



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 Paul See, Battalion Chief Division/Dept Fire

Phone 859-231-5674 Email seep@lexingotnky.gov

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

Cost: \$72,510.00

Sole Source Request for the Purchase of: Fire Station Alerting Equipment, Software
and Training

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 Zetron

Contact Name Maari Adams, Territory Manager

Address P.O. Box 97004 Redmond WA

Phone (614) 486-7735 Email madams@zetron.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 Zetron Fire Station Alerting System is a specialized system used to alert firefighter in fire stations that there is a call for service. This system links all 23 fire stations to Fire Dispatch and allows the control of fire station lighting, public address systems and fire station doors from the dispatch center. The equipment used is proprietary to Zetron and compatible components come from Zetron.

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 equipment and software is proprietary to Zetron.

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

Other vendors have been identified that can provide individual components of the Zetron fire station alerting system. However, this upgrade requires the integration of the new equipment with the existing computer aided dispatch system. This integration will require the expertise provided by the engineers from Zetron to ensure proper operation.

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.)

Pricing of components was compared to the cost of replacement parts that we have purchased in the past. Software and training cost were compared to the cost of similar services on other radio/communications projects.

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

The use of Zetron as a sole source will ensure that the new equipment is compatible with the existing equipment and functions correctly. The upgrade of the existing equipment will extend the life of the current system. Research into similar fire station alerting systems indicates that the cost of replacing the existing system would be substantially more than the cost of the system upgrade requested.