

## Sole Source Procurement Instructions

Department: Fire

Date: 04/24/2025

Vendor: Forged Fire and Company

Product/Service: 40' Training Prop Container / Roof Training Prop / Forcible Entry Training Prop

It is the policy of the City of Harrisonburg that contracts/products 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. 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.

The Forged Fire and Company Roof Training Prop Simulator and Forcible Entry Training Prop are uniquely constructed into a 40' container module that can serve in a stand-alone capacity or be integrated into a more complex training building. This training prop is mobile which is a requirement to meet the flood plain limitations of the training grounds located in Harrisonburg.

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

This is the only company that offers this type of configuration for the fire service. The roof simulator articulates between a 9/12 pitch to a 16/12 pitch and offers pinnable joists that can be sized from 2'x4' through 2'x12". There is also a unique feature allowing the placement of drywall under the prop to simulate roof operations for firefighters more realistically. The integrated Forcible Entry simulator is also unique to the product.

3. Explain why the price is considered reasonable.

1. Versatility: The Forged product allows for phased construction, enabling our department to build according to our budget and easily add or replace features as needed. 2. Realism: The Forged modular system provides the flexibility to alter building layouts and components over time, preventing training from becoming stagnant. 3. Modular Construction: The Forged bolt-in design significantly reduces maintenance costs and repair time compared to traditional welded-in systems. 4. Faster Project Timelines: The Forged system ensures quicker build times, allowing our department to begin training sooner. 5. Training Program Growth: The Forged system supports continuous training evolution by allowing HFD to add new props and layouts, ensuring progressive learning environments. 6. Certified Designs: All Forged designs are engineer-certified and meet NFPA compliance standards.

4. Describe the efforts that were made to conduct a noncompetitive negotiation to get the best possible price for the taxpayers.

The initial cost proposal estimates were reported to be in the \$50-60,000 range based on the stated needs of the department in seeking a modular training prop. The vendor acknowledged the need to be fiscally responsible in the price and responsive in the delivery timetable. The final negotiated price reflects a substantial cost savings over initial estimates.

**Please attach this form to the Requisition and forward to Purchasing.**

Signature: 

Date: 4/28/25