

**County of Monterey**  
**General Services- Contracts/Purchasing Division**  
**JUSTIFICATION OF SOLE SOURCE/SOLE BRAND REQUEST**

Purchase Requisition Number \_\_\_\_\_ Date 5/5/20

Description of Item: Vero Vision Mail Screener

**1. Please indicate the following:**

Procurement: ☒ Goods  
☐ Services

(Check One)

☒ **Sole Source:** Item is available from one source only. Item is a one-of-a kind and is not sold through distributors. Manufacturer is exclusive distributor.

☐ **Sole Brand:** Various sources can supply the specified model and brand and competitive bids will be solicited for the requested brand only. Meets form, fit and function- nothing else will do.

**Note:** Sole Source/Sole Brand Requests are not maintained as a standing request. Each request is for a single one-time purchase only.

**2. Vendor Selection:**

☐ Preferred Vendor  
☒ Sole Source

Vendor Name: ChemImage  
Address: 7325 Penn Avenue Suite 200 City: Pittsburgh State: PA  
Phone Number: ( 775 ) 781-2525 Fax: ( )  
Contact Person: Robert Levy Title: Account Manager  
Federal Employer #: \_\_\_\_\_

**3. Provide a brief description of the goods/services to be purchased and why this purchase is being proposed under a sole source acquisition.**

**a) Why were product and/or vendor chosen?**

After researching all available mail scanners, we determined that the technology available in the VeroVision scanner best meets the needs of the Jail operation. It has the best ability to detect contraband that is sent through inmate mail. ChemImage has a patent on this technology and is not available through any other manufacturer or vendor.

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- b) What are the unique performance features of the product/brand requested that are not available in any other product/brand? For Services: what unique qualifications, rights, and licenses does the vendor possess to qualify as a sole source/brand request?

This scanner is the only wide-field, hyperspectral imaging-based device specifically designed for detecting concealed illicit chemical compounds and cutting agents in mail.

- c) Why are these specific features/qualifications required?

The sole reason for purchasing the scanner is to reduce or eliminate the amount of illicit drugs that are entering the facility through the mail. This scanner is much more effective than human examination or drug sniffing dogs.

- d) What other products/services have been examined and/or rejected?

Other mail scanners with inferior technology.

- e) Why are other sources providing like goods or services unacceptable (please give a full meaningful explanation)?

Simply does not have the technology necessary to be as effective at detecting illicit materials as the VeroVision scanner.

- f) What are the unique performance features REQUIRED (not merely preferred), and how would your requirement be inhibited without this particular item or service?

The sole purpose of the mail scanner is to help prevent illicit materials from entering the jail through the mail. A less reliable scanner will not detect the full gamut of substances that the VeroVision scanner does.

- g) Estimated Costs:

\$160,369.00

4. Is there an unusual or compelling urgency associated with this project?


- ☐ No  
☒ Yes (Please describe)

For each day that goes by, more illicit materials are entering the jail and affecting the safety and security of the inmates and staff.


**THE FOLLOWING TO BE COMPLETED BY THE REQUESTOR**

I hereby certify that:

1. I am an approved department representative, and am aware of the County's requirements for competitive bidding, as well as the criteria for justification for sole source/brand purchasing.
2. I have gathered the required technical information and have made a concentrated effort to review comparable and/or equal equipment.
3. The information contained herein is complete and accurate.
4. There is justification for sole source/brand purchasing noted above as it meets the County's criteria.
5. A sole source/brand purchase in this case would withstand a possible audit or a vendor's protest.

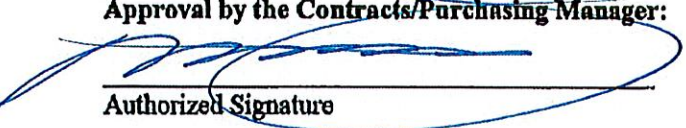
  
Requestors Signature

5/6/20  
Date

  
Authorized Signature by Department Head

5/7/20  
Date

Approval by the Contracts/Purchasing Manager:

  
Authorized Signature

05-11-2020  
Date

Updated:  
September 19, 2007