

"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: Sunland Park Fire Department

1. Name of product or service: CT Deect Custom Wireless Digital Duplex Communication Network for In Suit Communications for Hazmat Operations
2. Name of product manufacturer: CeoTronics, Inc.
3. Name of "sole" product supplier or service provider: CeoTronics, Inc.
4. Describe in general terms the product/service you are requesting and the intended application.

1 CeoTronics DECT Plus Case with 2-way Radio Interface, Bluetooth
1 CeoTronics DECT Plus Case – Satellite Unit with 2-way Radio Interface, Bluetooth
8 DETC Plus Individual Communications units
8 CT Action Neckband Headset
8 CT Comfort Throat Mic
8 PTT Cable for DETC Plus
1 12 Pin adapter
1 Interface cable
1 Storage case

The Sunland Park Fire Department is requesting purchase of the previously described system to be able to provide In-suit Communications during our Hazmat Operations. This will also comply with the Interoperability in working with Dona Ana County Fire and Las Cruces Fire Department.

5. Describe the unique features/capabilities/characteristics that distinguish it from other products/services.


The CeoTronics In-suit communications system has a 2-way radio interface with Bluetooth that will allow a phone to be used as an additional radio interface on the system. It is specifically for use in a hazard zone and used inside the Hazmat suit. It is the only system that will be able to communicate with LCFD and DACFES in an emergency situation on Hazmat Response.

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).

Made contact with Jack Darden at CeoTronics who provided the Sole Source documentation letter which has been submitted to the LC OEM for justification. CeoTronics is the sole distributor of this system.

7. What product supplier or service provider has your Department used until now to satisfy similar requirements?

The Sunland Park Fire Department has no current In-suit Communications system, pending award from the SHSGP to gain this capability.



7-29-19

Signature of Department Head

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.



February 17, 2019

Captain Dennis Schoen Jr
SUNLAND PARK FIRE DEPARTMENT

Good Day Sir,

This letter is to certify the CeoTronics is the manufacturer and sole distributor of the CT DECT Custom Wireless Digital Duplex Communication Network for In Suit Communications for HAZMAT operations - with additional integrated options for Cell Phone and Portable Radio interface for In Suit Communications.

Should you need any additional information, please don't hesitate to call on me.

Respectfully,

/s/ Jack Darden

Jack Darden
Director, Sales and Marketing
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Sales Quote FOR

SUNLAND PARK FIRE DEPARTMENT HAZMAT TEAM - CPT DENNIS SCHOEN
8 User DECT Plus Systems - DECT Plus Case

Quote ID: 071218A JD1
 CeoTronics Inc
 Jack Darden

Valid Through 8/31/2018

ALL PRICES ARE US DOLLARS

SECTION	MFR	MODEL/PART	DESCRIPTION	QTY.	UNIT	List Price	Discounted Price	EXT. PRICE
A			EQUIPMENT					
1	CeoTronics	1430500	DECT PLUS Case - Command Unit with 2way radio interface, BlueTooth	1	EA	\$ 17,500.00	\$ 11,108.31	\$ 11,108.31
2								
3								
4		1430510	DECT Plus Case - Satellite Unit with 2way radio interface, BlueTooth	1	EA	\$ 17,500.00	\$ 11,108.31	\$ 11,108.31
5								
6								
7		1430053	DECT Plus Multi Standard - US Version	8	EA	\$ 2,199.00	\$ 1,395.84	\$ 11,166.72
8								
9		0909574	CT Action Neckband Headset - 6pin NO PTT	8	EA	\$ 649.00	\$ 411.96	\$ 3,295.68
10								
11		0247089	CT Comfort Throat Mike - 6pin NO PTT	8	EA	\$ 549.00	\$ 348.48	\$ 2,787.84
12								
13		0913020	PTT Cable - HAZMAT - for DECT PLUS Multi	8	EA	\$ 329.00	\$ 208.84	\$ 1,670.72
14								
15		0982107	12 Pin Adapter - APX series	1	EA	\$ 299.00	\$ 189.79	\$ 189.79
16								
17		1309001	Interface cable to DECT PLUS Case - 12 pin	1	EA	\$ 899.00	\$ 570.65	\$ 570.65
18								
19								
20								
			Total Product					\$ 41,898.02
C			OPEN MARKET ANCILLARY ITEMS:			List Price	Unit Price	
1		13026	Storage case for system & accessories	1	EA	\$ 549.00	\$ 549.00	\$ 549.00
2								\$ -
			Total Open Market Ancillary					\$ 549.00
			Total Product and Open Market Ancillary					\$ 42,447.02
E			SHIPPING					
1			Shipping - UPS Ground	1	LOT		\$ 100.00	\$ 100.00
2								\$ -
			Total Shipping					\$ 100.00
			ORDER TOTAL					\$ 42,547.02
			Sales Tax					
			ALL PRICES US DOLLARS					\$ 42,547.02

Applicable taxes not included, please provide tax exempt certificate as necessary.

Spreadsheet Summary	
Total Product	\$ 41,898.02
Total Open Market Ancillary Items	\$ 549.00
Shipping	\$ 100.00
Sales Tax	\$ -
Total ORDER	\$ 42,547.02
Q&A Payment Terms: 1% discount 30 days / Net 30 days	