



# LEXINGTON

## 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 Antonio Baldon Division/Dept Waste Management

Phone 859-280-8586 Email abaldon@lexingtonky.gov

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

Cost: Budgeted funds allocated for hardware devices, software licenses and support maintenance, and cellular data services, not exceeding \$380,180.09. This includes \$340,180.09 in software licenses, support and maintenance, and cellular data services as well as up to \$40,000 to replace hardware as needed.

Sole Source Request for the Purchase of: RouteWare Global Inc. software licenses, hardware, data plans and maintenance support

One Time Purchase (X) To Establish Sole Source Provider Contract  
(subject to annual review and approval by Central Purchasing and/or Urban County Council)

### Vendor Information

Business Name RouteWare Global Inc.

Contact Name Grant Smith

Address 16525 SW 72<sup>nd</sup> Ave, Portland OR 97224

Phone 334-740-4214 Email gsmith@routeware.com



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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.**

This request is to setup RouteWare Global (formerly RouteWare Inc) as our vendor of choice for additional software licenses, new hardware devices, cellular data services related to RouteWare equipment and software maintenance support. By using recommended software/hardware from RouteWare, this will enable Waste Management to support the routing system more effectively and reduce overall support costs.

**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.)

All Waste Management vehicles in both our heavy and light duty fleet are outfitted with RouteWare specific hardware components that only work in combination with the RouteWare Command and Control software. This agreement will be used to replace out of warranty equipment and keep current software and devices under support.

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.).**

RouteWare Global, Inc. was part of the formal RFP process in which the GBB Consulting Group's proposal which included RouteWare hardware and software was chosen to be implemented as part of the Waste Management routing solution. Routeware continues to introduce new products including new software programs, new Android tablets and other SMART technologies that can be used with its software. This sole source will add the ability to pay for provided hardware devices, software licenses, maintenance support and cellular data plans that are used with the Division of Waste Management's routing system.

**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.)

RouteWare quotes us at cost for hardware devices and flat rates for professional services, and data plans that are in line with off the shelf software/hardware items.

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

Newer hardware devices are required to continue to utilize Routeware Waste Management routing solutions as per RouteWare's End-of-Life process for windows-based RCore application. Described by Routeware as "implementing strategic adjustments to better align with your requirements. This decision follows thorough analysis and extensive conversation with many of you, highlighting a clear demand for more adaptable, scalable, and technologically advances offerings. This strategic move allows us to focus our efforts on enhancing our Android OBC application, which has garnered significant user acclaim for its performance, features, and user-friendliness."