

Sole Source Procurement Instructions

Department: Information Technology

Date: 3-18-14

Vendor: Netmotion Wireless

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.

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

Police department has a need to be connected consistently to applications when using mobile devices in their vehicles. Ordinary VPN devices will disconnect from services when the signal is weak or blocked. This will require the Police officers to re log into the VPN as well as any programs that they were using at the time. Application persistence allows the vehicles applications to "suspend" processing until the connection is again strong enough to continue.

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

At the time (2008) only Netmotion Wireless and Smith-Micro were the only vendors in the arena of secure VPN connections with Application Persistence. Smith Corona's solution was the higher cost solution.

3. Explain why the price is considered reasonable.

Cost is about 20% of the initial investment which is in line for software support

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

We had both vendors supply us with identical products and services and took the lowest cost solution.

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

Signature: Paul A Malabad

Date: _____