

Rec'd 6/5/13

SOLE SOURCE JUSTIFICATION FORM

This form must be completed for all Sole Source purchase requests and submitted to Business Support Services, Procurement Services Division (PSD) for approval **prior** to submitting a Consent Item for BOCC approval.

| | | | |
|------------|--------------------------------|-------------|---------------------|
| Requestor: | Mario Chang | Date: | 6/4/2013 |
| Requestor | Senior Fiscal Administrator | Department: | Park and Recreation |
| Title: | | | |
| Phone: | 704-336-5928 | Requisition | |
| | | Number: | |
| Product: | Computer Controlled Irrigation | Amount: | \$56,615 |
| | System | | |

I am aware that N.C. G.S. 143-129 and the Countywide Procurement Policy mandates that Mecklenburg County procure all apparatus, supplies, materials and equipment totaling \$30,000 or more by competitively bidding.

Recommended Sole Source Vendor:

Company Name: GreenWave Assoc. Inc.
Contact Name: John Sullivan
Address: 2400 Woodleigh Dr.
City, State, Zip: Gastonia, NC 28056
Telephone: (704) 600-5538

2. Is the recommended company the manufacturer? Yes No
3. Does the manufacturer sell the item(s) through distributors? Yes No

SOLE SOURCE RATIONALE

A specific contractor is the only source of the required item because (check all that apply):

- The required items are **proprietary to the Contractor**
- A specific item is needed:
- to be compatible or interchangeable with existing hardware,
 - as spare or replacement hardware,
 - for the repair or modification of existing hardware, or
 - for technical evaluation or test.
 - other (Provide information below)
- There is a **substantial technical risk** in contracting with any other contractor, thereby making that an unacceptable course of action (e.g., where only one contractor has been successful to date in implementing a difficult manufacturing process).
- Other irrigation systems design and components have been tested but none with the reliability, accuracy and success as this new system from GreenWave. PRK has already substantial investment of over \$20,000 in Aqua-management smart controller (primary component), which will be used in the new configuration.*

- The requested product is essential in maintaining standardization and the use of another product would require considerable time and money to implement or evaluate.
- The product must be compatible to existing equipment in order to operate adequately; or maintain existing warranties.

If this project is technology related, has it been reviewed and approved by IST?

- No. (If No, you must complete this process before submitting the sole source form)
- Yes. (If Yes, provide IST Project List documentation or the date of IST approval so we may confirm the project status.) IST Approval Date: _____

1. Provide detailed information about why you need to acquire these goods:

To participate in the CMUD Smart Water Program, which will save the County's Park and Rec Dept. approx. \$274,000 per year, PRK must use one of several vendor design concepts approved by CMUD. Such installations will cap the irrigation water rate in tier 3 for 28 park sites, which are now in tier 4 (higher cost per CCF).

2. Has your department bought these goods in the past? Yes No

- 2a. Who was the contractor/supplier? GreenWave
- 2b. Was the requirement competitively bid or declared a sole source? No
- 2c. What was the last date and price paid for goods? Jan. 3, 2012

3. Why are the requested goods the only item that can satisfy your requirements? Indicate the unique features of the product that are not available in any other product. Provide specific, quantifiable factors and qualifications.

- 1 *PRK has significant expertise in Turf care and irrigation management.*
- 2 *PRK has been using Aqua-management smart controllers for years to replace Toro Sentinel controllers.*
- 3 *New system design has proven its accuracy and reliability for over a year from a test site on the Little Sugar Creek Greenway.*
- 4 *This design uses local independent weather station, while other designs use remote weather stations, which have proven to be less accurate and reliable in sending precise data to the controllers.*
- 5 *Other systems with local weather stations have been priced at up to 4 times as much for each station than GreenWave.*
- 6 *This system works with wireless technology, others use a phone line which is often interrupted in severe weather.*
- 7 *Aqua-management smart controllers are warranted for a lifetime against product defects.*

4. Were alternative goods evaluated? Yes No

4a. If yes, what were they and why were they unacceptable? Please be specific with regard to features, characteristics, requirements, capabilities and compatibility.

- *Other systems often use remote weather stations which do not provide precise data to the controllers, which could result in turf damage or wasted water.*
- *Local weather stations that are installed by other contractors are 4 times more expensive than GreenWave, adding \$60,000 - \$80,000 to the project cost.*

- *No other system uses the Aqua-management smart controllers which PRK uses in its current operation.*

4b. If no, why were alternatives not evaluated?

5. What efforts were made to get the best possible price?

- *With current inventory of Aqua-management controllers, the key component of the irrigation system, PRK is able to avoid more than \$20,000 in equipment cost and training.*
- *Existing relationship with GreenWave and product knowledge.*

6. Will this purchase obligate the County to this vendor for future purchases? Yes No

6a. If yes, please provide details regarding future obligations and/or needs:

For system support and further expansion costs of the Smart Water Program if PRK should add other park sites at a later date.

7. Why is the price for this purchase considered to be fair and reasonable?

- *PRK's expertise in the industry and extensive knowledge of the major irrigations systems in the country.*
- *Working knowledge and history of the primary component of the new system- Aqua-management controllers .*

8. What will be the financial or other impact to your department if this sole source is not approved and a competitive bid is required?

- *Expense of other systems would cost PRK at least \$100,000 more for equipment plus time and expenses to train staff on a different controller.*
- *Installation time would be extended to replace 19 existing Aqua-management controllers already being used in the selected park sites.*

TERM

One Time Purchase

Ongoing Purchase

Procurement begin date: July 1, 2013

Procurement end date: Indefinite

I certify that the above information is true and correct and that I have no financial or other beneficial interest in the vendor or product.

Mario A. Chang

Date: 6/4/2013

Requestor/Responsible Person

James R. Garges

Date: 6/4/2013

Department Head

Karen Ewing
Procurement Official

Date: 6/6/2013

* Requires BACC approval