



## 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 Scott Osborne Division/Dept E911/Public Safety

Phone 8592808172 Email sosborne@lexington911.ky.gov

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

Cost: 160,000

Sole Source Request for the Purchase of: Hardware/Software/Licensing refresh

Avtec Radio Dispatch Console

☐ 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 Avtec Inc.

Contact Name Kurt Johnson

Address 100 Innovation Place Lexington, SC 29072

Phone 847-204-6147 Email kurt.johnson@avtecinc.com

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



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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 Division of Enhanced 911 has an existing Avtec radio console system integrated with the P25 Radio System. These consoles are due for a hardware/software refresh at each dispatch position. The radio consoles are connected to an Avtec VP Gate that acts as a console subsystem controller interfaced with the P25 Radio Core. Due to the proprietary nature of the VP gate controller, Avtec is the only vendor capable of implementing a dispatch console solution that would not require replacement of the console sub system as well.

**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.  
Due to the proprietary nature of the VP gate (hardware and software), Avtec is the sole console vendor capable of a dispatch console upgrade that would not also require replacement of the more expensive subsystem interface.
- ☐ 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.).**

Current P25 Radio vendor who supports the P25 Core (Tait Communications) confirms that Avtec VP Gate will require an Avtec console system which is only sold/supplied by Avtec Inc. No other vendors sell this product

**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.)

Multiple discussions and negotiation with Avtec and assistance from Motorola to insure that the cost was Competitive in the market

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

By continuing with a refresh of the existing Avtec Console system, LFUCG is avoiding the expense of engineering a new solution, travel of vendor resources, training of E911 staff on a new console solution, replacement of the VP Gate sub-system controllers (servers) and possibly licensing expense on the P25 Radio core in order to interface with a new console system.

