



## 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 Robert Stack Division/Dept Enhanced 911/Public Safety

Phone 859-280-8184 Email rstack@lexington911.ky.gov

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

Cost: \$133,482

Sole Source Request for the Purchase of: Emergency Medical Dispatch protocols, services, licenses, and training. Protocols guide 911 operators in giving pre-arrival medical instructions to callers.

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 PowerPhone

Contact Name Pamela Visel, Account Manager

Address 1321 Boston Post Rd., Madison, CT 06443

Phone 203-350-0338 Email pam@powerphone.com



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**STATEMENT OF NEED:** (Add additional pages as needed)

PowerPhone is the current vendor used by E911, but its paper EMD product is no longer sold or updated. E911 seeks to purchase in FY19 an EMD protocol solution that can be fully integrated with E911's next Computer Aided Dispatch (CAD) system and will allow medical protocols to be captured in CAD, shared with responders, and includes quality control assessment tools.

**1. Describe the product or service and list the necessary features this product provides that are not available from any other option.**

Emergency Medical Dispatch (EMD) protocols are the certified medical instructions a telecommunicator provides to the public to provide life-saving aid to patients. Often, these instructions preserve life until Paramedics arrive.

**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.

PowerPhone invented a method within the call handling software that includes an advisory component that recommends a type of dispatch and a risk assessment known as Response Advisor. This exclusive capability is protected by Patent #7,978,826 by the US Patent and Trade Office. This Advisor can also be managed at the agency level to meet local 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.

PowerPhone is the only vendor that has a fully integrated solution compatible with the division's next Computer Aided Dispatch software. Also, the Commonwealth's Department of Criminal Justice Training uses PowerPhone exclusively in its 5-week Basic Telecommunicators Academy; thus E911 personnel receive their initial EMD certification for this product at no additional cost to LFUCG.

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.



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- 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.).**

Comparable pricing not possible due to the uniqueness of integration with CAD and patents.

**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.)

Compared pricing to other 911 centers in Kentucky that purchased products from PowerPhone under sole source in FY18.

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

Personnel graduate from the state's Basic Academy certified in the use of PowerPhone. Using another EMD product would require completion of a new certification course at additional expense of time and course fee.