positive impact on your community.



Sabrina Dugan

Sabrina is an artificial intelligence (AI) specialist with multiple patents in AI technology. She is an inventor on patents related to land development code compliance review and created an algorithm to calculate energy usage for an electric wheelchair charging network. With prior experience in development services for local government, Sabrina leverages her background in sustainability, planning, and software development to craft inclusive, technology-driven solutions.

A graduate of the University of Florida's College of Design, Construction, and Planning, Sabrina was recognized for her notable contributions on campus and was a member of the prestigious Florida Blue Key student leadership society. Passionate about helping organizations and communities leverage technology, she empowers people to focus on what matters most.

Sabrina frequently delivers keynote addresses on emerging technologies and AI, with a focus on the construction, real estate, and government sectors. She is dedicated to advancing technology in ways that promote inclusivity and sustainability within communities.

John Mirkin, Esq.

John is an experienced professional with a rare combination of expertise in business, law, and emerging technology. He has advised a wide range of clients, from innovative technology startups to Fortune 100 companies, providing strategic legal, financial, and business insights. John frequently speaks to professional audiences on the “Responsible Use of Artificial Intelligence” and provides guidance to government and business entities on technology adoption and related matters.

John holds two law degrees from the University of Florida, where he was awarded a full-tuition scholarship, and a business degree from the University of Massachusetts Isenberg School of Management. Prior to his legal career, he worked as a financial advisor in Boston, holding multiple securities licenses.

With a deep understanding of the intersection between technology, business, and law, John helps organizations optimize efficiency through innovation while upholding ethical and sustainable practices.

Attachment C: References

References:

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