



## 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 Patricia L Dugger Division/Dept Emergency Mgt/Public Safety

Phone 859-280-8060 Email patd@lexingtonky.gov

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

Cost: 34,750 \$

Sole Source Request for the Purchase of: Deaflink Accessible Hazard Alert System

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 Deaflink

Contact Name Dan Heller

Address 14400 Northbrook, Dr. Suite 200, San Antonio, TX 78232

Phone 210.590.7446 Email danheller@deaflink.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.**

AHAS program is designed to deliver emergency alerts in formats accessible by persons who are Deaf, heard of hearing, Blind and Deaf Blind. AHAS alerts will be created in American Sign Language (ASL) video, English Voice, and Text.

The AHAS program includes a subscriber based service allowing delivery of accessible alerts to internet connected computers, tablets, video capable phones, and web capable refresh braille readers. Subscribers will receive a text based message and a URL link that, when clicked will open the accessible alert. The alert is also sent as SMS text and includes a URL link. This service is free to the subscriber other than any carrier costs associated with their broadband (phone or internet) service provider. Deaf Link will create a registration portal where AHAS subscribers can enroll in the Lexington AHAS program. The subscriber database will be hosted and maintained by AHAS.

Researching systems that provide this service, Deaflink is the only vendor that provides this type of service. The National Associate for the Deaf website includes emergency preparedness information that states the FCC requires television stations to include a crawl of emergency information and that the E911 has to be able to receive calls from a TTY or TDD. There is no mention of any resource that has the ability to reach out to the deaf population for emergency alerts that Deaflink provides. This was also discussed with FEMA and Deaflink is the only vendor that they are aware of providing this service.

**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 ability to receive emergency messages and convert them 24/7 into messaging that are usable by the deaf, hard of hearing, blind and the deaf/blind community. This company will also work with the current alert and notification vendor so the system can be integrated.

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.).**

Website search and emails to other emergency management agencies were conducted. Dealink is the developer, owner and sole source for procurement of this system.

**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 original price was compared to other types of alert and notification system but this is the only type of software that provides contracted accessible hazard alerts services over the internet. We signed a 2-year agreement. This is the cost for our 2<sup>nd</sup> year of service.

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

Cost savings are hard to determine since we do not have a current system to alert this specific part of our community. Having the ability to notify them with an emergency message may save lives or lesson physical harm.