

SOLE SOURCE JUSTIFICATION
Not Required for Single Purchases Under \$5,000

This form is required with all requests for a sole source determination for the procurement of any supplies or services. The justifications should clearly indicate why the legally mandated competitive process required for the procurement is not practicable or possible or is not in the best interests of the County. Letters from the manufacturer of the goods or providers of the service are not, by themselves, adequate justification. The form must be complete with any attachments and must be signed by the department head.

Sec. 11-32 Sole source procurement.

A contract may be negotiated and awarded without competition when the purchasing agent determines in writing, documenting the basis for the determination, after conducting a good faith review of available sources, that there is only one (1) source practicably available for the required good, service, insurance or construction item. The purchasing agent shall conduct negotiations, as appropriate, to obtain the best price, delivery, and terms. The county shall issue a written notice stating that only one (1) source was determined to be practicably available, and identifying that which is being procured, the contractor selected, and the date on which the contract was or will be awarded. This notice shall be posted in a designated public area or published in a newspaper of general circulation on the day the public body awards or announces its decision to award the contract, whichever occurs first. Public notice may also be published on the county Web site. A record of sole source procurements shall be maintained that lists each contractor's name, the type of each contract, the item(s) procured and the identification number of each contract file.

Department **Goochland Fire-Rescue**
Contact Name: **Mike Watkins, Deputy Chief**
Contact Phone: **804-310-3592**
Date of Request: **July 23, 2020**

1. Service Description or Product and Manufacturer Name/Model

Stryker Power Pro XT patient transport stretcher

2) **Estimated cost:** \$19,257.98

3) **Required delivery or performance date** August 1, 2020 or as soon as possible

4) Vendor name and address (name of "sole" product supplier or service provider):

Stryker Medical

PO Box 93308

Chicago, Illinois 60673-3308

Blair Cooper, elizabeth.cooper@stryker.com, 804-677-6543

5) Describe the unique design/performance features that make this particular product, system, or service unique and unavailable from other sources. Be specific:

The Stryker Power-Pro XT integrates with the existing Power-Load system to facilitate safe loading of the patient into the ambulance. This Power Load system locks the stretcher into place to meet national ambulance standards for stretcher retention in the event of a ambulance crash

6) How did you determine that there was only one source for the product or service? Describe what market research and/or evaluation of other products suppliers or service providers was made to determine that no other vendor either makes an acceptable product or can provide an acceptable service.

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Stryker is a large provider of medical devices and does not use vendors. They are the only source for their specific products. This stretcher is specific to the existing Powerload systems currently built into three of the departments current ambulances. The competitor, Ferno, is not compatible with the Stryker PowerLoad system and does not provide adequate safety. Stryker does not certify the use of other products with their system, nor are their stretchers compatible with other mounts.

7) How did you determine that the quoted cost of the goods or services is reasonable?
The current quote is similar to previous.

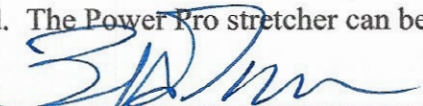
8) What product, system, or service provider has your Department used until now to satisfy this requirement?
The department currently uses Stryker Power Pro and Power Lift stretchers. Stretchers have a manufacturer's recommended service life of 10 years.

9) Is this request a one time request or is this a part of an on-going project that will require future expenditures? If yes, explain:
No, this is not a one time request. The department will continue to utilize Stryker stretchers for the future.

10) Is this purchase for evaluation and testing? If yes, will there be competition after evaluation or will this supply or service become a sole source request?
No

11) What will be the consequences if this request is denied?
If one of the three existing Power Pro stretchers breaks, the vehicle is out of service until the stretcher can be repaired. The Power Pro stretcher can be used in all units.

APPROVED/DENIED BY:


(Purchasing Agent)

DATE

7-23-20