



## Sole Source Justification Form

This form must be completed for all Sole Source purchase requests prior to submitting for Board approval or entering a requisition in the County's financial system.

Instructions: Please complete the form and provide as much detail as possible. Sign the form electronically and return completed form to MeckPro@MecklenburgCountyNC.gov for review. Once a decision is made the form will be returned to you.

Date: 3/25/2024

North Carolina General Statute 143-129(e)(6) requires that Mecklenburg County procure all apparatus, supplies, materials and equipment ("Goods") totaling \$30,000 or more by competitively bidding unless:  
Performance or price competition for a product is not available;

A needed product is available from only one source of supply; or Standardization or compatibility is the overriding consideration.

### 1. Requestor Information

Name: Jim Cathey Title: Accounting Specialist  
Phone Number: 704-323-9367 Department: Sheriff's Office

### 2. Recommended Supplier

Supplier Name: Blue Compass RV  
Address: 5051 Davidson Hwy. City, State, Zip: Concord, NC 28027  
Contact Name: Phil Dietzenbach Telephone: 800-895-3276 Email:  
pietzenbach@goldengait.com

### 3. Sole Source Justification

Is the recommended supplier also the manufacturer? ☐ Yes ☒ No  
Does the manufacturer sell the item(s) through distributors? ☐ Yes ☒ No

Please explain why performance or price competition (i.e. only one source can supply the items or meeting the requirements) is not available for the desired commodity.

Blue Compass RV is the original selling dealer of the MCSO Trailer that will be converted to a Command Post Unit. They have factory trained technicians by the trailer manufacture to ensure the structural and electrical integrity of this trailer. Blue Compass RV is a local vendor that will enable MCSO staff to continually monitor the conversion process in person. In previous research for conversion vendors, (Learning Lab Bus) the closest vendor capable of this type of conversion was in Indiana. It is imperative to do business with a local vendor to ensure ease and realistic travel distance regarding production and design meetings, warranty repairs, and adjustments.

Please explain why compatibility and standardization are the overriding considerations for this purchase.

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

- ☐ A specific item is needed to be compatible or interchangeable with existing hardware.
- ☐ A specific item is needed as spare or replacement hardware.
- ☐ A specific item is needed for the repair or modification of existing hardware.
- ☐ A specific item is needed for technical evaluation or test.
- ☒ 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).

In a brief explanation, provide supporting evidence of other contractor's with relevant capabilities and emphasize their inability to overcome the substantial technical risk.

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.

Redeploying an existing trailer that was sold originally by Golden Gait Trailers (now Blue Compass RV). Factory trained Technicians ensure the integrity of the upfit using this trailer for the conversion.

Were alternative goods evaluated? ☒ Yes ☐ No

If yes, what were they and why were they unacceptable? Please be specific regarding features, characteristics, requirements, capabilities and compatibility.

Blue Compass RV previously upfitted an MCSO bus converting it to a mobile Learning Lab. The in person project review as well as warranty adjustments are critical and require a trained and capable facility in the Char-Meck region.

If no, why were alternatives not evaluated?

TERM: ☒ One Time Purchase ☐ Ongoing Purchase

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.

Date:

Requestor/Responsible Person Signature  
(Electronic signature is sufficient.)

Date:

Department Head  
(Electronic signature is sufficient.)

3.28.2024

To Be Completed by Procurement Division Staff

Date Received: April 8, 2024

☒ Approved ☐ Denied Approval or Denial Reason: Technical risk of using a different vendor.

Procurement Signature (electronic signature is sufficient):

*Teresa Rausch*

Rev. 02/2020