



Hall County Government
FINANCIAL SERVICES

MEMORANDUM

To: Board of Commissioners

From: Debra Howington, Buyer

Date: 07/29/2022

Subject: Sole Source Vendor – Intelligent Conservation Systems, Inc.,
Phase 2

POST OFFICE DRAWER 1435
GAINESVILLE, GA 30503

t: 770.535.8270 | f: 770.531.6711

DIRECTOR
Wesley Geddings

The Sheriff's Office is seeking approval for the turnkey purchase and installation of showers and fixtures / water conservation Phase 2 of the project at the Jail. Phase 1 was approved at the March 24, 2022 voting meeting. This project upgrade is expected to save at least 40% on the water bills at the Jail. With installation of new showers and fixtures, the installation of specific electrical / plumbing components will allow officers to better control use of water by the inmates and increase safety features. The recommended vendor is Intelligent Conservation Systems, Inc. located in Oviedo, FL and is the sole source provider for the equipment. A sole source letter is attached. Phase 2 total purchase price is \$385,000.00. This will be funded from 830-6003-997-829-6003. This project is projected to be a 5 year on-going project to be built out and billed in phases.



I-CON Systems, Inc.
3100 Camp Road, Oviedo, FL 32765
Toll-Free - 800.240.3578
P - 407.365.6241 • F - 407.365.7944
www.i-con.com

March 9, 2022

Hall County Jail
1700 Barber Road
Gainesville, GA 30507
Attn: Captain Ivey

Dear Captain Casey Ivey,

This letter is to confirm that the "I-CON System" is a sole source product/system (the "Product"), and is manufactured, sold, and distributed exclusively by I-CON Systems, Inc. ("I-CON"). No other division or company makes an equal product and the Product is purchased directly by correctional institutions from I-CON at the address listed above.

All, or portions, of the Products are designed specifically to meet each facility's needs and are customized accordingly. There is no other equal product available for purchase that would provide the same functions or meet the same specifications as the Product. Furthermore, I-CON's Products are protected by intellectual property rights, including, but not limited to, trademarks, patents, and pending patents throughout the United States and internationally

I-CON also includes installation of the Product with direct sale proposals and I-CON partners with Intelligent Conservation Systems (ICS), I-CON's certified installer and wholly owned subsidiary of I-CON Systems Holdings. This partnership ensures the customer a complete, fully functional and certified in compliance, I-CON System, and guarantees the installation meets all proprietary engineering and design criteria for the I-CON product line designed for correctional applications. Intelligent Conservation Systems will be able to ensure the proper installation of stainless steel shower cabinets and expedited fabrication and delivery.

Should you require any additional information, please do not hesitate to contact me at Shawn.Bush@i-con.com or directly at (407) 365-6241 or visit our website at www.i-con.com. Thank You for your interest in I-CON Systems, Inc and we look forward to working with you.

Sincerely,

Shawn Bush
President and CEO
I-CON Systems, Inc.

