



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 Assistant Chief Eric Lowe Division/Dept Police / Administration

Phone 859-258-3528 Email elowe@lexingtonpolice.ky.gov

Type of Purchase: Goods/Materials/Equipment Services

Cost: _____

Sole Source Request for the Purchase of: Body worn cameras, tasers, accessories, storage fees, software licensing, training and maintenance

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 Axon Enterprises

Contact Name Daniel Blair

Address 17800 N. 85th St, Scottsdale, AZ 85255

Phone 800-978-2737 Email dblair@axon.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.

This is for a new agreement with Axon to continue our body worn camera program after the initial five year contract expires. Additionally our taser program will be bundled into this agreement a get a bundled price. Additional services are being added to respond to recommendations from the Mayor's Commission for Racial Justice and Equality This provides for automatic activation of cameras, tracking of videos as required by policy and random review of videos by supervisors.

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.

No other vendor provides the integrated services provided by Axon to meet all of our above needs.

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 initial award of the contract for body worn cameras in 2016 went through a competitive bid process which was awarded to Axon. We have been using their taser products for over fifteen years. No other vendors offer the same integrated products available from Axon.

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 prices for the equipment and services are reasonably similar to the prices in the original contract awarded through a complete bid process.

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

By bundling all of the included hardware, software and services in this agreement LFUCG will save \$3Million off the list price over the five year period of the agreement. We currently have over 1,000 cameras and over 600 tasers which will be refreshed as part of this new agreement. To move to a new vendor they would all need to be replaced at a considerable cost. We also currently have close to 1Million videos being stored in our cloud storage solution. To move to a different vendor these would have to be moved to another storage solution at considerable cost and complexity.