



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 Patricia L. Dugger Division/Dept Emergency Management/Public Safety

Phone 859-280-8060 Email patd@lexingtonky.gov

Type of Purchase: Goods/Materials/Equipment Services

Cost: \$64,852.40

Sole Source Request for the Purchase of: two sets of deployable satellite communication equipment, trailer, and annual service

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 Ground Control Systems, Inc.

Contact Name Brent Thomason

Address 3100 El Camino Real, Atascadero, CA 93422

Phone 805-783-4625 Email brent@groundcontrol.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.

This project involves the replacement of Fayette County's existing, obsolete Man-portable Integrated Tactical Operations Center (MITOC). The MITOC is a satellite communications system capable of being deployed to remote and austere sites. It is used to provide satellite-based internet access, including Voice over Internet Protocol (VoIP) telephone service, independent of ground-based telecommunication infrastructure that may be degraded or destroyed in a disaster.

Over the past two decades, several natural disasters have conclusively demonstrated that all land-based communication infrastructure in Kentucky is vulnerable to disruption. In addition, Lexington emergency services personnel are members of regional and national groups (e.g., Bluegrass Emergency Response Team [BERT], Ohio Task Force 1) that may be asked to deploy to locations in which the telecommunications infrastructure is offline or never existed. This product will provide a modern, robust means of communicating from the field in such situations, and will also give Lexington's Public Safety Operations Center (PSOC) an emergency backup communications path in the event of a total loss of terrestrial internet connectivity.

This product offers the highest available data transmission speeds in its class (20Mbit/sec capability). This is critical when operating multiple devices over a satellite internet connection, which will be required in any activation. Field deployments of the current MITOC have shown that over its 1.5Mbit/sec connection, the system struggles to keep up with the data demands of even two smartphones.

Ground Control is unique among providers of such equipment and services in having two satellites, each with a dedicated ground station. Satellite communication relies on an unobstructed line of sight to the satellite. Some deployments may occur in mountainous, heavily-forested, or built-up locations in which visibility to the southern horizon is restricted. Being able to choose between two satellites in different orbital locations increases the likelihood of obtaining a usable signal. In addition, this configuration provides a level of redundant capability on the service provider's end, forestalling disruption due to satellite or ground station failure.

FEMA has selected Ground Control's products for inclusion in the pre-positioned equipment caches used by urban search and rescue (USAR) teams, of which Ohio Task Force 1 is one. LFD personnel deploying as part of Ohio Task Force 1 may encounter identical systems, or such systems may be deployed to Lexington in the event of a large-scale USAR mission here. Using the same system that FEMA has approved for these groups will allow LFD personnel to leverage local training for national deployments.

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.



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- 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:

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.).

We conducted web site searches of other providers of mobile satellite communications equipment to compare available equipment features and capabilities and service plans.

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.)

The pricing for this package was within the normal range for the industry.

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

Communication during the response and recovery phases of a disaster is critical to establishing and maintaining a common operating picture, coordinating responders, and requesting assistance from outside partners. Satellite communication systems, which are capable of operating when all terrestrial systems (e.g., wired or using land-based relay towers) are damaged or degraded, rely on line of sight between ground stations and satellites. This system allows operators to circumvent the obstacles created by unfavorable terrain, vegetation, or structures at an incident site. It also provides redundancy in the event that one of the service provider's satellites or ground stations is impaired by maintenance, space weather, or other issues.