



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 : Tammy Liebenauer Division/Dept: Div. Of Emergency Management

Phone: 859-425-2202 Email : tliebena@lexingtonky.gov

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

Cost: Estimated cost of \$5,976.76 per unit x seven units

Sole Source Request for the Purchase of:
Seven (7) Zumro Non Ambulatory 20' Roller Systems on Carts

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: Advanced Eco Systems, Inc.

Contact Name: Marty Conway

Address: 866 Premiera Drive, Tallmadge, OH 44278

Phone: 330-630-9025 Email: aeco58@yahoo.com



JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

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.

The Zumro Non Ambulatory 20' Roller System on Cart offers a corrosion resistant frame constructed of aluminum frame and rollers, offering greater stability and thus increased safety for patients undergoing decontamination. The Zumro Non Ambulatory System was constructed to specifically ensure interoperability with the Zumro Shelter systems which are utilized by all Lexington hospitals and LFD for decontamination.

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. **DOCUMENTATION ATTACHED**

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:

-



JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

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.).

We have surveyed hospitals and Fire on available roller systems. All felt the accordion roller systems did not provide greatest stability for patients, and set-up was cumbersome and caused safety issues for responders. A demonstration of the Zumro Roller was provided for Lexington hospitals and Fire. Responders felt the Zumro system provided greatest assurance of safety for both victims and responders. The main reason for purchase of this system was it is specifically designed for use with Zumro Shelters utilized by Fayette County hospitals and LFD.

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.)

In determining the cost reasonability of the Zumro Roller system, several items were noted. The Zumro system provides a corrosion resistant frame constructed of aluminum frame and rollers, providing greater durability which is important given the equipment's exposure to water during the decontamination process. The Zumro system also comes with a cart, providing ease of transport for set-up and storage. The Zumro system reduces risk of injury to responders in set-up and tear down. Hospital staff reported that the accordion systems have a risk of injuring hands and fingers with set-up. The Zumro company will also provide, free of charge, a replacement loan if any of the roller systems require off-site repair. Ordering this system also provide a guarantee of interoperability with equipment currently utilized in Fayette County.

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

In the event of any mechanical issues requiring off-site repairs, Zumro will coordinate the loan of a replacement system at no charge until customer's unit is returned to service. Zumro offers a lifetime in-service promise. Zumro will also provide on-site training for personnel at no charge.

Additionally, the construction of the Zumro Roller System will require less time for set-up, and does not have the risk of set-up injuries as reported by staff using the accordion designed roller systems.



Via e-mail

April 18, 2012

Ms. Cathy Callaway
CSEPP Support
DEM, LFUCG
166 N. Martin Luther King Blvd. Suite 275
Lexington, KY 40507

Dear Ms. Callaway:

Please use this letter as sole source verification. ZUMRO, Inc. is the sole manufacturer of the ZUMRO Non-Ambulatory Patient Roller System. All ZUMRO Non-Ambulatory Patient Roller Systems are made 100% in the U.S.A.

ZUMRO Shelters Systems and Accessories are sold, serviced and supported by an exclusive network of authorized distributors.

Our products are sold to emergency services and require technical expertise both before and after the sale is completed. Further, ZUMRO, Inc. requires on-site product training after delivery so our customer will have a thorough understanding on the proper use and care of our products. Minimum training as required by ZUMRO, Inc. shall be offered to our customers at no charge.

ZUMRO, Inc. ensures that its policies are executed effectively by utilizing factory-trained distributors. These distributors operate in specific local territories. Besides expertise, our distributors are required to carry product inventory to further support our customers with parts and/or loaner equipment should the need arise. This is why we, ZUMRO, Inc., can offer our lifetime in-service promise. Should our customer be out of service with a particular piece of equipment, typically, the local distributor will have a "loaner" available.

All inquiries for sales, resale and/or service are handled either by our local distributor or directly by ZUMRO, Inc. The distributors are further supported by factory representatives to offer a secondary level of support for our customers where needed.

Authorized ZUMRO distributors for the State of Kentucky:

Advanced Eco Systems. Phone: (330) 630-9025 Contact: Marty Conway

We sincerely appreciate your business and hope to service your shelter and decon needs for years to come. Please feel free to contact me at the above toll-free number should you have any questions or concerns.

Sincerely,

Chrissy Gagliardi
Office Manager

PO BOX 696 ~ Hatboro, PA 19040 ~ Phone: 800-932-6003 ~ Fax: 215-957-6501
[http: www.zumro.com](http://www.zumro.com) ~ info@zumro.com