



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 Stephen Jackson Division/Dept DEM/PublicSafety
Phone 859-258-3786 Email sjackson@lexingtonky.gov
Type of Purchase: (X) Goods/Materials/Equipment () Services

Cost: \$42,080

Sole Source Request for the Purchase of: AM Radio Equipment

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 Information Station Specialists, Inc.

Contact Name William Baker

Address 3368 88th Ave. Zeeland, MI 49464-051

Phone 616-772-2300 Email bill@theRADIOsource.com

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,



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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 equipment will expand our existing AM Alert public radio system. This equipment will establish the fifth "node" for our existing Emergency Advisory Radio system.

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. Attached find the sole source provider sheet. ISS as the vendor of choice when we established this Advisory Radio System. This system allows for expansion of coverage area to include critical areas of the interstate highways intersecting our community.

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.).

ISS, Inc. is the sole provider of the AM Emergency Advisory Radio System. Other systems would not be compatible with our existing equipment.

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.)

This is the only vendor that provides the capability for using AM as a Community/Public Safety Emergency Information system, where the end user controls all content and provides the National Weather Service capability.

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

It is difficult to put a price on human welfare and safety, once the system is established, maintenance is minimal, especially for those sites not requiring batteries.



Information Station Specialists, Inc.
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www.theRADIOsource.com

April 2008

To Whom It Concerns:

Information Station Specialists, Inc., is the sole provider in the United States of the exclusive ALERT AM® Emergency Advisory Radio System. AM advisory radio systems being offered by others are designed for the traffic industry and cannot perform any of the following important functions:

1. Only ALERT AM features a NOAA All-Hazards receiver that is field programmable and upgradeable to remain current with changes in NOAA EAS/weather hazards. Only ALERT AM captures the most recent warning activation for replay by system operators. Only ALERT AM can change to new message patterns, when the National Oceanic and Atmospheric Association (NOAA) sends All-Hazards (weather and Emergency Alert System) warnings.
2. Only ALERT AM allows special broadcast messages to be aired automatically in conjunction with NOAA All-Hazards Specific-Area Message Encoding notifications, outdoor warning system activations or Emergency Operations Center control panel switches.
3. Only ALERT AM has optional full control of the digital message player via push-to-talk style transceivers (not included) parallel to and with priority over telephone control, using the same commands, protocols and voice prompts.
4. Only ALERT AM allows an operator to run the station by computer (Workstation Audio Control or SignalcastIP) while also retaining the ability to record messages and control station operations via telephone if AC power goes out.
5. Only the ALERT AM system synchronizes "repeater" stations (to create larger coverage areas) without relying on vulnerable dialed-up telephone links to distribute audio in times of emergency. Optional ALERT AM wireless audio links make synchronized audio connections for high reliability with no monthly operating charges; i.e., do not rely on tele/cell phone lines during emergencies, preventing synchronized AM stations from becoming disconnected, broadcasting the wrong messages. Additionally, Wireless Audio Links operate on the same battery backup system as ALERT AM, so when power goes down, they stay up.
6. Only the ALERT AM's antenna is black in color to discourage ice build-up and is finished with a special UV-resistant architectural-anodization process to prevent color fading. When installed yards, ALERT AM requires only that a support pole be set. Not required are large, buried, copper-wire groundplane installation or chemical-emitting ground-pipe (hollow rods) burial. Only the ALERT AM Emergency Advisory Radio System can include a Vertical Profile Antenna System that does not require a groundplane. Major site disturbances such as surface trenching or drilling for the installation of deep ground rods is not required. The Vertical Profile Antenna System also means: 1) the antenna's cables and arrestors are inside the pole for safety and security; 2) theft of copper ground wire is impossible; 3) it is possible to move the system if required; and 4) the aluminum pole is attractive in conjunction with public buildings and may be painted as needed.
7. Only ALERT AM works in conjunction with solar-powered flashing advisory signs via communities' UHF/VHF Radio Systems to turn on/off beacons remotely. These signs are the key to notification of the community that an emergency message is being broadcast.
8. Only ALERT AM offers a battery backup system capable of keeping the station on the air for a full 4 days. The pack fully recharges in just 7 hours.
9. Only ISS systems employ nonproprietary designs. This means that, in the future, you may change components as needed without the requirement to return to ISS; i.e., simple wiring diagrams are provided, so you can service equipment yourself, if you choose, or have a third party assist – all with full ISS support.
10. Only ISS transmitter frequencies are synthesized, not crystal controlled, allowing simple frequency changes in the future, if necessary.
11. Additionally, only Information Station Specialists offers technical assistance for the life of the (ALERT AM) product. ISS supports today radio stations that first went on the air in the 1980s. ISS' staff of engineers has more than 60 years of combined experience specifically in the kind of radio technology under which ALERT AM operates (FCC Rules, Part 90.242).

Please visit theRADIOsource.com to learn more about our company. Feel free to contact me personally, if you have questions.

Sincerely,

William Baker, President