



## 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 Tiffany Rank, P.E.

Division/Dept. Water Quality

Phone (859)425-2406

Email [tiffanyr@lexingtonky.gov](mailto:tiffanyr@lexingtonky.gov)

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

Cost: \$88,640.00

Sole Source Request for the Purchase of: Two (2) Sulzer-ABS Submersible Pumps Model XFP400M-CH2 PE1040/6 with 16" discharge for installation at the Town Branch WWTP Primary Effluent Pump Station.

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 Southern Sales Company

Contact Name Kenny Graham

Address 2937 Kraft Dr. Nashville, TN 37204

Phone (615)254-0066

Email [kgraham@SouthernSalesInc.com](mailto:kgraham@SouthernSalesInc.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 product request for purchase via sole source certification is the:

- Sulzer-ABS Submersible Pump Model XFP400M-CH2 PE1040/6 with 16" Discharge
  - With the following features: 2-channel enclosed impeller, volute wear ring, 139 HP, 1180 RPM, 460/3/60 explosion proof, premium efficiency motors w/ cooling jackets and 49' of power / control cables
  - Record Submittals and O&M to be supplied
  - Pumps will be mounted to existing base elbows and pump slide brackets
  - Start-up service is provided (one trip per pump x 2)
  - Warranty: 5 Year Pro-Rated, from defects in workmanship and materials
  - Delivery: Estimated at 20-22 weeks upon release to production

Requested product(s) will be installed in place of existing (identical units) as needed when existing units are removed from service due to mechanical issues that may/have required pump rebuild.

**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.



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- 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 inquires, web site search, contacting the manufacturer to see if other dealers are available to service region, etc.).**

Equipment manufacturer was contacted to identify local/regional factory authorized service providers. Equipment manufacturer, Sulzer (ABS), indicated and has provided written documentation identifying Southern Sales Co., Inc. as the, "...contracted Sulzer sole Master Distributor for Sulzer wastewater (formerly ABS) products...", copy attached

**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.)

Price offered was determined to be fair and reasonable considering rebuild of existing units is approximately \$24,000.00 and require(s) unit to be shipped to repair facility. Typical rebuild time and return to service is approximately 6 months. Further, the rebuild warranty is for defects in rebuild workmanship and materials only.

The requested two (2) new pumps will provide a means of replacing malfunctioning pumps in a timely manner and maintaining availability of all Primary Effluent Pumps to ensure treatment process flows are maintained during all high influent flow conditions and thereby limiting, to the extent possible by full pump availability, the possibility of a "Bypass." Additionally, as previously indicated new units are provided with a 5 year pro-rated warranty.

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

As equipment manufacturer identified sole source provider for the requested equipment in this specific region there is not an option of acquiring goods/services from a different supplier.