



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 Robert Stack Division/Dept Enhanced 911/Public Safety

Phone 859-280-8184 Email rstack@lexington911.ky.gov

Type of Purchase: (X) Goods/Materials/Equipment () Services

Cost: TBD

Sole Source Request for the Purchase of: Telephone equipment, software, licenses, managed services, and integration of existing systems.

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 Kraus Associates d/b/a AK Associates

Contact Name Criss Chancellor

Address 7 Independence Ave, Derry, NH, 03038

Phone 603-432-5755 Email cchancellor@akassociates911.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.

Sondra wrote:

E911 owns Solacom brand selective routers and host/remote controllers for handling 911 calls for Lexington and other counties that participate in the Central Kentucky 911 Network (Cky911net). Lexington needs to acquire additional telephone equipment, such as text-to-911 controller, remote desktop soft phone equipment, licenses, switches, routers and other peripheral equipment that will "attach" to the existing equipment and must come from the same manufacturer. Parts and services from other manufacturers are not compatible. Kraus Associates is the sole provider of equipment and services for Solacom Technologies, Inc. Kraus Associates is also the managed services support and seller of the Execom logging recorder hardware, software, licenses and services used by E911. Purchase of additional product and services for the recording system are anticipated in the coming year.

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.

Attached is a letter from Solacom Technologies, Inc., indicating it has contractual agreements with Kraus Associates d/b/a AK Associates is the sole source provider of equipment and services for Solacom telephone equipment for Lexington's 911/Central Kentucky 911 Network (a/k/a Cky911net). Lexington owns Solacom controllers, software, routers, switches and peripheral equipment, previously purchased through AK Associates. This equipment is used for routing 911 calls in Lexington and multiple counties in Kentucky. Lexington will acquire additional equipment for the 911 network and only Solacom equipment is compatible. AK Associates is the authorized distributor and maintenance service provider for our area. Lexington has a separate managed services agreement with AK Associates for installation, maintenance and upkeep of 911 telephone equipment in Lexington and counties participating in Cky911net.



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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.

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

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

Solacom Technologies, Inc., the manufacturer of the equipment Lexington uses, was contacted and forwarded the attached letter indicating that AK Associates is the sole provider of equipment and services for Lexington. Kraus Associates is the vendor that supplied the Execom recorder. Upgrades, maintenance and similar work on either the telephone and recording system needs to be performed by the existing managed services vendor to ensure continuity of the integration and installation of components.

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.)

Solacom maintains contract pricing through its distributor.

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

Maintaining telephone hardware from a single manufacturer allows Lexington 911 to obtain maintenance from its managed services provider and avoid the need to have spare parts from multiple manufacturers in stock.