



Sole Source Justification Form

Complete and submit this form to the Purchasing Division when requesting exception to the competitive procurement process.

Sole source procurement refers to those purchases where there is only one supplier that can provide the product/service to the City. Please be as thorough and detailed with explanations to assist in the evaluation process.

Date:	10/05/2018	Division:	Administration
Department:	Fire	Title:	Admin Services Manager
Name:	Alia Rodriguez	Vendor ID:	0012448
Requisition No:			
Vendor Name:	First-In Fire Station Alerting Systems		

Item Description/
Scope of Work:

Fire Station Alerting Systems

1. Why is the acquisition restricted to this good/service/supplier? (Explain why the acquisition cannot be competitively bid, and include consequences that would occur from not contracting with this supplier.)

Westnet is the inventor, manufacturer and sole provider of First-In Fire Station Alerting Systems, for which it holds numerous patent and registered intellectual property rights. Under previous purchase orders from the City to Westnet, Westnet provided and installed fire station alerting systems in various City of Riverside Fire Stations, and as such, Westnet has become the fire department standard. It is operationally critical to maintain consistency in all fire stations as fire personnel rotate between stations. Furthermore, this alerting system has also been programmed with our current dispatch system and software.

Westnet is the manufacturer and sole supplier for this alerting system. Operational efficiency and response times will be

2. How was the price offered determined to be fair and reasonable? Explain what the basis was for comparison and include cost analyses as applicable. (Compare to vendor's previous or current offer to the City or to another agency/company, market research – or any other method of comparison that will substantiate fair and reasonable pricing in the absence of competition). Attach back-up documentation for reference.

Before Westnet's First-In system was selected as the department standard several years ago, pricing was evaluated from the various vendors providing fire station alerting systems, and First-In was priced competitively with other systems on the market. Since then, First-In has been installed in six of our fourteen fire stations. The two most recently installed First-In systems were priced at \$81,171.31 for Arlington Fire Station No. 2 in 2007, and \$87,015.18 for Magnolia Fire Station No. 3 in 2009. These prices are comparable to the prices quoted to outfit the remaining eight fire stations. Furthermore, for cost comparison purposes, Westnet provided to us their 2010 quotation to install a First-In system for Long Beach Fire Station #12 totaling \$138,995.69, which is within 1% of the price quoted to us for our comparably sized La Sierra South Fire Station No. 12 at \$140,032.23. The 1% cost difference is largely due to electrical conduit work needed for installation at our station. If we switch to another brand of alerting system, there may be additional costs to

3. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier. Include consequences that would occur from not contracting with this supplier.

First-In provides unique capabilities for fire station alerting that awakens sleeping firefighters through a series of cardiac-friendly low ramping tones and LED lighting, thereby reducing cardiac stress on firefighters by eliminating deafening bells and blinding lights. This system also provides a pre-alert to field personnel of an impending call, with sufficient information to initiate an immediate response, resulting in quicker turnout and "out the door" times.

Certification of Responsibility:

I am aware of the City of Riverside requirements for competitive bidding and the established criteria for justification of single source purchasing. As an authorized Department representative, I have gathered the required technical information and have made a concentrated effort to review comparable/equal vendors or equipment. I hereby certify the validity of the information and feel confident this justification of single source meets the City's criteria and would withstand audit or vendor protest.



Signature

10/05/2018

Date

10/5/18

Date

Department Head

Purchasing Manager (Up to \$50,000)
Over \$50,000 - Must be submitted for City
Council Approval with Purchasing Manager
concurrence.

Date