

Randy Barker, CPPO, CPPB
Purchasing Agent / Director

08/15/2019

Williamson County Commissioners Court

Re: Sole Source Recommendation for Technimount System Products

Dear County Judge and Commissioners,

Recently our EMS Department made a request for a purchase with Technimount System for a mounting system solution for the Stryker Lifepak 15 ECG Monitors that are to be mounted in the County Ambulances. These actions require qualification as a **sole source purchase of a mounting system solution for the Stryker Lifepak 15 ECG Monitors that are to be mounted in the County Ambulances. These services are supplied only by Technimount System who is the owner, and the only provider of this system.**

After reviewing all documentation requested and submitted, **I recommend qualifying this request as a sole source purchase and exempting these goods from competitive bidding requirements per Texas Local Government Code sections 262.003 (a) and 262.024 (a) (7),**

The process has included the following:

- Public posting of an RFI in BidSync for 14 days, with zero (0) responses received from another competitor.
- A signed Sole Source Justification Request from Ed Tydings, EMS Division Commander - Operations
- A signed letter of justification from the supplier, establishing why their product / service is only available from their company
- A notarized Sole Source Affidavit completed by the supplier
- A price quote of requested items/services and amendment

The term of this Sole Source exemption will be effective for 36 months from the date of approval.

If you have any questions or concerns, please contact me at any time.

Sincerely,

Randy Barker
Purchasing Agent/Director
Williamson County Purchasing Department



Welcome Blake.Skiles@wilco.org | Logout

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or call 800-970-9319

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Note

Vendor view of bid

Chat | Description

Bid #1907-336 - Intent To Deem Frazer Ltd As Sole Source For Technimount System Products RFI

Time Left	closed	# of offers	0
Bid Started	Jul 24, 2019 9:09:26 AM CDT	Notifications	Report (Bidder Activity)
Bid Ended	This bid closed on Aug 7, 2019 9:00:00 AM CDT	# of suppliers viewed	13 (View)
Agency Information	Williamson County, Texas, TX (view agency's bids)	Q & A	Questions & Answers
Department	Purchasing (view department's bids)		
Bid Classifications	Classification Codes		
Bid Regions	Regions		
Bid Contact	see contact information		
Delivery Location	One or more of the following locations		
	Williamson County, Texas		
	No Location Specified		
	Qty 1		
	Expected Expenditure n/a		
View Rules	Click here to change the rules for this bid.		
Best and Final Offer:	Create		

Approval

View Approval Flow [View Approval Flow](#)

Approval Status Approved

Description

Bid Number	1907-336
Title	Please attach any supporting documentation to this line
Prices Good for	30 days
Budgeted Amount	\$0.00 (change)
Bid Comments	Williamson County, Texas intends to award a sole-source contract with Frazier Ltd for the following item(s): Technimount System Products THIS IS NOT A REQUEST FOR COMPETITIVE PROPOSALS AND A SOLICITATION WILL NOT BE ISSUED. Interested parties must show clear and compelling evidence of competitive equivalency in order for alternative goods or services to be considered. Williamson County will review any information collected through this RFI to determine if offers of any equivalent goods or services meet the needs of the County. If it is concluded that additional suppliers of equivalent goods or services do exist, then a formal solicitation may follow. If no affirmative responses are received by: 9:00 AM on August 7, 2019 showing clear and compelling evidence of competitive equivalency to the items described herein, an award will be made without further notice. Oral communications are not acceptable in response to this notice.

Description Please attach any supporting documentation to this line

Documents

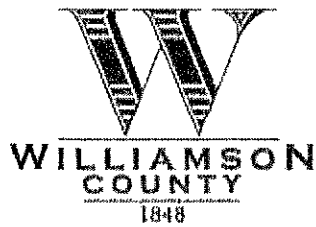
Select All | Select None | Download Selected

☐ 1. [Conflict of Interest Questionnaire](#) [\(download\)](#)

= Included in Bid Packet = Excluded from Bid Packet

Contractor Advertisements

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Williamson County Purchasing Department
100 Wilco Way, Ste P101
Georgetown, Texas 78626
(512) 943-3553
www.wilco.org/purchasing
purchase@wilco.org

Sole Source Justification Request

Definition of a Sole Source Purchase

Sole Source Item – goods and/or services which can only be obtained from ONLY ONE source, including:

- Items for which competition is precluded because of the existence of patents, copyrights, secret processes, or monopolies
- Films, manuscripts, or books
- Electric power, gas, water, and other utility services,
- Captive replacement parts or components for equipment which there is no commercially available substitute, and which can be obtained only from the manufacturer and/or manufacturer's distributor; item where compatibility is the overriding consideration, such as computer operating software enhancements for an existing system, continuation of an existing contract when work is so closely related to that of the uncompleted basic contract that it would not be feasible to consider another potential contractor.

This Sole Source justification requires additional documentation and requirements as listed below. **One of these steps** may require placing a public notice in BidSync for 14 days, in order to allow any possible competitors to come forward with equivalent goods or services. This step will be completed by the Purchasing Team that supports your office or county department after all required documents have been submitted. In addition, all Sole Source Justifications must be approved in Commissioners Court.

Required Documentation that must accompany this request before this purchase can be considered (any missing documentation will result in delays). *Check all included documents:*

- ☐ This request form completed and signed
- ☐ A written quote from the supplier, listing the goods, services and pricing
- ☐ Letter of justification from the supplier (on company letterhead and signed by an authorized representative) establishing why they are the only Sole Source provider of the service or item needed.
- ☐ Notarized Sole Source affidavit completed by the supplier
- ☐ Signed letter of recommendation from the Elected Official or County Department Head. Must provide a detailed written explanation as to why competitively bidding the product or service would be impracticable and that the cost charged by the supplier is reasonable and customary.

SOLE SOURCE RATIONALE

Complete the following checklist:

The requested supplier is the only source of required item(s) or service(s) because:

Check all that apply:

- ☐ The required item or service is proprietary to the supplier
- ☐ The recommended supplier holds the patent on the requested item(s)
- ☒ The recommended supplier is the only supplier capable of performing the requested service
- ☒ **A specific item is needed:**
 - ☒ To be compatible or interchangeable with existing hardware
 - ☐ As a spare or replacement hardware
 - ☒ For the repair or modification of existing hardware
 - ☐ For technical evaluation or testing

- ☐ Have there been any prior attempts to obtain competitive bids or proposals for the items or services that failed? If so, please list and describe such attempts: _____

No; no one else supplies this product in Texas

- ☐ There is a substantial risk in selecting another product or service provider. If so, please describe: _____

N/A

- ☒ It is not possible to obtain competitive bids for consideration. If so, why: yes,

Frazer is the only supplier of this product in Texas

- ☐ Are there any other companies who can provide the services or needed items? If so, please list and provide explanation of why they were unable to meet the requirements: _____

Not in Texas

Requestor Name and County Office/Department: Edward Tydings EMS 540

Requestor Title and Phone Number: Division Commander - Operations
(512) 943-1260

Requested Single Sole Source Supplier:

Company Name: Frazer Ltd
Contact Name: Herbert Brady
Address: 7219 Rampart St.
City, State, Zip: Houston, TX 77081
Phone Number: (713) 772-5511
Email: hbrady@frazerbilt.com
Website: www.frazerbilt.com

Is the recommended supplier the manufacturer? Yes? ☒ No?

Does the manufacturer sell the item(s) through distributors? ☒ Yes? No?

Description of the Product or Service: (If additional space is needed, include in a separate page)
Describe the full scope of work, including installation if required; items should include brand, model and part number if applicable.

Mounting solution system for Stryker Lifepack 15 ECG monitor. It
secures the monitor to the stretcher during transport. The mount
allows us to view the monitor & provide electrical therapy without
having the monitor unsecured on the bench seat

Schedule: Identify the date items are needed to be delivered, or month work is to be performed.
Please be specific and do not use "ASAP": September 3, 2019

Estimated Cost: \$ 50,801.25

TECHNIMOUNT

SYSTEM

Technimount System
445 Papin St. Office 103
Quebec City (Quebec), Canada, G1P 3T8
Telephone: + 1-581-998-9820
Fax: 1-855-339-6351
info@technimount.com
www.technimount.com

March 21, 2018

Attn: EMS Director / Chief

Subject: Sole Supplier Representative for Technimount System Products for the state of Texas

The purpose of this letter is to inform you of Technimount System's product distribution network. For the exclusive territory in the State of Texas, our representative for Technimount products has been awarded to Frazer Ltd.

As a Distributor Representative and sole supplier of mounting solutions for portable medical devices, both in the EMS and hospital markets, I am pleased to underline a few characteristics that distinguishes Technimount from other products in this space. We believe in establishing a high standard of safety, compliance to industry testing standards and flexibility of configurations unique to the market. The following points will highlight some of our specific product features that allow Technimount to becoming the leading manufacture of mounting solutions in comparison to our competitors.

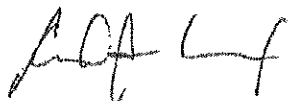
- ✓ We are the only manufacturer providing a mount that can fit ALL brands, and models of defibrillators;
- ✓ We are the only manufacturer providing a mount that can fit different applications using the same product base;
- ✓ We are manufacturer that can claim to providing a mount that supports the highest "G" force test results in the industry of 38.4 G, according to SAE J3043 (SAE International - Standards under Ambulance Equipment Mount Device or Systems; (*Certificate of Compliance available upon request*)).
- ✓ We are the only manufacturer providing a mount attached to a cot (Stryker) for ECMO pump and ventilator transport in North America,
- ✓ We are the only manufacturer providing mounting solutions for carrying different portable medical devices, simultaneously using interchangeable components, on the cot, with SAE certification.
- ✓ We are the only manufacturer providing a dual mounting solution for IV pumps & IV pole (SAE Certified).

We have many other features supporting our various product lines that can be viewed on our website at

www.Technimount.com

Thank you for supporting Technimount. If you have any questions please do not hesitate to contact us.

Best regards,



Carl Bouchard, President
Technimount System
www.technimount.com
info@technimount.com
Phone: +1.581.998.9820



Williamson County Purchasing Department
100 Wilco Way, Ste P101
Georgetown, Texas 78626 (512) 943-3553
www.wilco.org/purchasing
purchase@wilco.org

NOTARIZED SOLE-SOURCE PURCHASE AFFIDAVIT

STATE OF TEXAS
COUNTY OF WILLIAMSON

KNOW ALL MEN BY THESE PRESENTS THAT:

Before me, the undersigned authority duly authorized to take acknowledgments and administer oaths, on this day personally appeared Herbert Brady, who after being duly sworn on oath stated the following:

My name is Herbert Brady. My title is Customer Relation Consultant. I am aware that the Williamson County Purchasing Department is required to comply with competitive bidding requirements of Chapter 262 of the Texas Local Government Code. I am aware that the statutory competitive bidding provisions do not apply to the purchase of an item that can be obtained from only one source. See, Texas Local Government Code section 262.003.

Sole-source items include:

Items for which competition is precluded because of the existence of patents, copyrights, secret processes, or monopolies, films, manuscripts, or books, electric power, gas, water, and other utility services, and captive replacement parts or components for equipment.

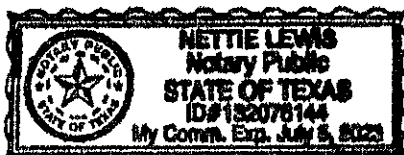
I have represented to the Purchasing Department of Williamson County and I hereby warrant, that as of the date below, I am the sole-source supplier of the following item: Technical Support System. I am the sole-source supplier of this item because: Unique Patented Equipment - Sole Texas Distributor. I agree that if I ever cease being the sole-source supplier of this item, I shall immediately make a full disclosure in writing to the Williamson County Purchasing Department of all relevant facts and circumstances.

IN WITNESS WHEREOF, the undersigned has executed this Affidavit on the 16th day of July, 2019.
[Signature] Herbert Brady
[Printed Name] [Title]

SWORN TO AND SUBSCRIBED before me on July 16, 2019, by Nettie Lewis.
[Printed Name]

Nettie Lewis
[Signature] Notary Public

State of Texas
My Commission expires on July 5, 2023





Defining the future of Mobile Healthcare.

Customer Quote

Order No.: T1549-0002

Revisions: Technimount
nonHD version

Quote Date: 6/27/2019

Expiration Date: 9/25/2019

Salesperson: Herbert Brady

Invoice To:

Williamson County EMS
303 MLK St.
Georgetown TX 78626

Attention:

Williamson County EMS
303 MLK St.
Georgetown TX 78626
Phone: 512-943-1264

Order Instructions:

This quote is for the regular version of the LP15 brackets and includes a discount based on order volume exceeding 15 units. This order will also include free shipping. Taxes, if applicable, are not included.

No.	Item	Quantity	U/M	Unit Price	Net Amount
1	TM-500-00-PFXT Stretcher-Cot System,Stryker	21.000	EA	\$ 1,465.00	\$ 30,765.00
2	TM-210-00-PC15 Bracket-Pro Serie 35-LP-15, Assembly	21.000	EA	\$ 925.00	\$ 19,425.00
3	TM-210-10-PC15 Bracket-Pro Serie 35-LP-15, Top Section	9.000	EA	\$ 365.00	\$ 3,285.00

Frazer, Ltd., 7219 Rampart Street, Houston, TX, 77081,
P: 713-772-5511 www.frazerbilt.com
Frazer Proprietary and Confidential



Frazer™

Defining the future of Mobile Healthcare™

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303 MLK St.
Georgetown TX 78626

Attention:

Williamson County EMS
303 MLK St.
Georgetown TX 78626
Phone: 512-943-1264

Remit To:

Frazer, Ltd.
7219 Rampart Street
Houston TX 77081

Sale Amount:	53,475.00
Order Disc(5.0000%):	-2,673.75
Sales Tax:	0.00
Total Amount:	50,801.25

Payment Terms: Due on Delivery

Frazer, Ltd., 7219 Rampart Street, Houston, TX, 77081,
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