



CITY OF HARRISONBURG  
**FINANCE  
& PURCHASING**

409 SOUTH MAIN STREET, 3RD FLOOR  
HARRISONBURG, VA 22801  
FINANCE OFFICE (540) 432-7702 • FAX (540) 432-7779  
PURCHASING OFFICE (540) 432-7794 • FAX (540) 432-7779

## Sole Source Procurement Award Notification

Department: HRECC

Date: 03-03-26

Vendor: C2 Systems

It is the policy of the City of Harrisonburg that contracts be awarded on a competitive basis and that the use of a sole source procurement must be limited to those instances where only one source is practicably available. Personal preference for certain brands or products does not adequately justify limiting competition. Per Virginia Code 2.2-4303 and 2.2-4360 the sole source document must be posted online for a minimum of ten (10) days before purchasing the product/service.

1. Explain why this is the only product or service that can meet the needs of the department making the purchase.

C2 Systems is uniquely able to repair and upgrade the existing BDA supporting radio coverage in and around the Jail. They have direct experience with this installed system, and the work requires OEM-authorized service and proprietary programming access to restore reliable bi-directional radio communications quickly.

2. Explain why this vendor is the only practicably available source from which to obtain this product or service.

This work is time-sensitive for public safety operations. C2 Systems can act immediately because they already know the current BDA configuration and have the required authorized/proprietary access; bringing in another vendor would delay restoration due to re-diagnostics and access/credential setup.

3. Explain why the price is considered reasonable. (*How does the pricing compare to similar products and if known, how does pricing compare to similar entities?*)

The \$40,000 cost is reasonable given the need for specialized BDA expertise to correct issues tied to an improper prior installation and to complete required repairs/upgrades quickly to restore reliable Jail radio coverage.

4. Describe the efforts that were made to conduct a noncompetitive negotiation to get the best possible price for the taxpayers. (*What efforts have been made to obtain the best pricing? Sole Source purchases should still be negotiated to obtain the best fair and reasonable price.*)

Given the immediate need to restore reliable Jail radio coverage, the City pursued a noncompetitive negotiation by reviewing the scope and pricing with C2 Systems and confirming the costs are fair and reasonable for the required repairs/upgrades and expedited timeline.

Dept. Signature: \_\_\_\_\_

Date: 03-03-26