



HALL COUNTY
G E O R G I A

Sole-Source/Brand Justification

Request Submitted By

Name:	Division Chief Kris Boggs
Job Title:	Division Chief of Safety and Special Operations
Department:	Fire Rescue
E-Mail Address:	kboggs@hallcounty.org
Date of Request:	12/01/2022

Request Details

Sole-Source: Any contract entered into without a competitive solicitation process, based on a justification that only one known source exists or that only one single supplier can fulfill the requirements of the County.

Sole-Brand: A purchasing situation in which only one brand of equipment/supply, etc. will meet the requirements of the County.

Identify efforts made to locate other possible sources.

Hall County Fire Rescue members hosted a demonstration on two similar ROV units. This particular ROV best fits the needs of the organization.

Desired Supplier Name: Oceanbotics

Desired Supplier Email: wprice@oceanbotics.com

Desired Supplier Phone Number: 559-273-5455

Scope of Work

Provide a detailed description of commodities/services to be provided. Also, include the following details: exact or estimated quantity, per unit price, and the total estimated cost.

Qty 1

Model No SRV-8 DSS

Description

Includes: SRV-8 ROV with two hot swappable Lithium batteries, analog/digital camera, two underwater lights. Ruggedized Notebook PC with daylight readable screen with SubNav Software, Xbox controller. Tether reel with slip-ring assembly and 100m of tether. SubNav Software, Two Battery Chargers, Spares Kit, Tool Kit. System is package in two shipping cases with wheels.

\$39,995.00

S8-XX

Additional 50 Meters of Tether (150 Meters (495ft) total)

\$600.00

S8-RG-2J

Robotic Grabber with Two Jaw Head

\$3,795.00

S8-C3C

HD Color Camera

Can be side or rear mounted and includes mount for SRV-8

\$2,995.00

S8-Oculus M750d

Includes: Mounting and Integration on the ROV and SubNav software

\$23,995.00

S8-BP USBL

Includes: Mounting and Integration of the X010 beacon on ROV, X150 Surface Beacon with Cable Assembly, Integration into SubNav Software, and Support Accessories.

\$12,995.00

S8-DVL-50m

DVL Solution for the SRV-8. 50M Altitude, 300m depth rated, SRV-8 benefits from increased navigation and control.

\$9,995.00

S8-OT

Onsite Training for SRV-8 ROV.

Oceanbotics will provide two days of training for up to 6 learners. Training Includes Setup, maintenance, operations, and ROV theory. Attendees will have a certification test at the end of training.

\$7,500.00

Total: \$101,870.00

Exclusive Capability: Justifying a Sole Source/Sole Brand

Provide an explanation why only a particular style, model, type or manufacturer is required (i.e. why the commodity is the only commodity which will meet the County needs).

Hall County Fire Rescue is seeking an underwater ROV (remotely operated vehicle) to assist with the recovery of drowning victims within the jurisdiction. After demonstrating two ROV's, and reviewing the spec sheets of a third ROV it was determined by Fire Rescue members that the Oceanbotics SRV-8 was the most user friendly ROV. The SRV-8 was the easiest to operate, the software was the most user friendly, and came standard with eight thrusters compared to six thrusters on the similar ROV. The additional two thrusters provide for more precise underwater navigation.

Provide a detailed description of proposed source's unique capabilities and/or personnel to perform the work and why this is the only source.

The Oceanbotics SRV-8 was the easiest to operate, the software was the most user friendly, and the unit comes standard with eight thrusters compared to six thrusters on the similar ROV. The additional two thrusters provide for more precise underwater navigation.

Letter from Original Equipment Manufacturer (required):



Attached

Purchasing Use Only

Buyer:

Buyer E-Mail Address:

Buyer Telephone:

Contract #:

Contract Name:

If publicly solicited, number of protests:

Outcome:

Choose One

Bid # (if competitively bid):

Purchase Order #: