



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 Aaron Adams Division/Dept Police

Phone 859-396-4397 Email aadams@lexingtonpolice.ky.gov

Type of Purchase: Goods/Materials/Equipment Services

Cost: \$25,710.00

Sole Source Request for the Purchase of: _____

Atlantic Signal Gladiator V Bone Conduction Headset and Combat Push-to-Talk.

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 Atlantic Signal, LLC

Contact Name Eric Ritchie

Address 900 SW 39th Topeka, KS 66609

Phone 910.853.3186 Email eritchie@atlanticsignal.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.

Atlantic Signal Gladiator V Bone Conduction Headset and Combat Push-to-Talk.

The audio transducers inside the headsets are positioned in front of the ears so that incoming radio transmissions are transferred from the transducers into the temporal bone of the face and ultimately transferred into the inner ear. comes with a fully adjustable nylon and velcro head strap for additional stability is the only tactical headset that comes in four different sizes which provides better sizing. The PTT is built for

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:

For all of the above reasons.



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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.).

During the past eleven months The Emergency Response Unit has conducted internet searches.
We also have had several products sent to us for testing. None of the other products that we have tested
met the standards set by Atlantic Signal.

**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 price is consistent with other similar items and proved to be lower than the cost of others such as the
Invisio X 50 bone conduction custom ear piece and PTT.

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

The Atlantic Signal Gladiador V Bone Conduction Headset and Combat Push-to-Talk tactical headset
utilizes the battery from our Tait hand held radio to operate, thus eliminating the extra cost of purchasing extra
internal headset batteries.

Cost is also less than the Invisio X-50, Peltor and Threat 4 which are all similar to the Atlantic Signal products.



Lexington-Fayette Urban County
Division of Police
MEMORANDUM
Lexington, Kentucky

DATE OF ISSUE

12/30/2013

EFFECTIVE DATE

12/30/2013

NUMBER

ERU 0013-0018

TO: Lieutenant Roger Holland Jr. Emergency Response Unit	SUBJECT: Atlantic Signal Communications- Tactical Headset and Push to Talk-JAG Grant Funding Purchase Request -Cover Memorandum
FROM: Sergeant Chris Spurlock Emergency Response Unit	

Lieutenant Holland,

Please review the attached information in regards to the sole source purchase of Atlantic Signal Gladiator V Bone Conduction Headset and Combat Push-to-Talk manufactured by Atlantic Signal Communications. I have been made aware that JAG grant funds may be set aside for this particular purchase pending its review and approval. The tactical headsets and push to talks will be utilized by The Lexington Division of Police Emergency Response Unit in responding to critical incidents scenes, volatile callouts, high risk search warrants as well as during our bimonthly training evolutions. The sales quote, sole source documentation and memorandum explaining our research and need for this purchase have all been attached. This product has been extensively researched by myself and Officer Aaron Adams. It is our opinion that the Atlantic Signal product is far more superior in quality as well as [lower] in cost than most competitors prices with similar products. Competitor's price quotes have been attached for comparison purposes. I've also highlighted each competitor and their particular product cost in the attached purchase request and product research memo.

Sergeant Spurlock
Emergency Response Unit



Lexington-Fayette Urban County
 Division of Police
MEMORANDUM
 Lexington, Kentucky

DATE OF ISSUE
 12/30/2013

EFFECTIVE DATE
 12/30/2013

NUMBER
 ERU 13-0017

TO: Lieutenant Roger Holland Jr. Emergency Response Unit	SUBJECT: Atlantic Signal Communications- Tactical Headset and Push to Talk-JAG Grant Funding Purchase Request -Cover Memorandum
FROM: Sergeant Chris Spurlock Emergency Response Unit	

During the past year The Division of Police has been in the process of transitioning from our current analog radio system into a digital radio system with Tait Communications being the primary radio product provider. With the aforementioned transition coming to fruition in the immediate future it is necessary for The Emergency Response Unit to transition from our current radio, tactical headsets and push to talks, into a product that will best serve our units needs and easily adapt to the Tait radio products.

During the past eleven months The Emergency Response Unit has tested and evaluated several different tactical radio headsets and push to talk products. After our lengthy evaluation process it is our belief that the Atlantic Signal Gladiator V Bone Conduction Headset and Combat Push-to-Talk was the far more superior product in terms of durability, comfort, clarity, quality and cost. The Atlantic Signal tactical headset and push to talks can be customized to fit our team's individual needs in terms of product specifications as well as desired modifications that will translate into ease of use on call outs, high risk search warrants, riot control situations, NCAA basketball celebrations and bimonthly training evolutions. The customizations and ease of use will ultimately lead to a safer environment for our tactical officer on the scene of an active callout, riot situation, high risk narcotic search warrants or whatever the need may be.

The Atlantic Signal headset and push to talk products give the Emergency Response Unit several tactical options such as receiving radio transmissions through the operator's facial bones leaving both ears free to maintain 360 degree situational awareness. The audio transducers inside the headsets are positioned in front of the ears so that incoming radio transmissions are transferred from the transducers into the temporal bone of the face and ultimately transferred into the inner ear. The Atlantic Signal Gladiator V Bone Conduction Headset and Combat Push-to-Talk comes with a fully adjustable nylon and velcro head strap for additional stability. The Atlantic Signal Gladiator V Bone Conduction Headset and Combat Push-to-Talk is the only tactical headset that comes in four different sizes having a vertical stainless steel head frame to ensure a more secure and comfortable fit for our team members. The design of the Gladiator V Bone Conduction Headset allows the individual operator to position the boom microphone on either the left or right side of the face ensuring an unobstructed cheek weld when utilizing a long weapon. The boom microphone is also waterproof and will not distort radio transitions during callouts in extreme weather conditions. Atlantic Signal can also customize radio cable lengths depending on the stature of the individual operator.

The Atlantic Signal Gladiator V Bone Conduction Headset and Combat Push-to-Talk utilizes the battery from our Tait hand held radio to operate thus eliminating the extra cost of purchasing extra internal headset batteries. The cost of the Atlantic Signal product is also less than the Invisio X-50, Peltor and Threat 4 which are all similar competitors to the Atlantic Signal products however they each have their own limitations that I've outlined below. The headset will also easily adapt to the Ops-Core helmets we've recently ordered and will be utilizing in the near future.

The Atlantic Signal Company representative's have been readily accessible and can be easily contacted Mon-Friday during normal working hours. Atlantic Signal has been more than helpful during our lengthy purchase and product review process sometimes contacting me after normal work hours to answer a question about a product. (Tyler McClellan: work 785-582-5823 x 107 cell 785-817-9394)

The total cost for thirty Atlantic Signal Gladiator V Bone Conduction Headset and Combat Push-to-Talk is \$25,710. Thirty headsets will outfit all of the members of the Emergency Unit, videographer and truck drivers, it will also allow for extras to be stored at the command post in the case of a headset or PTT malfunction during an operation.

We have tested and evaluated several other headset and PTT manufacturers and have found the following product limitations.

Peltor Headset by 3M and PTT (\$28,380)

The Peltor tactical headset was comfortable however the vertical strap was wide and bulky on top and will not readily adapt to an Ops-Core helmet. The Peltor also requires the use of an internal battery to operate the situational awareness which would lead to extra operating cost and require operators to carry extra batteries on call outs in case of the possibility of the battery dying. The battery dying in the field would also be a potential safety issue as well. The Peltor requires the operator to utilize affixed "ear plugs" to amplify the situational awareness aspect of the headset. The Peltor was also extremely bulky. The Peltor radio would be ideal for a mechanized turret gunner or helo door gunner due to its ability to reduce loud noise while maintaining situational awareness. However, these types of tactics would never utilize during ERU's operations.

Invisio Bone Conduction Ear Piece and PTT (\$51,960)

The Invisio bone conduction ear piece has been a product that our team is very familiar with due to utilizing this ear piece over the past five years. It's proved to be somewhat unreliable, can sound distorted, difficult to seat inside the cavity of the ear, is uncomfortable and can easily fall out of the ear from a slight pull of the radio cable. Sweat and water can also affect the Invisio sound quality and reliability.

TCI Bone Conduction Ear Piece and PTT (\$19,245)

The TCI bone conduction ear piece is a head set that has a metal wire with a plastic strap to help aid in the fitting of different size heads. The back wire would not fit with the helmet that we will be utilizing in the future. While wearing the headset for a prolonged period of time I experienced discomfort where the horizontal head frame makes contact with the back of the head.

Threat 4 by Xacore and PTT (\$33,030)

The Threat 4 headset is a bone conduction headset with artificial situational awareness. The headset has ear plugs that have to be inserted in the ears to hear radio transmissions. The ear plugs have to stay inserted at all times. The headset was very complicated to put on and to difficult operate. We also noticed the threat 4 proved to be somewhat bulky and cumbersome to utilize during training.