



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 Rodney E. Chervus Division/Dept Water Quality

Phone (859) 425.2408 Email rchervus@lexingtonky.gov

Type of Purchase: Goods/Materials/Equipment Services

Cost: \$ 160,105.10 (Equipment/Delivery) \$13,448.00 (est. labor)

Sole Source Request for the Purchase of:

One (1) Flygt Submersible Solids Handling Pump for Installation at LFUCG's Lower Cane Run Pump Station.

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 Xylem Water Solutions. USA, Inc.

Contact Name Byran Thomas

Address 1615 State Route 131, Milford, Ohio 45150

Phone (513) 831-7867 Email Byran.thomas@xylem.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.

The product requested for purchase via sole source certification is the: Flygt submersible Pump Model CP3351. New pump with same capacity as current unit. Freight to site, removal of existing pump, installation of new pump, start-up, and testing. Requested product will replace an existing (identical unit) pump that has failed after Twenty-five (25) years of extended service.

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.



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Question #2 continued

- 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:

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 equipment manufacturer, Xylem, was contacted to identify local/regional factory authorized equipment/service providers. Xylem has provided a sole source letter identifying that Xylem Water Solutions USA, Inc. is the exclusive provider of Xylem Inc. (Flygt brand) Pump Products for the Kentucky municipal market, copy attached.

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 and condition(s) offered were determined to be fair and reasonable considering the indicated purchase price is approximately \$160,105.10 including freight. Labor costs for removal of existing pump, installation of new pump, start up and testing services is approximately \$13,448.00.

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

Budget cost for a similar pump from another supplier was \$155,000.00.
A different manufacturers pump may have required modifications to existing pump supports and piping in order to accommodate a different pump configuration. A different manufacturers pump configurations may have modified suction and discharge piping effecting hydraulic performance, therefore reducing required design capacity of the pump station. The Lower Cane Run Pump Station consists of four (4) Flygt pumps, this pump is one of two (2) larger pumps. It is standard practice to have all pumps at a single pump station be of the same manufacturer. This is to insure standardization of parts and operation and maintenance procedures.