

CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division

Date Received

NON-COMPETITIVE BID PURCHASE JUSTIFICATION

Required for all sole source acquisitions in excess of \$5,000.00.

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:	Index Code:	
Department of Transportation	3630300	
Contact Name:	Subobject:	User Code:
Ashley Johnson	4575	
Telephone:	Fax:	
530-642-4925	530-642-9238	

Required Supplier / Vendor Information

Vendor / Supplier Name:	Vendor / Supplier Address:
WESTERN SYSTEMS INC.	1122 INDUSTRY STREET, BUILDING B
Contact Name:	EVERETT, WA 98203
ZACH HOITING	
Estimated Purchase Price:	Vendor / Supplier Email Address:
\$300,000.00	Info@WesternSystems-Inc.com
Telephone:	Fax:
4254381133	

Provide a brief description of the acquisition, including all goods and/or services the vendor/supplier will provide:

The Department of Transportation, Maintenance and Operations Division is requesting to generate a purchase contract over a three year period not to exceed \$300,000 for Hymax Fuel Cell System Parts.

Department Head:	 Signature	09/10/2025 Date
Purchasing Agent:	 Signature	09/15/2025 Date
Board of Supervisors:	Buyer Assignment:	
Date:	Assigned To:	
Item:	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 bid. Explain if this is an emergency purchase or how the supplier is the only source for the acquisition.)

Western Systems Inc has provided a sole source letter stating they are the sole producer, manufacturer and sole distribution channel for Hymax Fuel Cell parts. Previous sole sources have been approved for the same items from the same provider.

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

Department of Transportation, Maintenance and Operations Division has been using identical technology with signals. The parts are necessary to ensure the back up power systems for signals are operational when power outages are experienced. County signal technicians have the experience and expertise allowing them to identify the parts and systems required for County signal development and maintenance.

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

The product and supplier were chosen to maintain consistency throughout the County traffic signal intersections. When maintaining consistency it allows staff and consultants to have the necessary expertise with that fuel cell system to repair the equipment when needed.

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

If the items are not purchased through Western Systems, Inc., DOT would experience a variety of equipment in the field or would have to replace infrastructure at various signals. The power fuel cells are located at high volume intersections in order to keep the flow of traffic steady even when the area is experiencing power outages and the traveling public would encounter issues should the back up system not operate correctly.

5. What market research was conducted to substantiate no competition, including evaluation of other items consider? (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.)

Transportation staffed has researched and used various backup systems in the field which are necessary to ensure we are utilizing equipment that is consistent, advanced and functions as needed in those specific areas of the County. Staff has determined the necessary items are required to ensure the Hymax Fuel Cells function as it should and is not faulty which could be a public safety hazard.

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.)

When comparing the parts to other similar system parts the costs were found to be of the similar cost.

2. Describe any cost savings or avoidance realized (1 time or on-going) by acquiring the goods/services from this supplier.

By purchasing the parts from Western Systems there will be a cost savings due to using the same equipment throughout the County. The Department also allows staff to be knowledgeable on that manufacturer type for maintenance and repair.



9-8-2025

Shane Cohen
Sr Traffic Technician
2441 Headington RD
Placerville, Ca 95667
Sole Source Hymax Hydrogen Fuel Cell

Dear Mr. Cohen,

Western Systems is pleased to notify you that Western Systems is the sole distributor authorized to sell, install and support Western Systems HyMax products in the state of California.

Additionally, as Western Systems is the sole authorized distributor in the state of California, they provide first line repair services for Western Systems traffic control products and serve as the proper avenue for all service and warranty repairs.

Sincerely,

Zach L. Hoiting
Senior Vice President
Western Systems Inc.

Western Systems Inc Sole Source

Final Audit Report

2025-09-15

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"Western Systems Inc Sole Source" History

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