

Sole Source Procurement Instructions

Department: Harrisonburg Police Department

Date: 7/18/22

Vendor: Grayshift LLC

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.

Grayshift extractions are easier to perform, the results are reliable and obtained more quickly, and no other company can perform deep extractions into locked iPhones.

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

Other companies can only retrieve partial data from locked iPhones. We've also compared GrayKey extractions against another leading extraction tool and received a much larger amount of data with GrayKey.

3. Explain why the price is considered reasonable.

Pricing is tiered based on usage and is more cost effective than paying for each individual extraction.

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

Pricing is tiered based on usage. This package was selected based on the number of examinations performed by HPD during the past few years to obtain the best pricing option possible.

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

Signature: _____



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