

Single/Sole Source Justification

Vendor: Econolite Control Products, Inc.

103094

Commodity/Service: Traffic Equipment

Estimated expenditure for the current term of contract or annually
whichever is greater, for the above Commodity/Service:

\$ 700,000 350,000

Requests over \$50,000, after review Procurement
will send to County Manager for Authorization

Initial the entry below that applies to the proposed purchase.

SINGLE SOURCE REQUEST is for: licensed, patented goods/services, the original manufacturer, for existing
equipment, software, or is required from this source to permit standardization.SOLE SOURCE REQUEST is for: the only qualified supplier possessing the unique and singular available
capability to meet the requirements of the department. Please obtain and include a letter from manufacturer
X regarding the product or service.

*** Single & Sole sources are required to be publicly posted by Procurement for a minimum of 7 days prior to approval. ***

In all cases, negotiations have been performed in order for the County to receive the best value.

The undersigned requests that competitive procurement be waived and that the vendor identified as the supplier of
the service or material described in this single/sole source justification be authorized as a single source for the
service or material.

Requisitioned by:

Telephone
ExtensionSignature: Department
Director/Designee

Date

Transportation

Department

Randy Cerchie

Department Director/Designee (PRINT OR TYPE)

Single/Sole Source No.

(PROCUREMENT MANAGEMENT DIVISION USE ONLY)

Posted Date

From

3/6/19

To

3/14/19

Received Date

3/6/19

(7 days) www.legov.com/procurement and/or
www.demandstar.com

Approved



Disapproved

Reason for disapproval

Signature of Procurement Director/Designee

Date

Single/Sole Source OVER \$50,000 Require County Manager or Designee Approval



Approved



Disapproved

Signature of County Manager/Designee

Date

Presented to Commission: Commission Response:

\$350,000 2pc

Amount	\$700,000	Vendor:	Econolite Control Products, Inc.
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1. Detailed Description of services and/or items: Describe the product/service you are requesting and its function.

Econolite Control Products, Inc. (Econolite) is DOT Traffic's sole provider for signal cabinets, signal controllers, and Advanced Traffic Management Operating software and has been since the 1980's. Econolite is the developer of the Centrac System which is the Advanced Traffic Management System (ATMS) that allows the County to remotely monitor and maintain the signal system. This sole source procurement would allow DOT to purchase products from Econolite for internal maintenance of signal and traffic equipment.

2. Why Single/Sole Source: State why this is the only item or service which will fulfill the County's requirements.

All 430 existing traffic signals in Lee County are equipped with Econolite signal controllers and cabinets. Changing the hardware to another brand would limit the compatibility of the signal network and individual signals to communicate with one another. The County would no longer have the ability to apply an adaptive signal system or as efficiently utilize the traffic responsiveness program.

3. Justification for Single/Sole Source/Special Circumstances: Explain why this vendor is the only source from which to obtain this product or service.

Econolite does not have any authorized resellers, the products are marketed directly from Econolite.

Efforts to Identify Other Vendors: Describe steps taken to make this determination, vendors contacted, etc.

A letter from Econolite is attached documenting that no other sellers can provide the Econolite product.

If required by the Procurement Management Director, attach a letter from vendor declaring sole source.

Date	PO#	Amount	SS Balance
		\$	\$
		\$	\$
		\$	\$
		\$	\$

PA
\$350,000

Amount	\$700,000	Vendor:	Econolite Control Products, Inc.
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		\$	\$



MOVING TRAFFIC FORWARD

To: Lee County
From: Connie Braithwaite, Econolite Control Products, Inc.
Date: 1/16/19
Re: Sole Source

To whom it may concern,

This letter is to verify that Econolite Control Products, Inc. located at PO Box 550897 Jacksonville, Florida 32255 is the sole developer, provider or manufacturer of any and all, "Econolite" and "Safetran" products in the state of Florida.

This would include:

1. **Plug-N-Go Cabinets:** TS1 and TS2
2. **Controllers:** **COBALT®** and **Safetran 2070®**. This also includes any products or licensing that would be associated with Econolite proprietary products. Example: **ASC3®** or **EOS®** software upgrades can only be purchased through Econolite as the software is developed, registered, and licensed for use only by Econolite.
3. **System software:** **Centracs®**, **Centracs MOE®**, **Centracs SPM®**. Example: **Centracs®** software upgrades can only be purchased through Econolite as the software is developed, registered, and licensed for use only by Econolite.
4. **Autoscope®** video detection: **ENCORE®**, **Rack Vision Terra®** and **Vision®** are registered trademarks of Image Sensing Systems. Econolite is the sole distributor of **Autoscope®** products in the United States.
5. Radar vehicle detection: **AccuScan 300®**, **AccuScan 600®** and **AccuScan 1000®**.
6. **Econolite Signals and Display Products**
7. **Econolite branded BIU's, Load Switches, Power Supplies, Zinc Blue UPS** and any other products with the **Econolite®** name.

If you have any questions concerning this matter, please contact me at (904) 759-0745.

We appreciate the opportunity for your business!

Thank You,

Connie Braithwaite

Connie Braithwaite
Econolite Control Products, Inc.