



## JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

**Sole Source Purchases** are defined clearly, based upon a legitimate need, and are limited to a single supplier. Sole source purchases are normally not allowed except when based upon strong technological grounds such as operational compatibility with existing equipment and related parts or upon a clearly unique and/or cost effective feature requirement. The use of sole source purchases must be justified and shall be limited only to those specific instances in which compatibility or technical performance needs are being satisfied.

**Sole Source Services** are defined as a service provider providing technical expertise of such a unique nature that the service provider is clearly and justifiably the only practicable source available to provide the service. The justification shall be based on the uniqueness of the service, sole availability at the location required, or warranty or defect correction service obligations of the service provider.

This form must be filled out for the request to purchase any good or non-professional service that requires a competitive procurement process (informal quotes (\$1001-\$10,000), formal quotes (\$10,001 - \$19,999.99), or formal bid (\$20,000 or more) as defined in the LFUCG's Purchasing Manual. This form must be completed in its entirety and attached to the purchase requisition.

**Note:** Sole Source Purchase requests for goods exceeding \$20,000 will require approval by the Urban County Council by submitting an Administrative Review Form. A copy of this form must be signed off by Central Purchasing and attached to the Administrative Review Form.

### Requesting Division

Name Patricia L. Dugger Division/Dept Emergency Management/Public Safety

Phone 859-280-8060 Email patd@lexingtonky.gov

Type of Purchase: ☐ Goods/Materials/Equipment ☒ Services

Cost: \$7365.60

Sole Source Request for the Purchase of: renewal of annual MITOC service

☐ One Time Purchase ☒ To Establish Sole Source Provider Contract  
(subject to annual review and approval by Central Purchasing and/or Urban County Council)

### Vendor Information

Business Name Ground Control Systems, Inc.

Contact Name Brent Thomason

Address 3100 El Camino Real, Atascadero, CA 93422

Phone 805-783-4625 Email brent@groundcontrol.com



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**STATEMENT OF NEED:** (Add additional pages as needed)

My division/department's recommendation for sole source is based upon an objective review of the product/service required and appears to be in the best interest of the LFUCG. I know of no conflict of interest on my part, and I have no personal involvement in any way with this request. No gratuities, favors, or compromising actions have taken place. Neither has my personal familiarity with particular brands, types of equipment, materials, persons or firms been a deciding influence on my request to sole source this purchase when there are other known suppliers to exist.

**1. Describe the product or service and list the necessary features this product provides that are not available from any other option.**

The MITOC is a satellite communications system capable of being deployed to remote and austere sites. It is used to provide satellite-based internet access, including Voice over Internet Protocol (VoIP) telephone service, independent of ground-based telecommunication infrastructure that may be degraded or destroyed in a disaster.

Ground Control is unique among providers of this service in having two satellites, each with a dedicated ground station. Satellite communication relies on an unobstructed line of sight to the satellite. Some deployments may occur in mountainous, heavily-forested, or built-up locations in which visibility to the southern horizon is restricted. Being able to choose between two satellites in different orbital locations increases the likelihood of obtaining a usable signal. In addition, this configuration provides a level of redundant capability on the service provider's end, forestalling disruption due to satellite or ground station failure. This service package is proprietary to the Ground Control Equipment purchased by DEM in 2017. Use of satellite communications service from another vendor would require purchase of that vendor's ground based hardware at what would be likely greater than \$50,000.

**2. Below are eligible reasons for sole source. Check one and describe.**

☐ Licensed or patented product or service. No other vendor provides this. Warranty or defect correction service obligations to the consultant. Describe why it is mandatory to use this licensed or patented product or service.

☐ Existing LFUCG equipment, inventory, custom-built information system, custom-built data inventory system, or similar products or programs. Describe. If product is off-the-shelf, list efforts to find other vendors (i.e. web site search, contacting the manufacturer to see if other dealers are available to service this region, etc.)

☐ Uniqueness of the service. Describe.

☒ The LFUCG has established a standard for this manufacturer, supplier, or provider and there is only one vendor. Attach documentation from manufacturer to confirm that only one dealer provides the product.

☐ Factory-authorized warranty service available only from this single dealer. Sole availability at the location required. Describe.

☐ Used item with bargain price (describe what a new item would cost). Describe.

☐ Other – The above reasons are the most common and established causes for an eligible sole source. If you have a different reason, please describe:



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**3. Describe efforts to find other vendors or consultants (i.e. phone inquiries, web site search, contacting the manufacturer to see if other dealers are available to service region, etc.).**

Use of satellite communications service from another vendor would require purchase of that vendor's ground based hardware at what would likely be greater than \$50,000.

**4. How was the price offered determined to be fair and reasonable?**

(Explain what the basis was for comparison and include cost analyses as applicable.)

The pricing for this package was within the normal range for the industry.

**5. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier.**

Communication during the response and recovery phases of a disaster is critical to establishing and maintaining a common operating picture, coordinating responders, and requesting assistance from outside partners. Satellite communication systems, which are capable of operating when all terrestrial systems (e.g., wired or using land-based relay towers) are damaged or degraded, rely on line of sight between ground stations and satellites. This system allows operators to circumvent the obstacles created by unfavorable terrain, vegetation, or structures at an incident site. It also provides redundancy in the event that one of the service provider's satellites or ground stations is impaired by maintenance, space weather, or other issues.





Quote

3100 El Camino Real  
Atascadero, CA 93422  
800-773-7168  
www.groundcontrol.com

Expires	Sales Rep	Acct. No.	Date	Quote #
7/20/2018	Brent J Thomason	GC027841	6/20/2018	Q40171

Bill To Address	Ship To Address	Installation Address
Lexington-Fayette Urban County Gover... 115 Cisco Road Lexington KY 40504 United States	Lexington-Fayette Urban County Govern... 115 Cisco Road Lexington KY 40504 United States	TBD

Qty	Description	Rate	Amount
	Renewal - Annual Bandwidth service to be added to customers existing accounts.  MSS Trailer 11386 (iDirect 39440) Dual Matrix Flyaway 11388 (iDirect 39505) G-18  Renewal Date - 9/13/18		
12	Service Prepaid Annually - Ground Control iDirect Emergency Responder Service 3Mbps/1Mbps Burstable Bandwidth Includes 10 24 Hour Periods of Usage per Calendar Month Additional days billed @ \$59. Twelve Month Contract. All Mobile and Fixed Emergency plans and Unlimited Data plans are shared TDM/TDMA satellite bandwidth services. Usage graphs should resemble burst traffic typical of an office environment. If you require specific data rates for VoIP, Video or other applications, CIR is available. Includes 1 Static IP address. Dual Matrix Service: Dual Satellite Service activated on Galaxy 18 and SES-2 -Monthly Service Charge	279.00         20.00%	3,348.00         669.60
12	Service Prepaid Annually - Ground Control iDirect Emergency Responder Service 3Mbps/1Mbps Burstable Bandwidth Includes 10 24 Hour Periods of Usage per Calendar Month Additional days billed @ \$59. Twelve Month Contract. All Mobile and Fixed Emergency plans and Unlimited Data plans are shared TDM/TDMA satellite bandwidth services. Usage graphs should resemble burst traffic typical of an office environment. If you require specific data rates for VoIP, Video or other applications, CIR is available. Includes 1 Static IP address.  No Shipping Required	279.00	3,348.00

Payment is due upon signed contract unless other terms are mutually agreed upon. Ground Control Terms and Conditions may be viewed at <http://www.groundcontrol.com/GC-Subscriber-Agreement.pdf> - if you are unable to view online, please contact your sales representative for a fax or hard copy.

Credit Card processing fees and/or restocking fees may be withheld should you cancel your order.

	Total	\$7,365.60
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I agree that this Contract is for the purchase of the item(s) and/or service(s) listed above and that they are provided under the limited Terms & Conditions as listed on this Contract and under additional terms as listed on the Ground Control Subscriber Agreement, which is available upon request. Additionally, I am an authorized purchasing representative of the company or agency represented under the Account Number listed above. Please sign and return this form to Ground Control at PO Box 4459, San Luis Obispo, CA 93403 | FAX to 805.267.4085 | Email [Sales@GroundControl.com](mailto:Sales@GroundControl.com).

Customer Signature: \_\_\_\_\_ Print Name: \_\_\_\_\_ Date: \_\_\_\_\_

Credit Card #: \_\_\_\_\_ Exp. Date \_\_\_\_\_ CVC# \_\_\_\_\_ Check \_\_\_\_\_ Wire Transfer \_\_\_\_\_ PO \_\_\_\_\_