

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:	Rodney M. Collins	Date:	May 11, 2020
Title:	Chief Deputy	Department:	Sheriff's Office
Phone:	(980) 314-5851	Requisition Number:	
Product:	ChemImage VeroVision	Amount:	\$124,900.00

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: **ChemImage**
Contact Name: **Lisa Wennersten**
Address: **7325 Penn Avenue**
City, State, Zip: **Pittsburg, PA 15208**
Telephone: **(412) 241-7335 x237**

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),

The VeroVision Mail Screener

- ☐ 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.*

- ☐ 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?

Not IT related.

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

The VeroVision Mail Screener comes with its own dedicated computer with proprietary software that is not required to be on the County network for functionality.

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

The Mecklenburg County Sheriff's Office has experienced several issues with contraband getting into our detention facilities through the mail. There are certain substances that cannot be detected through normal searching methods or visual inspections of the mail.

There is a need to deploy technology that will assist with the detection of unauthorized items such as cocaine, suboxone, heroin and deadly fentanyl. The use of mail screening technology allows for us to detect items that may potentially be hidden in the mail from coming into our facility.

MCSO employees are also under significant risk when handling mail that may contain toxic substances. Having the ability to deploy mail screening technology reduces the risk to our employees because potentially harmful substances can be identified before being opened.

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

2a. Who was the contractor/supplier?

ChemImage

2b. Was the requirement competitively bid or declared a sole source?

A sole source is being completed.

2c. What was the last date and price paid for goods?

The price of the ChemImage VeroVision is quoted at \$124,900.00.

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.

The ChemImage VeroVision Mail Screener is the only product on the market designed to detect illegal concealed chemical compounds and cutting agents contained inside of postal mail. VeroVision Mail Screener is a sole source product, manufactured, sold and distributed exclusively by ChemImage Corporation.

Due to the lack of availability of other like products the VeroVision Mail Screener, ChemImage has created a portfolio of intellectual property that includes patents, trademarks and proprietary software.

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.
- 4b. If no, why were alternatives not evaluated?
We looked for other alternatives and there were no other companies offering mail screening technology similar to the VeroVision Mail Screener product.
5. What efforts were made to get the best possible price?
MCSO did attempt to get the best possible and feel that the price quoted was the best price possible.
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:
7. Why is the price for this purchase considered to be fair and reasonable?
The price for this device is fair based upon what ChemImage has charged other jurisdictions and prison facilities that have purchased their technology.
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?
If MCSO is not able to purchase the VeroVision Mail Screener and this item goes out for a competitive bid and considering that there are no other current products available that provides the same functionality it could be that ChemImage is the only company positioned for a bid. We would lose the ability to negotiate the best possible price for this device.

Forsyth County Sheriff's Office just went through competitive bid process for mail screener technology for their detention facility and ChemImage was the only company to submit a proposal. They will also be deploying this mail screening technology and is the only other facility in the state of North Carolina to deploy this technology.

MCSO was able to negotiate a better price to enhance and are able to receive the VeroVision Drug Presumptive Identification technology valued at \$9,900.00 on a trail basis for the first year.

TERM

☒ One Time Purchase

☐ Ongoing Purchase

Procurement begin date:

Procurement end date:

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.

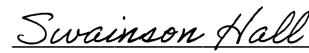


Requestor/Responsible Person

Date: May 12, 2020

Department Head

Date: _____



Procurement Official

Date: May 28, 2020