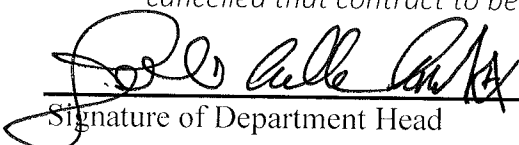


## “SOLE SOURCE” PROCUREMENT JUSTIFICATION

Sole source purchases are goods and services available from only one vendor. There may be just one vendor because of patents or copyrights or simply because the vendor is the only one which supplies the good or service. Using Department must provide a written explanation as to why only this particular product/service is acceptable and why no other will be suitable or acceptable to meet the need. A quote must accompany this form.

Department name: Office of Emergency Management

1. Name of product or service: WebEOC
2. Name of product manufacturer: Juvaré
3. Name of “sole” product supplier or service provider: Juvaré
4. Describe in general terms the product/service you are requesting and the intended application.  
*We are looking to purchase a virtual EOC platform for coordination amongst agencies responding to disasters.*
5. Describe the unique features/capabilities/characteristics that distinguish it from other products/services.  
*The ability to create an agency’s own boards is a unique feature of WebEOC that no other CIMS vendor provides to their clients. These boards can be created for planned events or done quickly as needed to address new strategies and tactics by the Emergency Management users with no cost to the agency. In addition, these boards can be shared between other WebEOC users, which saves time and creates consistent best practices for how agencies manage events.*  
  
*Also, The state of New Mexico Department of Homeland Security and Emergency Management is currently being deployed with the WebEOC Enterprise solution, which allows seamless integrations between Dona Ana County Emergency Management and the State Emergency Management Operations Center. This integration allows for seamless data sharing between the County and the state during wildfires, floods, and other critical incidents, like the current Covid-19 crisis.*
6. How did you determine there was only one source for the product or service? Provide information on the research that was performed to locate suppliers for this product(s) or service(s). (Please furnish names, addresses and other documentation).  
*The State of NM has procured the software and will be providing for our use in the future after their implementation. We would like to maximize efficiencies by training and uploading data into one system so that when the transition to the state’s database occurs we are prepared. A system is needed immediately for this disaster but long-term virtual EOC is the end goal.*
7. What product supplier or service provider has your Department used until now to satisfy similar requirements?  
*The State of NM previously provided eTeams free to the Emergency Managers for use but they cancelled that contract to begin utilizing WebEOC.*

  
Signature of Department Head

16 APR 20  
Date

(Attach Quote and Use Additional Sheets As Necessary)

\*\*This form is used by Purchasing Department to determine if a “Sole Source” procurement criterion is met. Completing this form does not guarantee approval of this type of procurement.



Juvare Contact  
Cliff Micham  
+1 2523781594  
clifford.micham@juvare.com

**IF YOU SEND A PURCHASE ORDER FOR THE ITEMS BELOW, THE PURCHASE ORDER MUST HAVE THE QUOTE NUMBER & QUOTE DATE ON THE PURCHASE ORDER TO BE ACCEPTED.**

**Quote Number:** Q-01842  
**Quote for:** Dona Ana County WebEOC Core One Year Subscription Quote

**Quote Date:** April 10, 2020  
**Quote Expires:** June 09, 2020

**Quote To:**  
**Doña Ana County/CLC OEM**

**Ship To:**  
**Doña Ana County/CLC OEM**

, New Mexico

, New Mexico

**Quote Contact:**  
Amanda Bowen, Emergency Management Coordinator  
amandab@donaanacounty.org | 5756477900

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**Thank you for your support of Juvare products and services!** If you are ready to proceed with a purchase order, address all purchase orders to **ESi Acquisition, Inc., 235 Peachtree Street NE, Suite 2300, Atlanta, Georgia 30303**. The terms and conditions of the master agreement by and between Juvare, LLC (or the above affiliate) and the Client (as set forth in the applicable master agreement) shall govern and control this Quote and all services, products and deliverables provided pursuant to this Quote (any terms and conditions in the purchase order that attempt to add, change, remove or otherwise modify terms and conditions set forth in such master agreement shall not be effective unless and until signed in a written amendment by and between the parties to the master agreement. Any such modifications via a purchase order shall be deemed null and void).

Quotes issued in US Dollars and are exclusive of applicable taxes and travel expenses. Items not manufactured by Juvare are subject to change. Substitutes will be provided for customer consideration and approval.

**IF YOU SEND A PURCHASE ORDER FOR THE ITEMS BELOW, THE PURCHASE ORDER MUST HAVE THE QUOTE NUMBER & QUOTE DATE ON THE PURCHASE ORDER TO BE ACCEPTED.**

**We look forward to working with you and your staff!**

ITEM NUMBER	DESCRIPTION	SALES PRICE	QTY	TOTAL PRICE
100-S-CORE-1	<b>Subscription - WebEOC Core (2 Admin, 50 Users)</b>	\$10,000.00	1	\$10,000.00
700-P-CORE-S	<b>Professional Services - WebEOC Core Subscription Implementation</b>	\$3,500.00	1	\$3,500.00
			<b>Subtotal:</b>	<b>\$13,500.00</b>
<b>Contract Grand Total (plus applicable taxes)</b>				<b>\$13,500.00</b>

**Additional Disclaimer**

Totals listed above are exclusive of applicable taxes.

Work cannot be started and dates for services cannot be secured until the applicable initial payment has been received. Pricing contained herein is based on configuration outlined above. Some items may not be sold separately. Pricing is valid until the expiration date set forth above.

If the "Bill To" entity above is tax-exempt, such entity shall be responsible for providing all necessary documentation to show such tax-exempt status.

Estimated amounts for Pre-Paid Travel Expenses are for informational purposes only; all Travel Expenses incurred by Juvare or its affiliate shall be invoiced to and paid by Client.



235 Peachtree Street, Suite 2300  
Atlanta, GA 30303

April 13, 2020

Cullen Combs  
Emergency Manager  
1179 North Solano, Suite O  
Las Cruces, New Mexico 88001

**RE: Response to Sole Source Inquiry; WebEOC Software**

Mr. Combs,

This letter outlines the specific unique feature sets of WebEOC Enterprise that validate your request for a sole purchase of WebEOC. Below are bullet points identifying the capabilities that no other provider of Emergency Management software for tracking critical and emergency incidents for the purpose of response and recovery. The below items are specific to the WebEOC solution:

- The state of New Mexico Department of Homeland Security and Emergency Management is currently being deployed with the WebEOC Enterprise solution, which allows seamless integrations between Dona Ana County Emergency Management and the State Emergency Management Operations Center. This integration allows for seamless data sharing between the County and the state during wildfires, floods, and other critical incidents, like the current Covid-19 crisis.
- The Palo Verde Nuclear Generating Station, Holloman Air Force Base, White Sands Missile Range, and the City of Albuquerque are also active WebEOC clients, which will allow data integrations between the County and these other mission critical facilities. Because they are WebEOC clients, the County will be able to exchange critical data and create Common Operating Pictures that provide crucial intelligence and information that affect larger regions in the area.
- WebEOC is deployed and being used in 44 states and is also implemented in 68 federal agencies, including the Federal Emergency Management Agency (FEMA). Currently, New Mexico is the only state in FEMA region VI (AR, LA, OK, and TX) and the Central United States Earthquake Consortium (TN, AR, MI, KY, IL, IN, and MS) that does not have the WebEOC program. Dona Ana County will be able to access data with these important consortiums, which allows them to take advantage of planning, activation, and the sharing of “boards” that can create consistency and best practices for response to emergencies.
- The ability to create an agency’s own boards is a unique feature of WebEOC that no other CIMS vendor provides to their clients. These boards can be created for planned events or done quickly



235 Peachtree Street, Suite 2300  
Atlanta, GA 30303

as needed to address new strategies and tactics by the Emergency Management users with no cost to the agency. In addition, these boards can be shared between other WebEOC users, which saves time and creates consistent best practices for how agencies manage events.

The WebEOC professional services team also provides a wide range of services that are specifically designed to support the WebEOC user base. These services are very specialized in nature and focused on configuration and technical support for the proprietary software technology. These services frequently require access to proprietary information and are not available through or resold by any third parties. The WebEOC Hosting Services and Enterprise subscription services are available exclusively from Juvare.

On behalf of Juvare, we look forward to the opportunity to work with you. If you have any questions, or require additional information, please do not hesitate to contact me at (252) 378-1594.

Sincerely,

*Cliff Micham*

Cliff Micham  
Director, Business Development  
State and Local Government

## Amanda Bowen

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**From:** Brannin, Wynn, DHSEM <Wynn.Brannin@state.nm.us>  
**Sent:** Tuesday, April 21, 2020 6:33 PM  
**To:** Cullen Combs  
**Cc:** Amanda Bowen; Jason Smith; Patricia Biever  
**Subject:** RE: DHSEM plan for WebEOC

The state of New Mexico Department of Homeland Security and Emergency Management currently is working with the WebEOC for the state emergency operations center. We are reaching out to all local Emergency Management offices in the state to be able to have access to see the state WebEOC pages. Currently locals can look and put stuff in but it is not setup to have county boards for each county.

Other agencies that are using WebEOC can allow us to have access to their boards when they acquire a system.

Wynn

Respectfully,


Wynn Brannin NMCEM  
Statewide Emergency Coordinator  
Statewide Interoperability Coordinator (SWIC)

New Mexico Department of Homeland Security and Emergency Management  
P.O. Box 27111  
Santa Fe, NM 87502

Office: (505) 476-9678  
Cell: (505) 469-2929  
Fax: (505) 476-9695  
[wynn.brannin@state.nm.us](mailto:wynn.brannin@state.nm.us)



Building Resilience in New Mexico

 Please consider the environment before printing this e-mail

**From:** Cullen Combs <cullen.combs@donaanacounty.org>  
**Sent:** Tuesday, April 21, 2020 1:19 PM  
**To:** Brannin, Wynn, DHSEM <Wynn.Brannin@state.nm.us>  
**Cc:** Amanda Bowen <amandab@donaanacounty.org>; Jason Smith <jasmith@las-cruces.org>; Patricia Biever <patriciab@donaanacounty.org>  
**Subject:** [EXT] Re: DHSEM plan for WebEOC

Wynn,

If you would please respond to the below message so it can be added to request for purchase package. Thanks- Cullen

Sent from my iPhone

On Apr 16, 2020, at 11:18, Cullen Combs <[cullen.combs@donaanacounty.org](mailto:cullen.combs@donaanacounty.org)> wrote:

Wynn,

It was good to speak with you yesterday, per our conversation if you would please reply stating the current use of WebEOC by DHSEM and briefly, the plan to distribute WebEOC capability to Counties within New Mexico. This email will be added to DAC/CLC OEM's justification package for Dona Ana Co to purchase a one year contract with Juvare, LLC and how then the following year we will fall under DHSEM contract. As always, it great to work with you and please let me know if you need anything further for this request.

V/r,

Cullen

J. Cullen Combs  
Emergency Manager  
Doña Ana County/City of Las Cruces  
Office of Emergency Management  
1170 North Solano, Suite O  
Las Cruces, NM 88001  
(575) 647-7928 Phone  
(575) 649-1065 Cell  
(575) 647-7996 Fax  
[cullen.combs@donaanacounty.org](mailto:cullen.combs@donaanacounty.org)