

Date Received

CHIEF ADMINISTRATIVE OFFICE  
Procurement and Contracts Division

NON-COMPETITIVE PURCHASE REQUEST JUSTIFICATION

Required for all (non-emergency) sole source acquisitions in excess of \$5,000.00 and sole source service requests in excess of \$100,000.00.

This justification document consists of three (3) pages. All information must be provided and all questions must be answered. Department Head approval is required.

Requesting Department Information

Department: 24-Sheriff Org Code: 2420GEN 2402100 C40SERSUP WS  
Contact Name: Monica Ferguson/Tania Subobject: User Code:  
Telephone: 621-6636 Fax:

Required Supplier / Vendor Information

Vendor / Supplier Name: ODIN SYSTEMS INC Vendor / Supplier Address: 6612 Merchandise Way, Ste. 200  
Contact Name: DUSTIN SAYLOR Diamond Springs, CA 95619  
Estimated Purchase Price/Contract Amount: \$1,000,000.00 Vendor / Supplier Email Address: dustin@odinsystems.com  
Telephone: 866-404-4415 Fax:

Provide a brief description of the request, including all goods and/or services the vendor/supplier will provide and supporting exemption reference from Board Policy C-17 - Procurement Policy:

Three year Purchase Contract for equipment, maintenance and labor for Fixed License Plate Readers. Exemption 2b. Competition is precluded because of the existence of patent rights, copy/rights, secret processes, control of the basis raw materials(s) or similar circumstances, and no equivalent good is available, applies to this purchase.

Department Head: Monica Ferguson Digitally signed by Monica Ferguson Date: 2022.12.06 14:20:57 -08'00'  
Signature

Purchasing Agent: Michele Weiner (Dec 14, 2022 10:45 PST)  
Signature

Board of Supervisors:  
Date:  
Item:

P&C Assignment:  
Assigned To:  
Date:

**A. The good/service requested is restricted to one supplier for the reason stated below:**

1. Why is the acquisition restricted to this goods/services supplier? (Explain why the acquisition cannot be competitively sourced. Explain how the supplier is the only source for the acquisition.)

Requesting specific product to preserve compatibility with current units in use. Odin was previously sub-contracted through Vigilant to install License Plate Readers. Vigilant (Motorola) is the distributor of the equipment, but has requested we contract through Odin for an end-to-end agreement so that equipment, installation, and maintenance can all be provided through Odin. Odin is the registered opportunity with Motorola Solutions per the attached letter from Motorola.

2. Provide the background of events leading to this acquisition.

Requesting the purchase of additional LPR units from same vendor for ease of maintenance and compatibility. Vigilant has requested we contract directly with Odin for ease of communication for both the purchase of equipment and installation/maintenance. Odin Systems has registered this opportunity with Motorola Solutions. A registered opportunity means Odin Systems is the only vendor allowed to provide our technology for this purchase. Additionally, Odin Systems is the only local reseller who offers direct service contracts to install and maintain our fixed LPR technology in this area.

3. Describe the uniqueness of the acquisition. (Why was the goods/services supplier chosen?)

Odin is the only vendor that works directly with Vigilant for the purchase, installation, and maintenance of LPRs.

4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?

We will not be able to continue with our LPR (License Plate Reader) program without this Purchase Contract.

5. What market research was conducted to substantiate no competition, including the evaluation of other items or service providers? (Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The name and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.)

Requesting the purchase of additional LPR units from same vendor for ease of maintenance and compatibility. We initially conducted research and found Vigilant for the product purchase. After the first round of LPR installation it was determined that it would be in the best interest of Vigilant, Odin, and the County if the County contracted directly with Odin; removing Vigilant as the middle man between the County and Odin.

**B. Price Analysis:**

1. How was the price offered determined to be fair and reasonable? (Explain what basis was used for comparison and include cost analysis as applicable.)

Price is reasonable for this type of purchase.

2. Describe any cost savings or avoidance realized (one-time or ongoing) by acquiring the goods/services from this supplier.

We have purchased and are using this LPR system. It would be expensive to use any other systems in the market because the current equipment would no longer be compatible with future purchases.