



Macros Must Be Enabled -- Please Re-open and Enable

## Sole Source Acquisition Request

[\[Email Me\]](#)  
Double click!

1. Fully describe the product(s) and/or service(s) being requested.

Vesta Solutions, inc. is the sole supporter of the Vesta Communicator/Alert system. The vendor is also the sole provider of maintenance and support for the Vesta Communicator/Alert system. The system is used by programs within the County of Fresno, Department of Public Health, Emergency Services Division, for mass notifications, including routing and emergency events.

2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

Chris Leonard, Regional Account Manager  
341 Cool Springs Blvd Ste 300, Franklin, TN 37067  
(615) 947-8390  
chris.leonard@motorolasolutions.com

3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.

The proposed Agreement is for a three-year initial term, with the option for 2 one-year extensions, including maintenance and support fees. An additional one-time set-up fee (\$500) has been budgeted. Also budgeted are Additional Licenses/Services Fees in the amount of \$20,000 per year (\$100,000 for the life of the contract).

$\$234,510 = \text{three-year term } ((\$26,802 + \$500) + \$26,802 + \$26,802) + 2 \text{ one-year extensions } (\$26,802 + \$26,802) + \$100,000$ . The maximum contract amount is not to exceed \$234,510 over the possible five-year term, including contingencies.

4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a sole source acquisition.

Vesta Solutions (previously Airbus DS) is the owner, and sole manufacturer of the Vesta Communicator/Alert system. Vesta is the only available vendor that installs, updates, and maintains its products, including system training.

5. Explain why the unique qualities and/or capabilities described above are essential to your department.

This system is used by programs within the County of Fresno Department of Public Health, Emergency Services Division, for mass notifications. It is used to provide routine and critical information to over 400 local medical providers, notify staff during emergency events and call back essential personnel for response to emergency events. The system has been in use by the Department for approximately 15 years, which keep the annual maintenance costs low.

6. Provide a comprehensive explanation of the research done to verify that there is only a sole vendor that is capable of providing the required service(s) and/or product(s). Include a list of all other vendors contacted with regard to providing the requested product(s) and/or service(s) and indicate their response.

On-line research concluded that no other vendor can provide maintenance and support for Vesta Communicator/Alert. Vesta Solutions has confirmed that no other vendor can provide these services due to them holding sole proprietorship of the system and its components. The system allows the Department to customize the program to their needs.

cvart 9/24/2019 2:48:08 PM

Requested By:

Title

[\[Sign\]](#) Double click!

**I approve this request to sole source for the service(s) and/or product(s) identified herein.**

dpomaville 9/24/2019 3:37:57 PM

Department Head Signature

[\[✕ Sign\]](#) Double click!

gcornuelle 9/25/2019 11:33:33 AM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!