

"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: New Mexico State University Police Department

1. Name of product or service: MVB3X-PL System
2. Name of product manufacturer: Miltram
3. Name of "sole" product supplier or service provider: Advanced Security Technologies LLC
4. Describe in general terms the product/service you are requesting and the intended application. The MVB3X-PL system that includes the MVB3X-PL modular vehicle barriers with magnetic lights, pivots, slide wheels, and a storage box. This system will be utilized at venues and gatherings where there are a large number of pedestrians present in order to prevent vehicle attacks or to safely close a roadway.
5. Describe the unique features/capabilities/characteristics that distinguish it from other products/services. This system is lightweight and can be easily stored, transported, and set up at any location in the region. Other vehicle barriers are either extremely bulky and heavy, such as concrete or metal plate barriers or are inadequate and can be easily moved by a vehicle, such as water filled plastic barriers.
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). When conducting research on vehicle denial options, AST was found to be the only vendor that sold all of the components as a system. Individual elements, such as the metal arms of the barricade, are supplied by other vendors, but they do not provide the protection of all of the components being linked together. The individual components would permit vehicles to avoid the barrier by driving around the individual components. The individual components also do not provide safe options for storage and setting up.
7. What product supplier or service provider has your Department used until now to satisfy similar requirements? Our department has been utilizing water-filled plastic barricades that have been provided by R2 Contractors and NMSU Facilities to restrict vehicle access to high pedestrian areas. However, we have experienced difficulties with these barricades being able to be pushed out of the way by vehicle, and with the barricades leaking out and being able to be moved by hand.


Signature of Department Head

6/25/2020
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.



Bringing Advanced Technologies to the Security World

Stephen Lopez
Police Chief
New Mexico State University
MSC3187
PO Box 30001
Las Cruces, NM 88003

RE: **Modular Vehicle Barrier 3X-PL System**
Sole Source Justification

Dear Chief Lopez,

Please use this letter as sole source verification. MIFRAM is the sole manufacturer of all the barriers and only Advanced Security Technologies, LLC provides the complete system with all the required components and accessories.

The MVB3X-PL System includes MVB3X-PL modular vehicle barriers with magnetic lights, pivots, slide wheels and storage box. It is a proprietary product designed to the specifications of the first responder and law enforcement.

Advanced Security Technologies, LLC brings value to the market and their customers. We market high quality solutions to complex security scenarios. We specialize in bringing leading security products to the US market. Our products are installed in the most secured facilities in the US and around the world.

Advanced Security Technologies has many years of experience in the security industry in varying market roles. We strive to understand and fulfill the needs of the industry to best address the client's requirements.

Please consider the following regarding our product from MIFRAM SECURITY:

- MIFRAM Modular Vehicle Barriers are the third and latest generation of MVB technology based on 20 years of experience in service all over the world.
- The MVB 3X is installed worldwide to protect a variety of facilities, stadiums, festivals, events, military bases, hospitals and more.
- Materials and maintenance:
 - o These MVB are the first tested and certified and lightweight modular vehicle barrier that stops heavy trucks up to 7.5 tons.
- Mifram Security uses local distributors to get their products distributed where needed. Mifram was established in 1962 and they have been involved in building and protecting the

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country. They have more than 50 years' experience in the provision of comprehensive solutions for both security and industrial needs. Mifram develops, plans and constructs a wide range of defensive products, anti-terror protection, threat protection, fortifications, natural disasters and project management solutions.

- ⑥ Mifram Security products combine protective, mechanical and civil engineering with an emphasis placed on portability, modularity and simple erection and operation. They are a metalwork and civil engineering company that is registered as unlimited contractor in the "Contractors Registry" in addition to other engineering classifications. The company is registered as an unlimited supplier and contractor with the Israeli Ministry of Defense and all government bodies (Approved Contractor), the US Army, Air Force, Navy, Marines, the United Nations and many more.
- ⑦ Mifram meets a wide range of international standards including ISO 9001.

Above are the many important reasons listed for purchasing a Mifram product. It is obvious they are a product that has a reputation for being the best in the market.

We sincerely appreciate your business and hope to service any future needs we may have. Please feel free to contact me with any questions or concerns.

Sincerely,



Sal DiSalvo
Principal & Co-Founder
Advanced Security Technologies LLC



Bringing Advanced Technologies to the Security World

June 22nd, 2020

Stephen Lopez
Police Chief
New Mexico State University
MSC3187
PO Box 30001
Las Cruces, NM 88003

**RE: Modular Vehicle Barrier 3X - PL System
Price Quotation**

Chief Lopez:

It was very nice meeting you and discussing your application of the MVB3X System for use in between the jersey barriers. Please find our cost proposal below based on our discussion.

A. Pricing Information

Part Number	MVB 3X New Generation MVB	Unit Price	QTY	Extended Price
MIF-MVB3X-PL	MVB3X with Magnetic lights	\$ 1,568	12	\$ 18,816.00
MIF-MVB3X - PS	Pivot system	\$ 564	12	\$ 6,768.00
MIF-MVB3X-SWF	Slide Wheels - fixed	\$ 435	2	\$ 870.00
MIF-MVB3X-SWR	Slide Wheels - rotating	\$ 435	3	\$ 1,305.00
MIF-MVB3X-PB-12	Storage/Shipping Box (large)	\$ 1,082	1	\$ 1,082.00
	Shipping of MVB's to your site	Included	1	Included
			MVB-3X Total	\$ 28,841.00

B. Mobile Vehicle Barrier Requirements:

1. Barriers must be certified to ASTM F2656-15
2. Barriers must be certified to ASTM/PAS 68 & IWA standards
3. Barrier System must be modular
4. Each complete MVB unit must weigh less than 55 lbs.
5. Tools shall not be required. System is to be assembled with pins.
6. Barriers must have the ability to be folded for transport mode.
7. Barriers shall be in bright yellow color as part of a standard order.
8. MVB units must have the option to pivot.
9. MVB units must have the option of slide wheels.

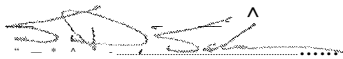
10. MVB pivoting section shall be modular (meaning user can decide how many sections to open).
11. Barriers with pivoting systems should be able to connect to MVB units w/o pivoting systems.
12. Barriers must be for quick deployment (less than a minute to deploy a single unit).
13. Barriers must be able to be deployed by one person
14. Bottom edges of the barriers shall be protected by aluminum covers (for pedestrian safety)
15. Barrier System shall have the ability to be deployed from the road and up to sidewalk in one continuous line.
16. MVB units shall be shipped in reusable boxes
17. MVB units shall not require any maintenance
18. MVB units shall have the ability to be used on any type of terrain

C. Terms & Conditions:

1. F.O.B - Destination. Shipping has been included in the above price.
2. Taxes are not included. Should any taxes be levied they will be paid for by the purchaser.
3. Delivery: 6 weeks ARO
4. Payment terms - 50% down payment 50 % net 30.
5. Prices are valid for 90 days.
6. Purchase of equipment is subject to Advanced Security Technologies LLC standard terms and conditions.

If you have any additional questions, please don't hesitate to contact me at any time.

Sincerely,



Sal DiSalvo

Principal & Co-Founder

Advanced Security Technologies LLC

Mobile: (201) 755-0557 lsdisalvo@adsectec.com

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