



## 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 Robert Stack Division/Dept. Division of E911

Phone 859-280-8184 Email rstack@lexington911.ky.gov

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

Cost: \$34,363.92

Sole Source Request for the Purchase of: Text-to-911 and text-from-911 interface with existing Solacom 911 system that including set-up, hardware, connectivity.

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 Indigital Telecomm

Contact Name Tandy Hubbard

Address 1616 Director's Row, Fort Wayne, IN 46808

Phone 502-319-2525 Email thubbard@indigital.net



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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.**

INdigital is the only provider that delivers text-from-911 as part of its solution. Lexington owns a Solacom 911 system maintained under a service agreement with Kraus Associates, d/b/a AK Associates, Inc. INdigital Telecomm has a business agreement with Kraus Associates Inc. for integrating text-to-911 and text-from-911 connectivity for Solacom 911 systems. If Lexington used another text-to-911 vendor, integration and managed services support would be an additional expense and text-from-911 would not be possible.

**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:

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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.).**

The attached letter from AK Associates indicates that INdigital is the only provider of Text Control Center (TCC) services with the ability to manage Session Border Controller technology from their TCC. Other vendors require separate Session Border Controllers (i.e., hardware) on site, which will increase cost. Other vendors do not offer text-from-911 solutions, which is a Lexington requirement.

**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.)

Examined the cost of non-integrated or "over the top" text-to-911 and found pricing almost identical. An integrated approach permits the same 911 system that handles 911 calls to also handle text messages and also allows the logging recorder for 911 to be used for text, thus avoiding the expense of another method of capturing texts for evidential purposes.

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

Using INdigital allows Lexington to use the existing managed services provider and existing 911 phone system to handle incoming emergency text messages. Troubleshooting will be through a single point of contact, versus two separate vendors (i.e. one for voice and one for text). INdigital provides Session Border Controllers at its Text Control Center, which negates the need for Lexington to acquire and maintain this separate technology in order to use another vendor.