



January 9, 2026

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

## **Re: Sole Source Justification – Strategic AI Modernization & Optimization Initiative**

Pursuant to § 287.057(3)(c), Fla. Stat., Quantum Partners, LLC d/b/a SwiftGov submits this sole source justification for the Strategic AI Modernization & Optimization Initiative, a three-year, \$1,650,000 expansion of the County's existing Development Services Modernization contract.

### **1. Sole Source Determination**

SwiftGov is the only vendor capable of delivering the required services due to its unique integration of proprietary technology, specialized expertise, and demonstrated performance with Hernando County systems, processes, and regulations.

#### **A. Proprietary Technology**

SwiftGov's AI compliance engine and review methodology are proprietary, protected under Florida's Uniform Trade Secrets Act, § 688.001 et seq. No alternative vendor has access to or can replicate this technology.

#### **B. Integrated Expertise Unavailable Elsewhere**

The expanded scope requires a combination of capabilities no other vendor provides:

- AI-powered permit review and code compliance technology
- GIS integration and geospatial validation expertise
- Subject matter expertise across planning, zoning, engineering, and utilities
- Florida land development regulatory expertise integrated into AI ruleset development and code modernization analysis
- Demonstrated familiarity with Hernando County's ordinances, workflows, and systems

The code modernization component requires translating AI-identified compliance patterns into actionable regulatory recommendations. SwiftGov uniquely combines proprietary AI analytics with deep Florida land development regulatory expertise to develop these recommendations. AI vendors lack this regulatory knowledge; consultants with regulatory expertise lack the AI platform generating the underlying data insights.

#### **C. Continuity and Efficiency**

The expanded scope builds directly on the existing SwiftGov platform. An alternative vendor would require duplicative implementation and extended timelines. Continuity with SwiftGov delivers the expanded scope faster and at lower total cost.

### **2. Expanded Scope of Services**

- AI-assisted plan review for Utilities, Development Services, and Public Works
- Up to 2,000 single-family and 240 subdivision/plat/commercial reviews annually
- Code digitization—encoding ordinances and SOPs into machine-readable rulesets
- GIS-integrated Smart Precheck for pre-submission validation

- System-of-record integration with County permitting environment
- AI-assisted staff support tools and AI Education Hub
- Data-driven code and ordinance modernization recommendations

### **3. Market Conditions**

The County's original sole source determination found no vendor capable of providing equivalent integrated services. That determination remains valid. SwiftGov is unaware of any vendor that can deliver the required integration of AI compliance technology, GIS expertise, Florida land development regulatory knowledge, and demonstrated Hernando County experience.

For these reasons, SwiftGov is the only source capable of providing the services. We respectfully request that Hernando County proceed under sole source procurement pursuant to § 287.057(3)(c), Fla. Stat.

Respectfully submitted,

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