



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 David S Lucas Division/Dept Division of E911

Phone 859-258-3380 Email davidl@lexingtonky.gov

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

Cost: \$ 31,330 annually

Sole Source Request for the Purchase of: Emergency Notification System (ENS) annual maintenance, support, upgrades and unlimited call minutes.

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: Dialogic Communications Corp (DCC) dba Cassidian Communications.

Contact Name Donna Aubry

Address 117 Seaboard Ln, Suite D-1100; Franklin, TN 37067

Phone 615-867-0693 Email donna.aubry@dccusa.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.

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.)

Database has been created over the past several years consisting of internal and self-registering contact points for emergency notification. System is integrated within Police, Fire, E911 and DEM procedures and websites as a hosted solution, housed in DCC facilities. Migration to different system will require extensive duplication of efforts and training and currently would limit available functionality.

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 original purchase of this product was related to an RFP for 9-1-1 integrated software solutions to database management, mapping requirements and notification systems. The RFP solicited responses from vendors and DCC (now Cassidian) was awarded the ENS portion due to the uniqueness of their solution to meet LFUCG needs and integrate with existing and new applications.

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 DCC pricing model includes all product upgrades, full support, mapping module, self registration portal and unlimited calling minutes. The combination of these features is unavailable in other services and current pricing is below the total cost to obtain these features independently.

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

The unlimited calling minutes provides a flat rate that will avoid unexpected price spikes related to mass callings in an emergency while allowing full testing of the system without fear of reaching predetermined minute maximums. Acquiring the ongoing maintenance, support and mapping components from our existing vendor eliminates migration, training and new service cost that would be required by switching the ENS services to a different supplier.