



City of Richmond Sole Source Justification

THIS FORM MUST BE COMPLETED AND APPROVED PRIOR TO ANY PURCHASE

Contact the Purchasing Division and discuss your rationale before completing this form. If Purchasing can help you make this a competitive purchase, then this form will not be required.

Attach this completed/approved form to requisitions when competitive quotes/bids/proposals are not solicited. (Required for requisitions > \$3,000)

Requested Sole Source Supplier:

Company Name: Superion, LLC Contact Name: Steve Castle

Address: 1000 Business Center Dr.

City: Lake Mary State: FL Zip Code: 32746

Phone Number (800) 727-8088 E-Mail stephen.castle@centralsquare.com

Duration of Contract: 12 months

Estimated Cost: \$ 56,609.22 Funding Source (Account String) Multiple (see Attached)

Is the product/service IT related? Yes No If Yes, please attach the approved IT Authorization Form

For Product: Is the recommended company the manufacturer of the product? Yes No

For Product: Does the manufacturer sell the item(s) through distributors? Yes No

Description of Product or Service:

Describe the full scope of work or service contemplated including installation if required; items should include brand, model and part number if applicable; (if additional space is needed, include them in a separate page)

VoiceTRAK maintenance and subscription services
5 TRAKiT End User License and Maintenance Services
Maintenance and licensing for baseline component systems - Civic TRAK, iTRAKit, TRAK, eTRAKit and Mobile TRAK - for 12 months

Sole Source Rationale: PLEASE ANSWER ALL THE FOLLOWING QUESTIONS: Explain why the recommended company is the only company that can meet the requirement. Address the following: Are there any other companies who can do this job? What condition (e.g. technological superiority, or performance risks, etc.) exists so that the recommended company has a significant advantage over any other company who can do this job? It is important to sufficiently address the key reason for awarding an order/contract without soliciting competitive bids. The rationale must be clear and convincing, avoiding generalities and unsupported conclusions.

Richmond has been using the TRAKiT software for over a decade and the version in use is no longer supported.

The City is working with GFOA to implement a replacement system. It is expected to take an additional 12 months to replace this system.

(if additional space is needed, include them in a separate page)

Complete the following checklist

A specific contractor is the only source of the required item because (check all that apply):

- The required items are **proprietary to the Contractor**, and contractor solely transacts (sells) direct to the customer. (There are no dealers or distributors for contractor).
- The required items are **proprietary to the Contractor**, and **contractor does not sell direct to the customer**. Contractor solely distributes the item or service through only one dealer or distributor in the United States. (There are no dealers or distributors for contractor).

Note: If item or service is available from more than one source, the item or service may be treated as proprietary, but must be competitively solicited from multiple (two or more) sources.

- A specific item is needed:
 - To be compatible or interchangeable with existing hardware
 - As spare or replacement hardware For the repair or modification of existing hardware
- Federal or state grant names vendor as condition of funding. (Attach copy of grant that names vendor)
- There is a **substantial risk** in contracting with any other contractor, (e.g., only one contractor has been successful to date in implementing a difficult manufacturing process or the **services sought**). *In a brief explanation, provide supporting evidence of why other contractors are considered to be unable to overcome the substantial risk.*

- Continuation of prior Work** – Additional item, service or work required, but not known to have been needed when the original order was placed with vendor, and it is not feasible or practicable to contract separately for the additional need. *Provide brief explanation and supporting evidence.*

(if additional space is needed, include them in a separate page)

ACCOUNT STRING	AMOUNT
01262417-400502	\$45,371.57
15063619-400502	\$8,690.87
11850065-400220	\$2,546.78

I acknowledge the City's requirements for soliciting competitive quotes/bids for purchases over \$3,000.00 and the criteria for justification for Sole Source purchases. I have gathered the required information, have made a concerted effort to review comparable/equal equipment/services (e.g., market research), and further affirm that there is no conflict of interest involved in the selection made.

Department: Information Technology

Requester Name and Title: Sue Hartman, IT Director

Note: Requester must be able to defend this justification.

Date: March 19, 2024

Phone: 510-620-6874

Department Director (Print) Sue Hartman (Sign) Sue Hartman Date: _____

Submit completed form to the Purchasing Division (Prior to submission to City Manager)

Finance Director:

APPROVED:  DATE: 3 / 25 / 2024

NOT APPROVED: _____ COMMENTS: _____

City Manager
(Under \$10,000.00)

City Clerk Attesting to Council Approval
(Over \$10,000.00) (Copy of Minutes may be substituted)

Note: Richmond Municipal Code Section 2.52.326 Sole Source Procurement requires final approval by the City Manager and/or City Council. Sole Source must be approved by Finance Director, PRIOR to Council Approval.

PROCEDURE

Sole Source purchase/service are exceptions to the normal bidding process and require a detailed justification. In processing Sole Source requests for supplies, services and/or equipment, the Purchasing Division adheres to and is governed by the principles set forth in City of Richmond Municipal Code Section 2.52.326 Sole Source Procurement.

If you are requesting a particular vendor, brand or product, you must make this fact clear on your Sole Source form. Your request will then be restrictive and non-competitive, and will fall into a sole source category. If the sole source justification is approved, the requisition can be expedited without the normal bidding requirements.

Such a request should not be made unless you are confident that your request is reasonable and appropriately justified to meet the City's requirements and withstand any possible audit. The City's requirements and the format for submitting such requests are contained herein. Sole Source form must be signed by authorized department representative(s). The certification will remain on file for audit purposes.

The following factors **DO NOT** apply to sole source requests and should not be included in your sole source justification. They will not be considered and only tend to confuse the evaluation process.

1. Personal preference for product or vendor.
2. Cost, vendor performance, and local service (these are generally considered award factors in competitive bidding).
3. Features which exceed the minimum department requirements.



Invoice

Invoice No (1 of 1) 402763	Date 2/1/2024	Page 1 of 2
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Superior, LLC, a CentralSquare Company
 1000 Business Center Drive
 Lake Mary, FL 32746

Billing Inquiries: Accounts.Receivable@centralsquare.com

Bill To
 City of Richmond
 Stephen Furtado
 450 Civic Center Plaza
 Richmond CA 94804
 United States

Ship To
 City of Richmond
 Stephen Furtado
 450 Civic Center Plaza
 Richmond CA 94804
 United States

Customer No	Customer Name	Customer PO #	Currency	Terms	Due Date
4506	City of Richmond		USD	Net 30	3/31/2024

	Description	Units	Rate	Extended
Contract No. Q-159143				
1	iTRAKiT Code - Annual Maintenance Fee Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$0.00	\$0.00
2	iTRAKiT Inspect - Annual Maintenance Fee Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$0.00	\$0.00
3	TRAKiT Community Development Core - Annual Maintenance Fee Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$0.00	\$0.00
4	LandTRAK - Annual Maintenance Fee Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$0.00	\$0.00
5	iTRAKiT Mobile PDA - Annual Maintenance Fee Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$0.00	\$0.00
6	VoiceTRAK - Annual Subscription Fee VoiceTRAK Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$8,690.87	\$8,690.87
7	TRAKiT End User License - Annual Maintenance Fee Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$41,159.83	\$41,159.83
8	CodeTRAK - Annual Maintenance Fee Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$0.00	\$0.00
9	CRM TRAK - Annual Maintenance Fee Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$0.00	\$0.00
10	eTRAKiT Citizen Portal - Annual Maintenance Fee Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$0.00	\$0.00



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4506	City of Richmond		USD	Net 30	3/31/2024

	Description	Units	Rate	Extended
11	iTRAKIT Suite - Annual Maintenance Fee Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$4,211.74	\$4,211.74
12	LicenseTRAK - Annual Maintenance Fee Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$0.00	\$0.00
13	iTRAKIT Mobile PDA - Annual Maintenance Fee Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$0.00	\$0.00
14	PermitTRAK - Annual Maintenance Fee Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$0.00	\$0.00
15	ProjectTRAK - Annual Maintenance Fee Maintenance: Start:4/1/2024, End: 3/31/2025	1	\$0.00	\$0.00
16	TRAKIT End User License - Annual Maintenance Fee TRAKIT End User License Maintenance: Start:4/1/2024, End: 3/31/2025	5	\$509.36	\$2,546.78

Please include invoice number(s) on your remittance advice, made payable to Superior, LLC
ACH:
 Routing Number 121000358
 Account Number 1416612641
 E-mail payment details to: Accounts.Receivable@CentralSquare.com
Check:
 12709 Collection Center Drive
 Chicago, IL 60693

Subtotal	\$56,609.22
Tax	\$0.00
Invoice Total	\$56,609.22
Payments Applied	\$0.00
Balance Due	\$56,609.22