
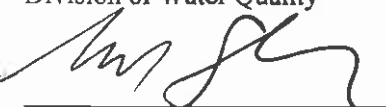




TO: Mayor Jim Gray
Urban County Council

FR: 
Charles Martin, P.E. Director
Division of Water Quality

VIA: 
Todd Slatin, Director
Division of Central Purchasing

DT: July 25, 2017

RE: Request Council Authorization to Execute a Sole Source Agreement with Routeware, Inc. for the Purchase of Hardware and Database Maintenance Required as Part of the Government-wide GPS Program for its Fleet

Request

The purpose of this memorandum is to request approval of a sole source agreement with Routeware, Inc. for the purchase of hardware and database maintenance required as part of the government-wide GPS program for its fleet.

Purpose of Request

As part of the Urban County Government's program to equip its fleet with GPS, the division wishes to enter into a sole source agreement with Routeware, Inc. as the vendor being used by other divisions for this purpose.

Project Cost in FY2017 budget year and future budget years

This request will allow the Urban County Government to continue the GPS program as it exists in its fleet. The cost for the Division of Water Quality for database maintenance is \$39,586.80. The funds are budgeted in 4002-303401-3401-71299.

Director/Commissioner
Martin/Hoskins-Squier





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 Cassie Felty Division/Dept Water Quality

Phone 425-2405 Email mfelty@lexingtonky.gov

Type of Purchase: Goods/Materials/Equipment Services

Cost: Various per month per GPS modem

Sole Source Request for the Purchase of: Monthly subscription charge for basic GPS

tracking services for LFUCG equipment/vehicles and equipment as necessary

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 Routeware Inc.

Contact Name Jay Nichols

Address 16575 SW 72nd Avenue, Portland, OR 97224

Phone (770) 633-8479 Email jnichols@routeware.com

STATEMENT OF NEED: (Add additional pages as needed)



JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

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.

This maintenance subscription will provide GPS tracking services for LFUCG equipped with the modem. This firm has provided this equipment, and is the only one able to provide this service. In addition, we ask to include the purchase of equipment as needed to keep fleet up-to-date as needed.

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:



JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

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.).

The government has tried other vendors on a trial basis, and Routeware meets the various and unique needs of divisions across the UCG.

**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.)**

This price was determined to be fair through research and trial periods afforded multiple vendors.

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

The use of this vendor will provide consistency and a more seamless service government-wide.
