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**SUBJECT:** Sale Source Justification

**REFERENCE:** Hidalgo Sheriff Office

In support of FLIR's response to the Hidalgo Sheriff's Office request for quote, FLIR has determined that the replacement of certain components of the Skywatch Towers are qualified for non-competitive procurement given the following characteristics:

- FLIR has been requested by the Hidalgo Sheriff's Office to provide a quote for repair parts for FLIR Skywatch towers currently in operation. The repair and maintenance of the Skywatch systems are of core-competency to FLIR and sufficiently within their area of expertise as it relates to the Skywatch systems.
- FLIR has a historical relationship with the Hidalgo Sheriff's Office in execution of the training and operational use of the Skywatch systems and maintains an acceptable management methodology that is consummate with FLIR's expectation.
- FLIR is timely and professional in the response to customer inquiries. FLIR has a significant past performance for providing "on-time" execution of deliverables as well as invoicing.
- FLIR has a large number of key personnel that have historical knowledge and experience with the Skywatch systems. During this time, FLIR and their personnel have developed a strong working relationship with the Hidalgo Sheriff's Office personnel, making them a valuable partner in the continued operation of the Skywatch systems utilized throughout the city.
- FLIR has a team of a highly-qualified experienced ILS Manager, Field Service Technicians and Logistics Specialists. These individuals are both objectively, technically competent in their areas of expertise as well as familiar with Skywatch program requirements and operations.
- The Touchtek circuit board is manufactured exclusively for FLIR.

Identifying alternative subcontractors to execute the scope requested by the Hidalgo Sheriff Office, to FLIR, could result in multiple-week delays to identify alternate sources for Skywatch components, and delays in "start-up" time for another subcontractor to obtain sufficient competency in these subject matter areas. The delays described would inevitably result in operational delays that would disrupt key operational capabilities and operational availability of the Skywatch systems.

Based upon the information and analysis provided, it is FLIR's conviction that consideration of subcontracting the identified scope to FLIR, under non-competitive procurement, is in the best interest of the Hidalgo Sheriff's Office.

Sincerely,

William Burt  
ILS Manager, Global Operations and Support  
Integrated Solutions  
FLIR Systems