

**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. 2-248. 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 County Sheriff's Office      
**Contact Name:**     Lt. Troy W. May      
**Contact Phone:**     804-556-5349      
**Date of Request:**     3/22/2022    

1) **Service Description or Product and Manufacturer Name/Model**     Falcon Flex      
    – Law Enforcement grade deployment license plate recognition camera.    

2) **Estimated cost**                     \$12,000 for 2 Years    

3) **Required delivery or performance date**     June 30, 2022    

4) **Vendor name and address (name of "sole" product supplier or service provider):**  
    Flock Safety -1170 Howell Mill Rd. NW – Suite210, Atlanta, GA 30318    

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

    Flock system is the only LPR provider to officially partner with AXON and Evidence.com, which is currently the Body Worn Camera of the Goochland County Sheriff's Office and houses all stored BWC evidence. Flock also is fully integrated with AXON Fleet 3, which has recently been processed in the most recent contract with AXON. Flock Safety is also used by neighboring jurisdictions, such as Henrico County, where data can be shared within the system. The Falcon Flex is a battery-operated camera that can capture up to 30,000 license plates on a single charge. The data is transmitted through LTE, which can be monitored remotely. The device can be monitored through a phone, which will assist in its location, battery life, and status.    

6) **How did you determine that there was only one source for the product or service?**

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**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.**

Research was conducted with similar products, with a focus on a battery-operated system, that could withstand the longevity of a battery-operated system, weather conditions, and the practical application of remote software and monitoring. Similar items did not offer a battery life to maintain field deployment for a 30,000-vehicle rating. Similar products that offered a solar panel were not ideal for the tree covering for county roads. Conference calls or video conferencing was conducted with various vendors, and the integration system expressed with Flock, in its ability to use AXON and neighboring jurisdictions data was paramount.

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**7) How did you determine that the quoted cost of the goods or services is reasonable?**

Cost of goods was compared to other competitors who offer similar new products but lack the details that are highlighted in section 5.

**8) What product, system, or service provider has your department used until now to satisfy this requirement?**

This quick deployment, portable technology did not exist until recently.

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**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:**

Initial purchase will be for a 2-year contract for equipment and services. Additional contract years may be requested.

**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, but if the technology improves, and there are more competitive options, that will be explored IF the time comes.

**11) What will be the consequences if this request is denied?**

The Goochland County Sheriff's Office would be unable to efficiently capture license plate data in specific crime areas, that the Falcon Flex could accommodate.

APPROVED/DENIED BY: 

DATE 4-27-22

(Purchasing Agent)