



Materials Management
Sole Source and Special Procurement Request

REQUESTOR INFORMATION:

Requestor: Mark Fortkamp	Date: 5/23/2016	Department: Water Services
Phone Number: 623-930-4117	Email Address: mfortkamp@glendaleaz.com	

PROPOSED VENDOR INFORMATION:

Proposed Vendor: Arizona Wastewater Industries, Inc.	Proposed Vendor Contact: Aaron Mickle
Proposed Vendor Address: 20 S. 48 th Ave., Suite 802	
City, State and Zip Code: Phoenix, Arizona. 85043	
Vendor Phone: 602-778-9359	Vendor Fax: 480-425-3321
Procurement method requested:	<input checked="" type="checkbox"/> Sole Source <input type="checkbox"/> Special Procurement

PURCHASE INFORMATION:

Total Cost of this Order: \$20,000/annually	One time purchase: Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> Federal Money: Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> If yes, explain funding source:
Fund #: 2420 / Department #: 17630 / Account #: 524400	
Description of the product or service requested: Supplier of OEM (Original Equipment Manufacturer) products/parts for existing CUES TV equipment including transporter, wireline, software and reel assembly.	

In accordance with Finance Administrative Policy No. 12, I have conducted a good faith review of available sources and determine that there is only one known and/or one practical source for the required items in accordance with the Guidelines for Justification attached.

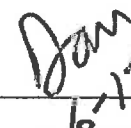
REQUESTOR CERTIFICATION: Mark Fortkamp

Requestor Mark Fortkamp Division Water Services-Wastewater Collection Date 5/19/2016

DEPARTMENT DIRECTOR APPROVAL:

Director  Division

Date 6-20-16


6-17-16

MATERIALS MANAGEMENT APPROVAL:

In accordance with Finance Administrative Policy No. 12, I have conducted a good faith review of this request and agree that there is only one known and/or one practical source for the required items in accordance with the Guidelines for Justification attached.

Materials Manager 

Date 6-22-16

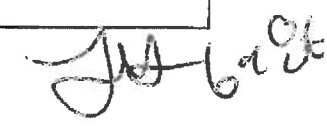
Materials Management requires reevaluation and resubmission of a Sole Source Request for this procurement:

Single Use Only: ☐

Annually: ☐

End of first term of Contract: ☐

End of Contract, including any extensions: ☒


6-22-16



Materials Management

Sole Source and Special Procurement Request

Check the reason(s) below to identify why you have determined the purchase is a **Sole Source or Special Procurement** and attach supporting documentation. Use only column. A purchase cannot be BOTH a sole source and a special procurement

SOLE SOURCE	SPECIAL PROCUREMENT
<input checked="" type="checkbox"/> Compatibility. Indicate system, make, model and function <input type="checkbox"/> Unique repair/replacement item. Identify item to be used with previous PO number item purchased, and warranty period <input type="checkbox"/> Supplementary or necessary part required from same manufacturer. Identify in-house equipment and use with existing system <input type="checkbox"/> Unique Item <input type="checkbox"/> Unique Service <input type="checkbox"/> Proprietary Specifications (Copyright, patented, etc.) <input type="checkbox"/> Other reasons, if not above. Explain in detail	<input type="checkbox"/> Presents such limited competition that a competitive bid or proposal process cannot reasonably be used <input type="checkbox"/> Discourages the use of a competitive bid or proposal as it will result in a substantially higher cost to the city, or will otherwise impair the city's financial interests <input type="checkbox"/> Substantially impede the city's administrative functions or the delivery of services to the public <input type="checkbox"/> Does not qualify as a sole source or emergency <input type="checkbox"/> Has only one provider with the experience and capability to successfully perform the contract <input type="checkbox"/> Presents a significant time constraint as the need was not known in sufficient time to allow for competitive procurement and time is of the essence <input type="checkbox"/> Other reasons, if not above. Explain in detail

JUSTIFICATION:

Use the Guidelines for Justification of the selected reason(s) above, and provide a full explanation of your reason that the product/service is a sole source or special procurement:

Arizona Wastewater Industries is the sole authorized distributor of CUES parts, major equipment, software and repair services in the states of Arizona, New Mexico and Nevada and is also authorized by CUES to perform warranty work on CUES equipment, and to stock CUES spare parts and loaner inventory.

MANDATORY RESEARCH DOCUMENTATION REQUIREMENT:

Provide a detailed explanation of efforts made to determine the availability of the product or service from any other vendor, including other distributors: **See attached sole source letter**

PREPARER NOTE: If this is a vehicle or technology purchase, concurrence of the Equipment Management Superintendent or the IT Director will be required. N/A

05/19/2016

"The Standard of the Industry"



CUES Sole Source/OEM Justification

1943 S. Augusta Ct.
Ontario, CA 91761
(909) 923-2001
(909) 923-2091 (Fax)
(800) 544-8695 (WATTS)

100% Full Circle Compatibility:

Arizona Wastewater (A.W.I.) is the sole distributor of Cues OEM products for the states of Arizona, New Mexico and Nevada.

- CUES is the sole manufacture and supplier of OEM (*Original Equipment Manufacture*) products/parts for your existing CUES TV equipment. Due to compatibility and warranty issues CUES recommends the purchase of "Original" components and parts.
- Cues is the sole manufacture of the Lateral and Mainline Probe (LAMP), and all its related components.
- CUES is the sole manufacture of the ProData and Granite XP video/footage capture system. CUES has the only in-house software support team. Other products in the market are 3rd party add-on programs and offer no in house support. The ESRI Interface Module and PACP module were designed in-house by Cues to only work with the Granite XP software. Also, Granite XP will only work with modules developed by Cues.
- Cues is the Sole manufacturer of the Wireless GPS Mapping Stick.
- The CUES OZII Pan, Tilt and ZOOM Camera, Ultra Shorty Tractor, Pipe Ranger are solely manufactured by CUES Inc. .
- CUES West maintains several million dollars in parts and supplies that eliminates the need to have an extensive part inventory.
- There are to Factory Direct OEM Service Centers located in California, one in Ontario, and one in Vacaville, allowing easy same day support which will limit your downtime and maximize your return on investment.
- Arizona Wastewater Industries, Prescott, AZ, is the sole authorized distributor of CUES parts, major equipment, and repair services in the states of Arizona and New Mexico. Arizona Wastewater is also authorized by CUES to perform warranty work on CUES equipment, and to stock CUES spare parts and loaner inventory.

Sincerely,


Matt Olson, Regional Sales Manager

Corporate Office:

3600 Rio Vista Avenue, Orlando, FL 32805 • Telephone (407) 849-0190 / (800) 327-7791 • Fax (407) 425-1569