

“SOLE SOURCE” PROCUREMENT JUSTIFICATION

Sole source purchases are goods and services available from only one vendor. There may be just one vendor because of patents or copyrights or simply because the vendor is the only one which supplies the good or service. Using Department must provide a written explanation as to why only this particular product/service is acceptable and why no other will be suitable or acceptable to meet the need. A quote must accompany this form.

Department name: Doña Ana County/City of Las Cruces Office of Emergency Management

1. Name of product or service: WebEOC Pro
2. Name of product manufacturer: Juware
3. Name of “sole” product supplier or service provider: Juware
4. Describe in general terms the product/service you are requesting and the intended application.

WebEOC is a software platform that allows for dynamic workflows and real-time situational awareness for effective critical incident management, empowering real-time collaboration, and efficient tracking of data and resources. Additionally, WebEOC provides a platform for critical incident preparedness, coordinated response, mitigation and recovery efforts.

Also, the State of New Mexico Department of Homeland Security and Emergency Management is currently utilizing the WebEOC Enterprise solution, which allows seamless integrations between Doña Ana County Emergency Management and the State Emergency Operations Center. This allows for seamless data sharing between the County and State during wildfires, floods, and other critical incidents, like the COVID-19 crisis.

5. Describe the unique features/capabilities/characteristics that distinguish it from other products/services.

The ability to create an agency's own boards is a unique feature of WebEOC that no other CIMS vendor provides to their clients. These boards can be created for planned events or done quickly as need to address new strategies and tactics by the Emergency Management users with no cost to the agency. In addition, these boards can be shared between other WebEOC users, which saves time and creates consistent best practices for how agencies manage events.

The State of New Mexico Department of Homeland Security and Emergency Management is utilizing the WebEOC solution. Because they are WebEOC clients, the County will be able to exchange critical data and create a Common Operating Picture that provides crucial intelligence and information that affects larger regions in the area.

6. How did you determine there was only one source for the product or service? Provide information on the research that was performed to locate suppliers for this product(s) or service(s). (Please furnish names, addresses and other documentation).

The State of NM has procured the software and has been utilizing it over the last year or so. We would like to maximize efficiencies by training and uploading data into one system. Additionally, the ability to create and share custom boards is a functionality that is not available with other vendors.

7. What product supplier or service provider has your Department used until now to satisfy similar requirements?

The State previously provided eTeams free of charge to the Emergency Managers for use but the contract was cancelled so that they could begin using WebEOC. The State has not provided full use of WebEOC for Emergency Managers.



Signature of Department Head

7/7/2021

Date

(Attach Quote and Use Additional Sheets As Necessary)

**This form is used by Purchasing Department to determine if a "Sole Source" procurement criterion is met. Completing this form does not guarantee approval of this type of procurement.



6/30/2021

Via Email

County of Dona Ana/City of Las Cruces
1170 N. Solano Dr. Suite O
Las Cruces, NM 88001
Attn: Stephen Lopez

RE: Response to Sole Source Inquiry; Services for the WebEOC® Software Suite – County of Dona Ana/City of Las Cruces

Dear Chief Lopez,

ESi Acquisition, Inc., a Juvare Company ("ESi"), is the sole developer and licensor of the ESi WebEOC® branded Software. Since its initial development and release in 1999, ESi has maintained control over the source code, the trademark and all other proprietary rights embodied in the ESi WebEOC Software and its companion products.

As the only entity with access to the ESi WebEOC Software source code, ESi is the only entity which may accurately diagnose software errors and defects, issue corrections and fully integrated enhancements, and warrant performance of the ESi WebEOC Software. ESi also provides a wide range of professional services. These services are specialized in nature and focused on configuration and technical support for the proprietary software technology. These services frequently require access to ESi proprietary information and are not available through or resold by any third parties. The WebEOC Software Core Subscription services and supporting Emergency Management and Municipal Operations Modules also are available exclusively from ESi.

Sole source acquisition of the ESi WebEOC Software products and services may be justified under Subpart 6.3 of the Federal Acquisition Regulations ("FAR"). In the case of software products and software maintenance, the FAR allow sole source acquisition of unique items which are available from one or a limited number of sources or for proprietary items where only limited data rights are provided under license. The ESi WebEOC Software meets these requirements. State and local government organizations are encouraged to ask their procurement officer if local laws include similar sole source provisions, or if the federal justifications may be used to support sole source procurement.

On behalf of ESi, we look forward to the opportunity to work with you. If you have any questions, or require additional information, please do not hesitate to contact me at the phone number listed below.

Sincerely,
ESi Acquisition, Inc., a Juvare company

A handwritten signature in dark ink, appearing to read 'Robert Watson', with a stylized flourish at the end.

Robert Watson
President and CEO



Juvare Contact
Brad Pond
706-262-2485
brad.pond@juvare.com

IF YOU SEND A PURCHASE ORDER FOR THE ITEMS BELOW, THE PURCHASE ORDER MUST HAVE THE QUOTE NUMBER & QUOTE DATE ON THE PURCHASE ORDER TO BE ACCEPTED.

Quote Number: Q-04517
Quote for: WebEOC Pro

Quote Date: June 2, 2021
Quote Expires: August 28, 2021

Quote To:
Doña Ana County/CLC OEM
1170 North Solano, Suite O
Las Cruces, New Mexico 88001

Ship To:
Doña Ana County/CLC OEM
1170 North Solano, Suite O
Las Cruces, New Mexico 88001

Quote Contact:
Amanda Bowen, Emergency Management
Coordinator
amandab@donaanacounty.org | 5756477900

Thank you for your support of Juvare products and services! If you are ready to proceed with a purchase order, address all purchase orders to **ESi Acquisition, Inc., 235 Peachtree Street NE, Suite 2300, Atlanta, Georgia 30303**. The terms and conditions of the master agreement by and between Juvare, LLC (or the above affiliate) and the Client (as set forth in the applicable master agreement) shall govern and control this Quote and all services, products and deliverables provided pursuant to this Quote (any terms and conditions in the purchase order that attempt to add, change, remove or otherwise modify terms and conditions set forth in such master agreement shall not be effective unless and until signed in a written amendment by and between the parties to the master agreement. Any such modifications via a purchase order shall be deemed null and void).

Quotes issued in US Dollars and are exclusive of applicable taxes and travel expenses. Items not manufactured by Juvare are subject to change. Substitutes will be provided for customer consideration and approval.

IF YOU SEND A PURCHASE ORDER FOR THE ITEMS BELOW, THE PURCHASE ORDER MUST HAVE THE QUOTE NUMBER & QUOTE DATE ON THE PURCHASE ORDER TO BE ACCEPTED.

We look forward to working with you and your staff!

Year 1

ITEM NUMBER	DESCRIPTION	SALES PRICE	QTY	TOTAL PRICE
111-JXW-SPRO	Subscription - WebEOCx Powered by Juvare Exchange Professional (3 Admin, 250 Users)	\$35,050.00	1	\$35,050.00
101-S-DB-1	Subscription - Dashboard	\$1,000.00	1	\$1,000.00
101-S-MAP-1	Subscription - Maps Add-On	\$8,675.00	1	\$8,675.00
702-P-EXPRESSJX-S	Professional Services - WebEOCx Powered by Juvare Exchange Express Implementation (SaaS)	\$11,000.00	1	\$11,000.00
702-P-ESSENTIAL	Professional Services - WebEOC Enhancements Package - Essential	\$16,000.00	1	\$16,000.00
700-P-SMDB-1	Professional Services - WebEOC - Subscription Implementation - Dashboard	\$2,850.00	1	\$2,850.00
700-P-SMMAO-1	Professional Services - WebEOC - Subscription Implementation - Maps Add-On	\$4,850.00	1	\$4,850.00
702-T-TRAINING	Training Center - WebEOC Administrative Essentials Training	\$1,000.00	1	\$1,000.00
702-T-BOOTCAMP	Training Center - WebEOC Virtual Bootcamp Training - New Implementation Clients (1 Seat)	\$1,500.00	1	\$1,500.00
Subtotal:				\$81,925.00

Year 2

ITEM NUMBER	DESCRIPTION	SALES PRICE	QTY	TOTAL PRICE
111-JXW-SPRO	Subscription - WebEOCx Powered by Juvare Exchange Professional (3 Admin, 250 Users)	\$35,050.00	1	\$35,050.00
101-S-DB-1	Subscription - Dashboard	\$1,000.00	1	\$1,000.00
101-S-MAP-1	Subscription - Maps Add-On	\$8,675.00	1	\$8,675.00
Subtotal:				\$44,725.00

Contract Grand Total (plus applicable taxes)	\$126,650.00
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Additional Disclaimer

Totals listed above are exclusive of applicable taxes.

Work cannot be started and dates for services cannot be secured until the applicable initial payment has been received. Pricing contained herein is based on configuration outlined above. Some items may not be sold separately. Pricing is valid until the expiration date set forth above.

If the "Bill To" entity above is tax-exempt, such entity shall be responsible for providing all necessary documentation to show such tax-exempt status.

Estimated amounts for Pre-Paid Travel Expenses are for informational purposes only; all Travel Expenses incurred by Juvare or its affiliate shall be invoiced to and paid by Client.



Juvare Contact
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706-262-2485
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