

# Artel PCS® Pipette Calibration System Sole Source Questionnaire

1. Explain why the request of services or goods cannot be competitively bid and why this purchase is economically only available from a single source?

- Artel manufactures, markets and is the sole source provider of the PCS® instrument, ArtelWare Software™, PCS QualAssure® Solutions, PCS preventive maintenance services and warranty programs, and user training for said products.
- The PCS instrument, ArtelWare Software, PCS consumables and QualAssure® Solutions (Blank Solution, QualAssure® Solutions) are the components of the PCS. The components must be used in combination to operate and achieve manufacturer specifications and results that are traceable to the International System of Units (SI). Alternative components are not available from other manufacturers as the technology is proprietary to Artel.
- The PCS was developed by Artel based on its proprietary technology and is covered by numerous U.S. and foreign patents as listed at [www.artel-usa.com/patents](http://www.artel-usa.com/patents).
- In the U.S. and Canada, the PCS and ArtelWare Software™ are currently sold by Artel's staff of inside and outside marketing representatives.

2. Describe the uniqueness of items or services to be procured from the proposed vendor (e.g., compatibility or patent issues).

Artel's proprietary, ultra-sensitive dual-dye ratiometric photometry technology provides:

- extremely high signal-to-noise ratio: high accuracy and precision even at extremely low volume measurements (100 nL)
- ease-of-use due to a minimum number of operational steps
- economy of operation due to broad dynamic range and application of unique ratiometric measurement process
- speed in operation resulting from a unique calculation algorithm

3. How did the agency determine that the item or service is only available from one source (e.g., market survey results, independent agency research, patented or proprietary system).

United States Patent and Trademark Office has issued U.S. Patent No. 7,772,008, US 7,791,716, US 7,919,327, US 8,404,158, US 9,234,833, and other pending U.S. and International patents covering the Artel's PCS® Pipette Calibration System with exclusive right to the patented technology.