



## 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 Karen Beatty Division/Dept Traffic Engineering / PW

Phone 859-258-3830 Email KBeatty@lexingtonky.gov

Type of Purchase:  Goods/Materials/Equipment  Services

Cost: See Attachment

Sole Source Request for the Purchase of: Wavetronix Traffic Signal Detection Equipment

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 Iron Armour, LLC

Contact Name Loren Stayer

Address 1290 Fox Lane, Mogadore, OH

Phone 330-608-5002 Email Loren@IronArmour.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.**

Traffic Signal Detection Equipment that reduces dilemma zone for vehicles approaching intersections by calculating approach speed and extending green time accordingly. The product is territory restricted, thus no other distributor can bid on this specific equipment.

**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:

Territory restricted product and no other distributor can bid these items.



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3. Describe efforts to find other vendors or consultants (i.e. phone inquiries, web site search, contacting the manufacturer to see if other dealers are available to service region, etc.).

Wavetronix protects territory for their distributors and Iron Armour, LLC is the only authorized distributor for KY

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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 was compared to similar type of equipment that offered some of same capabilities. Price in line with market.

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

n/a

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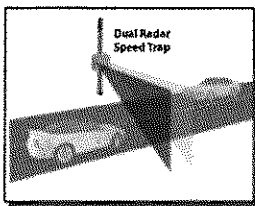
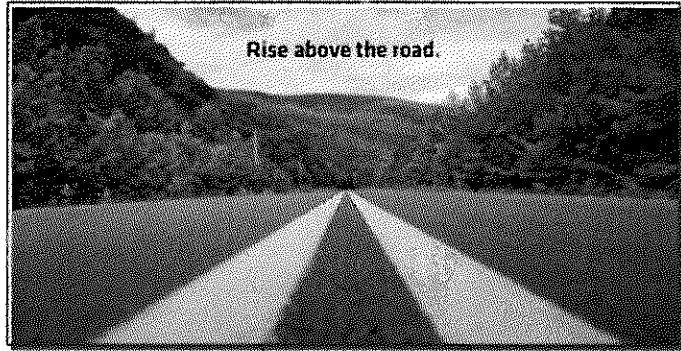
SEE  
What You've Been Missing



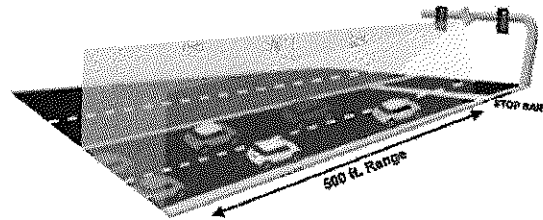
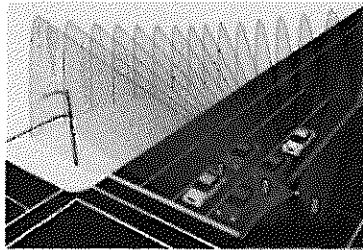
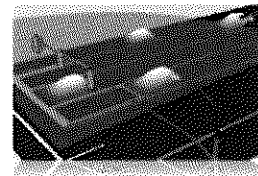
Iron Armour...It's All About "U"

Iron Armour, LLC, was formed in November, 2010 as the distributor for Wavetronix within the states of Ohio, Kentucky, West Virginia and Western Pennsylvania.

Iron Armour was established with the End User in mind. Reliable Detection is all we do. It is our aim to provide the best technical and customer support to You, the Traffic Engineer, Operations Manager, Signal Technician or Maintenance Contractor (not to mention the driving public).



C o m p l e t e  
C o v e r a g e



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Preassembled Backplates & Contact Closure Cards				
Number	Item	Description	Unit	Price
190	WX-SS-BP-0006	SmartSensor Six Sensor Preassembled Backplate w/AC Power (19" Rack) Includes the following components; WX-CLK-210 - 0.5 A Circuit Breaker WX-CLK-230 - 120 VAC Surge WX-CLK-204 - 24 VDC 4 A Power Supply WX-CLK-202 - 24 VDC 2 A Power Supply WX-CLK-222 - Three - 2 Sensor Surge & Comm Modules	ea	\$ 2,400.00
191	WX-SS-BP-0004	SmartSensor Four Sensor Preassembled Backplate w/AC Power (19" Rack) Includes the following components; WX-CLK-210 - 0.5 A Circuit Breaker WX-CLK-230 - 120 VAC Surge WX-CLK-204 - 24 VDC 4 A Power Supply WX-CLK-222 - Two - 2 Sensor Surge & Comm Modules	ea	\$ 1,800.00
192	WX-SS-BP-0002	SmartSensor Two Sensor Preassembled Backplate w/AC Power (19" Rack) Includes the following components; WX-CLK-210 - 0.5 A Circuit Breaker WX-CLK-230 - 120 VAC Surge WX-CLK-202 - 24 VDC 2 A Power Supply WX-CLK-222 - One - 2 Sensor Surge & Comm Module	ea	\$ 1,250.00
193	WX-CLK-112	2 Channel Contact Closure Rack Card (Matrix or Advance)	ea	\$ 360.00
194	WX-CLK-114	4 Channel Contact Closure Rack Card (Matrix or Advance)	ea	\$ 395.00

Sensors, Mounting Brackets & Splice Boxes				
Item Number		Description	Unit	Price
205	WX-SS-200V	SmartSensor Advance Sensor (SS200V)	ea	\$ 4,000.00
206	WX-SS-225	SmartSensor Matrix Stop Bar Sensor (SS225)	ea	\$ 3,275.00
207	WX-SS-125	SmartSensor HD Sensor, Dual Radar Side Fire Sensor (SS125)	ea	\$ 5,300.00
208	WX-SS-611	Heavy Duty Sensor Mount - 6" - 2 axis aluminum bracket	ea	\$ 175.00
209	WX-SS-710	In Line Terminal strip junction box	ea	\$ 160.00

Sensor Pigtails & Bulk Cable				
Item Number		Description	Unit	Price
	<b>8 pin connector</b>	<b>For use with the Matrix (SS225) &amp; Advance Sensor (200V)</b>		
210	WX-SS-704-020	SmartSensor Power and Communication Cable w/ Connector - 20 feet	ea	\$ 145.00
211	WX-SS-704-040	SmartSensor Power and Communication Cable w/ Connector - 40 feet	ea	\$ 195.00
212	WX-SS-704-080	SmartSensor Power and Communication Cable w/ Connector - 80 feet	ea	\$ 285.00
213	WX-SS-705-500	Bulk Cable Spool 500'	500ft	\$ 535.00
	<b>26 pin connector</b>	<b>For use with the HD Sensor (SS125)</b>		
214	WX-SS-701-020	SmartSensor Power and Communication Cable w/ Connector - 20 feet	ea	\$ 208.00
215	WX-SS-701-040	SmartSensor Power and Communication Cable w/ Connector - 40 feet	ea	\$ 275.00

Click! Modules - Spare Parts				
Item Number		Description	Unit	Price
195	WX-CLK-200	System Surge Protector (for 1 HD Sensor)	ea	\$ 300.00
196	WX-CLK-202	24 VDC 2 A Power Supply (Power Supply for 1 or 2 sensors)	ea	\$ 185.00
197	WX-CLK-204	24 VDC 4 A Power Supply (Power Supply for 3 or 4 sensors)	ea	\$ 225.00
198	WX-CLK-210	Circuit Breaker 0.5 Amp	ea	\$ 24.00
199	WX-CLK-210-02	Circuit Breaker 2.0 Amp	ea	\$ 24.00
200	WX-CLK-222	Two Sensor Surge & Comm Module (Matrix & Advance)	ea	\$ 455.00
201	WX-CLK-223	One Sensor Surge & Comm Module (Matrix or Advance)	ea	\$ 400.00
202	WX-CLK-230	120 VAC Surge	ea	\$ 200.00
203	WX-CLK-301	Serial to Ethernet converter	ea	\$ 495.00
204	WX-CLK-304	RS 232 to RS 485 converter	ea	\$ 385.00

Click! Accessories				
Item Number		Description	Unit	Price
216	WX-100-0064	Din Rail 9"	ea	\$ 3.75
217	WX-100-0065	Din Rail 12"	ea	\$ 4.15
218	WX-100-0277	T-Bus Connector (Gray, Power only)	ea	\$ 10.80
219	WX-100-0281	RS-485/USB Mini-Converter (Connects Laptop to Click!222 RS-485 Bridge Port)	ea	\$ 155.00
220	WX-205-0000	T-Bus Connector (Green, Power & Comm)	ea	\$ 10.80
221	WX-228-0020	T-Bus Left End Right Angle	ea	\$ 4.75
222	WX-310-0014	RJ-11, White, 60 inch Patch Cord	ea	\$ 10.00