



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 Battailion Chief Chris Ward Division/Dept Fire & Emergency Services

Phone 859-231-5615 Email wardc@lexingtonky.gov

Type of Purchase: Goods/Materials/Equipment Services

Cost: 6,255.00

Sole Source Request for the Purchase of: Training Software: "TargetSolutions"

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 TargetSolutions Learning, LLC

Contact Name Renee Strasser

Address 4890 W. Kennedy Blvd. Suite 300, Tampa, FL 33609-1847

Phone 877-944-6372 Email renee.strasser@targetsolution.c

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.

Recruit training platform used to provide all NFPA 1001, Hazmat, and EMT training to recruit firefighters. It allows recruits to complete necessary mandated and continuing education courses that include, NFPA, OSHA and federally-regulated training. The software also allows training staff to track student progress so remedial work and extra attention can be provided to students.

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:

After doing extensive research this product is the only learning management platform that currently has all the necessary content for recruit firefighters.



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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.).

After talking to other large metro fire department training Academy staff most use this product. Our research also explored alternatives such as developing our own content for a cheaper learning management system. This product was already developed and provided Lexington with a ready solution to our training need.

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 is based on number of users. Other solutions such as developing our own content would cost more up front and take years to develop. If time and price is considered TargetSolutions is a cheaper option.

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

LFUCG saves time and money on the initial start up due to not having to devote time to develop content. With current instructor time constraints content development would have to be out sourced.

