County of Monterey
Contracts/Purchasing Department
JUSTIFICATION OF SOLE SOURCE/SOLE BRAND REQUEST

Purchase Requisition Number: Billed Monthly Date: 03/09/12

Description of Item: Customized Switched Metro Ethernet (CSME) Service

1. Please indicate the following:

Procurement: □ Goods
X Services

(Check One)
X 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
X Sole Source

Vendor Name: AT&T
Address: One AT&T Way City: Bedminster State: New Jersey
Phone Number: 831-649-2271 Fax: 831-855-0242
Contact Person: Donna Schoenecker Title: Technical Sales Executive
Federal Employer #: 94-0746535

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?

Monterey County Free Libraries (MCFL) worked with Monterey County Information Technology Department to evaluate and select a system-wide solution to replace our outdated frame relay T1 network that is connecting branch libraries to County ITD. AT&T presented the most comprehensive service plan for the library system, building on
existing infrastructure. CSME will provide high speed broadband connectivity to 10 branch libraries.

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?

AT&T was the only vendor that has already established service paths to the majority of the communities where MCFL branches are located, in particular those where our large and mid-size branches reside and where bandwidth saturation is becoming critical. These branches include Buena Vista, Carmel Valley, Castroville, Gonzales, Greenfield, King City, Marina, Prunedale, Seaside and Soledad.

c) Why are these specific features/qualifications required?

Although there are other vendors that provide high speed broadband connectivity within Monterey County, only AT&T has the current capacity to serve the majority of our branches.

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

Comcast and Clear Consulting Services.

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

Other vendors cannot provide as comprehensive service to our branch libraries.
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.

Chris Recker
Requestors Signature

3/12/12
Date

Jayanti Addleman
Authorized Signature by Department Head

3/12/2012
Date

[Signature]
For Contracts/Purchasing Officer

3-12-12
Date