



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 Steven W. Cummins Division/Dept: Traffic Engineering / PW/EQ

Phone 859-258-3830 Email stevec@lexingtonky.gov

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

Cost: \$XX.xx (See Attachment)

Sole Source Request for the Purchase of: TrafficCast's BlueTOAD (Travel Origin And Destination) devices. The Bluetooth travel time probe data collectors and processing are needed to further add coverage throughout Lexington. Thirty-five units exist along the north and east ends and the additional units will expand coverage to the south and west ends of Lexington. Travel time and speed data is gathered and real-time processing allows for broadcast and display of route specifics to the public and government agencies. Reports provide measures to better identify route performances.

Iron Armour is the sole provider of this equipment in this region, thus no one else can bid on these specific items. The LFUCG Division of Traffic Engineering plans to purchase in excess of \$20,000.00 with this vendor. (See Attached page for item description and pricing which is valid for one year.)

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 Iron Armour

Contact Name Loren Stayer

Address 1290 Fox Lane, Mogadore, OH 44260

Phone 330-608-5002 Email Loren@ironarmour.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.

TrafficCast's BlueTOAD (Travel Origin And Destination) devices. The Bluetooth travel time probe data collectors and processing are needed to further add coverage throughout Lexington. Thirty-five units exist along the north and east ends and the additional units will expand coverage to the south and west ends of Lexington. Travel time and speed data is gathered and real-time processing allows for broadcast and display of route specifics to the public and government agencies. Reports provide measures to better identify route performances.

Iron Armour is the sole provider of this equipment in this region, thus no one else can bid on these specific items. See Attached page for item description and pricing.

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.

XX 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. (See attachment)

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.).

Manufacturer has protected territory distribution. Iron Armour has been specified as the sole distributor for the TrafficCast BlueTOAD devices.

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 offered is comparable to similar industry standards for similar-type devices and post processing of data.

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

By acquiring the devices and post-processing from Iron Armour, the LFUCG is able to seamlessly expand coverage for travel times and corridor speeds throughout the south and west areas of Lexington. The post-processing off-site by TrafficCast (through Iron Armour) reduces the need for servers and hours of data manipulation by staff engineers.
