



Victor Valley Wastewater Reclamation Authority
20111 Shay Rd.
Victorville, CA 92394

January 19, 2026

RE: Sole-Source Justification for Fortinet Network Hardware

To Whom It May Concern,

This letter provides a sole-source justification for the procurement of Fortinet network hardware for the WiFi Network Update Project.

Fortinet is the sole manufacturer of FortiGate and other Fortinet-branded network security and wireless infrastructure equipment specified for this project. These products are proprietary to Fortinet and operate exclusively on Fortinet's FortiOS operating system and integrated security architecture.

The proposed equipment is required to maintain compatibility with the organization's existing Fortinet-based network environment. Continued use of Fortinet hardware is necessary to ensure system interoperability, consistent security policy enforcement, centralized management, and continuity of operations. Hardware produced by other manufacturers cannot operate within Fortinet's proprietary operating system and security fabric and therefore cannot meet the technical requirements of this project without significant modification or system replacement.

An assessment of available network security and wireless infrastructure solutions was conducted. While multiple manufacturers offer similar categories of equipment, no alternative manufacturer can provide hardware that is fully compatible with the existing Fortinet-based environment, including FortiOS, centralized management tools, and integrated security services. Based on this assessment, Fortinet is the only manufacturer that meets the technical, operational, and security requirements for this project.

Selection of a non-Fortinet manufacturer would necessitate partial or complete replacement of existing infrastructure, reconfiguration of network and security policies, and additional staff training. These actions would increase project costs, extend implementation timelines, and elevate the risk of service disruption and security exposure.

Such impacts would adversely affect network reliability, security posture, and operational continuity and are not in the best interest of the organization.

Based on the foregoing, Fortinet is the only manufacturer capable of providing the required equipment in compliance with the project's technical and operational requirements. Accordingly, procurement of Fortinet hardware qualifies as a sole source acquisition in accordance with applicable public-sector procurement guidelines.



NETGAIN
NETWORKS, INC.

Sincerely,

DocuSigned by:

Fernando Borja

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Fernando Borja
Business Development
Netgain Networks, Inc.