Sole Source Procurement Instructions

Department: FIRE   **Date: 3/21/2022**

Vendor: Coredata

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. Personal preference for certain brands or products does not adequately justify limiting competition.

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

The Cordata Community Navigation Platform is the only care management & data evaluation technology with the capacity to deliver and support a community engagement model of overdose response. It includes unique features that are necessary to carry out the goals of our Community Paramedicine grant, including:
- **All the privacy and security safeguards necessary to meet HIPAA and 42 CFR Part 2 requirements including but not limited to secure documentation, hosting and cloud storage systems, & management of patient consent.**
- **Workflow, program management and reporting features designed specifically for overdose response programs.**
- **Case management-oriented documentation that allows for the monitoring of patient status over time.**
- **Reporting and evaluation features that meet BJA reporting requirements and provide transparent access to our data for the purposes of planning, evaluation and future program design.**
- **Willingness to explore integration with local health system partners.**

We explored three alternative vendors: Unite Us, Image Trend and a specialty software designed by university partners to support the evaluation of addiction related projects in Virginia:
- **Unite Us: Unable to support Care Management Functions. Lack of workflows for overdose response. Unable to accommodate HIPAA/CFR42.**
- **Image Trend: Unable to support Care Management Function. Lack of workflows for overdose response. Challenges with reporting and evaluation features necessary for grant and program management.**
- **Specialty Software: Unable to support Care Management Functions. Lack of workflows for overdose response. Challenge managing HIPAA/CFR42.**

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

In addition to providing a highly sophisticated technology package, Cordata brings a significant level of expertise. The City has received funding to cover the initial startup costs associated with Cordata through a grant funded by the Bureau of Justice Administration (BJA). Cordata is the most experienced technology vendor in the deflection/overdose response field. They have more than 4 years of experience deploying software for programs like Quick Response Teams, LEAD, and safe stations. Their software currently supports activities and reporting for

a wide variety of projects like ours, including those funded by BJA, CDC and SAMHSA. Their team will provide coaching and guidance throughout the implementation of the software and execution of our project to ensure that the City meets all requirements and delivers high-quality, sustainable services.
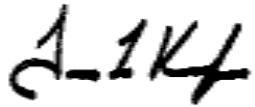
3. Explain why the price is considered reasonable.

Currently, there are no other products on the market that offer the same technology platform. After negotiating, Cordata agreed to offer Harrisonburg a discounted, early adopter pricing.

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

Cordata negotiated to this license level and pricing based on the grant requirements and budget, as well as our status as an early adopter of the technology.

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

Signature: _____ Date: 3/21/2022