

**JUSTIFICATION AND APPROVAL FOR ALLOWING AWARD OF CONTRACT  
WITHOUT COMPETITION**

*(Section A must be completed by the User Department and then submitted to the Department of Purchasing & Contract Compliance)*

**SECTION A**

Department: *Water Resources*

Department Contact: *Paul V. Williams*

Description of Supplies/Services: *Pole Cameras*

**Demonstration of Contractor's Unique Qualifications:**

Envirosight invented the pole camera about 15 years ago and have more units in use than any other kinds of pole cameras. Of the 50 plus pole cameras in Georgia, only one municipality purchased per the bid process, the other municipalities used a sole source letter. Secondly, the pole camera is the only pole camera to utilize the haloptic light system, carbon fiber poles and wireless type dual viewing devices as a single unit. It also has the strongest zoom magnification and brightest lights. These features allows for viewing that provides a high degree of clarity when surveying the interior of sewer pipes.

Additionally another reason to consider a sole source would be to keep all camera equipment the same manufacturer. Currently we have two new Envirosight push cameras. We are also in the final stages of approval to purchase an Envirosight camera truck and standalone Envirosight camera crawler system via the Georgia State Contract. This being the case that would be 4 pieces of Envirosight equipment with only the pole cameras yet to purchase. This would allow us to have one company to go to when it comes to service. The service center is local here in Atlanta. This would also eliminate the need to keep an inventory of parts for multiple brands, instead just simplifying it to one manufacturer only.

The basis for requesting the award of this purchase without competition is necessary to maintain compatibility with existing equipment.

*(Section B must be completed by the Department of Purchasing & Contract Compliance)*

**SECTION B**

**MARKET SURVEY**

**Results of Market Survey**

*Include resources researched*

Date Public Notice posted on website: 10/03/2013

Date Public Notice closed: 10/08/2013

**REVIEW OF OFFER(S)**

Were any offers received (Y/N):

Number of offers received:

**Respondents:**

**Date Offers submitted to User Department for review:**

**User Department review and recommendation:**

**Purchasing Agent review and recommendation:** *Include whether a competitive process is being recommended & estimated date of solicitation.*

## CERTIFICATION

Having conducted a good faith review of source availability regarding the materials, goods and or services stipulated herein, subsequent to consultation with the County Manager and the recommendation of the User Department, it has been determined that there is only one source available for the required work, labor or service to be done or the supplies, materials, or equipment to be furnished. Per the Fulton County Code of Ordinances §2-319, Conditions allowing for award of contract without competition.

I, Felicia Strong-Whitaker, Interim Director, certify that the facts and representations under my cognizance which are included in this justification and its supporting documentation which form the basis for this justification are complete and accurate.

\_\_\_\_\_  
Felicia Strong-Whitaker  
Interim Director

\_\_\_\_\_  
Date

I, R. David Ware, Interim County Manager, certify that the facts and representations under my cognizance which are included in this justification and its supporting documentation which form the basis for this justification are complete and accurate.

\_\_\_\_\_  
R. David Ware  
Interim County Manager

\_\_\_\_\_  
Date