



Date: 2/26/2019

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.*

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:

- i. Performance or price competition for a product is not available;
- ii. A needed product is available from only one source of supply; or
- iii. Standardization or compatibility is the overriding consideration.

The completed form should be submitted to MeckPro@MecklenburgCountyNC.gov for review.

1. Requestor Information

Name: Rodney M. Collins
Title: Chief Deputy
Phone Number: 980-314-5851
Department: Sheriff's Office

2. Recommended Supplier

Supplier Name: Point Security
Address: NC Hwy 8 South
City, State, Zip: Lexington, NC 27292
Contact Name: Sean Noyes
Telephone: 336-357-3417

3. Sole Source Justification

- a) Is the recommended supplier also the manufacturer? **No**
- b) Does the manufacturer sell the item(s) through distributors? **Yes**
- c) Please explain why performance or price competition (i.e. only one source is capable of supplying the items or meeting the requirements) is not available for the desired commodity.

There are specific features of the B-SCAN LD 250 Body Scanner that are unique. The body scanner has a software system that tracks exposure limits of an individual against the ANSI N43.17-2009 Standard while providing comparison images for further evaluation. MCSO is required to track and report on exposure limits. Additionally, the B-SCAN product has an optimal X-ray beam geometry located at waist height (as opposed to images generated from the floor) which provides a uniform image from head-to-toe. Given that this approach provides a uniform image, there is less occurrence of repeat exposure to radiation as the needed images are captured on the first attempt. The waist height approach also provides better imaging for the torso and head areas which are of most concern.

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

Point Security supplies other x-ray and metal detector equipment for MCSO and the Courts that are managed by MCSO, which are all under support and maintenance agreements. This will provide standardization in support and maintenance for Jail Central operations.

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

- ☒ The required items are proprietary to the contractor/supplier
- ☐ 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, or
- ☐ 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.

- f) 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.

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the ANSI N43.17-2009 Standard while providing comparison images for further evaluation. MCSO is required to track and report on exposure limits. Additionally, the B-SCAN product has an optimal X-ray beam geometry located at waist height (as opposed to images generated from the floor) which provides a uniform image from head-to-toe. Given that this approach provides a uniform image, there is less occurrence of repeat exposure to radiation as the needed images are captured on the first attempt. The waist height approach also provides better imaging for the torso and head areas which are of most concern

g) Were alternative goods evaluated? Yes

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

MCSO reviewed other devices that use 3D image scanning, which does not produce a clear enough image to determine if contraband is present. MCSO reviewed other devices that generate x-ray images however they generate from the floor, which does not produce a uniform image and deters from the ability to determine if contraband is present.

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

[Click here to enter response.](#)

TERM: **X** One Time Purchase Ongoing Purchase

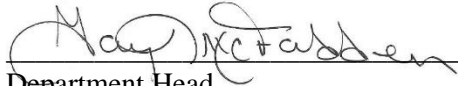
I certify that the above information is true and correct and that I have no financial or other beneficial interest in the vendor or product.



Requestor/Responsible Person Signature

3/1/2019

Date



Department Head

3/1/2019

Date

To Be Completed by Procurement Division Staff

Date Received: 3/1/19 [Click here to enter a date.](#)

☒ Approved ☐ Denied

Approval or Denial Reason: **Compatability and Standardization with other MCSO equipment. State approved vendor with unique features.**

Procurement Signature (*electronic signature is sufficient*):

