

STATE PROCUREMENT OFFICE
NOTICE & REQUEST FOR SOLE SOURCE SEP 29 P1:05

ADMINISTRATION
 STATE PROCUREMENT OFFICE
 STATE OF HAWAII

TO: Chief Procurement Officer

FROM: Douglas Murdock, Comptroller, Dept. of Acct. & Gen. Services
Name of Requesting Department

Pursuant to HRS §103D-306 and HAR chapter 3-122, Subchapter 9, the Department requests sole source approval to purchase the following:

1. Describe the goods, services, or construction to be procured. See attached.

2. Vendor/Contractor/Service Provider Name: Federal Signal Corporation	3. Amount of Request: Approximately \$7.5 million
4. Term of contract (shall not exceed 12 months), if applicable: From: <u>October 15, 2015</u> To: <u>December 31, 2020</u>	5. Prior SPO-001, Sole Source (SS) No.: <u>11-004-D</u>

6. Describe in detail the following: a. The unique features, characteristics, or capabilities of the goods, service or construction. See attached. b. How the unique features, characteristics or capabilities of the goods, service or construction are essential for the department See attached.

7. Describe the efforts and results in determining that this is the only vendor/contractor/service provider who can provide the goods, services or construction.

See attached.

8. Alternate source. Describe the other possible sources for the goods, services, or construction that were investigated but did not meet the department's needs.

See attached.

9. Identify the primary responsible staff person(s) conducting and managing this procurement. (Appropriate delegated procurement authority and completion of mandatory training required.)

*Point of contact (Place asterisk after name of person to contact for additional information).

Name	Division/Agency	Phone Number	E-mail Address
James K. Kurata	Public Works Div. DAGS	586-0526	James.K.Kurata@hawaii.gov

Department shall ensure adherence to applicable administrative and statutory requirements, including HAR chapter 3-122, Subchapter 15, Cost or Pricing Data if required.

All requirements/approvals and internal controls for this expenditure is the responsibility of the department.

I certify that the information provided is to the best of my knowledge, true and correct.



Department Head Signature

9/28/15
Date

For Chief Procurement Officer Use Only

Date Notice Posted: 9/29/2015

Submit written objection to this notice to issue a sole source contract within seven calendar days or as otherwise allowed from date notice posted to:

state.procurement.office@hawaii.gov

Chief Procurement Officer (CPO) Comments:

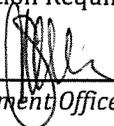
Approval is granted with the understanding that Federal Signal Corporation is a sole source vendor to provide the "Commander Control System" siren system for the State of Hawaii Disaster Warning & Communication Device System.

The department is responsible to submit a Report of a Procurement Violation to the State Procurement Office for purchases under SS11-004-D and PE12-114-D for the period 11/1/2014 to 10/14/2015 before executing a Sole Source contract for Goods or Services (Form AG-002) with Federal Signal Corporation.

This approval is for the solicitation process only. Pursuant to HRS section 103D-310(c) and HAR section 3-122-112, the procuring officer shall verify compliance (i.e. vendor is required to provide proof of compliance and may use the Hawaii Compliance Express) for all contracts awarded, and award is required to be posted on the Awards Reporting System. Copies of the HCE certificates and awards posting are required to be documented in the procurement/contract file.

If there are any questions, please contact Stanton Mato at 586-0566, or email stanton.d.mato@hawaii.gov.

Approved Disapproved No Action Required

 4/4/16
Chief Procurement Officer Signature Date

ATTACHMENT TO
NOTICE AND REQUEST FOR
FEDERAL SIGNAL CORPORATION

1. Description of goods, services or construction to be procured:

This sole source request is for Disaster Warning & Communication Device Systems (sirens) manufactured by Federal Signal Corporation (FSC).

The Hawaii Emergency Management Agency (HI-EMA), formerly known as the Hawaii State Civil Defense (SCD) is responsible for installing and maintaining the statewide system of sirens which are used to warn people in the area of sirens of a potential natural or man-made disaster or hazardous situation. These incidents include but are not limited to disaster events such as a tsunami, hurricane, Hazardous Material (HAZMAT) incident, and/ or a ballistic missile attack on the people of Hawaii by an opposing group or country. There are currently 353 sirens located throughout the state and additional new sirens are required in areas that lack sufficient coverage. In addition, existing sirens will need to be upgraded due to compatibility requirements with the siren system controls and/or replaced due to its age.

Recently, under the current FSC sole source contract, 99 new sirens have been purchased for installation of which 42 have been installed by a separate installation contractor. In addition 31 sirens have already been added and/or retrofitted. Therefore, it is estimated that we will need to purchase approximately 223 more new sirens; related components and services; or retrofit existing sirens. Note: Installation of the new sirens purchased from the FSC sole source contract are being installed/will be installed under separate Indefinite Quantity Contracts for installation by an electrical contractor.

A multi-term contract is also being required due to the indefinite delivery dates because of the complex and lengthy process of obtaining approvals to install sirens at various locations. For certain siren sites, this process can take years. In addition, funding for the sirens are being appropriated over multiple years.

6. Describe in detail the following:

a. The unique features, characteristics, or capabilities of the goods services or construction:

The FSC siren system has unique features, characteristics and capabilities for the following reasons:

1. FSC sirens have become the De Facto standard for State of Hawaii Disaster Warning & Communication Device Systems through past competitively bid projects. FSC sirens will allow HI-EMA to fully implement a standardized control and maintenance of the system statewide. In addition, a prior sole source approval S.S. No. 11-004-D was granted on December 14, 2010 to allow a sole source contract with FSC for its equipment and services. The term of the approval expired on October 31, 2014. This sole source requests to establish a new contract term with FSC.
2. FSC sirens will be fully compatible with existing FSC installed infrastructure, including proprietary satellite and cellular activation control integration, and the Commander control software which is currently being implemented to modernize siren control systems state-wide with existing replacing disparate radio systems used in each County area,, while providing increased security and accountability.
3. Having sirens from different manufacturers will not be compatible. FSC sirens will provide system supportability, and are backwards compatible and utilize common components with the broad range of existing FSC sirens currently installed in the State of Hawaii.
4. Some older electronic sirens will need to be retrofitted or replaced to implement the control capabilities of the current sirens. Because a very large majority of the existing sirens are FSC sirens, it is more feasible to retrofit existing FSC sirens than it is to replace all existing FSC sirens with another manufacturer's sirens.

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b. Essential Features: How the unique features, characteristics, or capabilities are essential for the agency to accomplish its work:

The State of Hawaii Disaster Warning & Communication Devices System is comprised of 353 existing FSC sirens.

1. FSC sirens have become the De Facto standard in the State of Hawaii. Prior to the previous sole source approval, there were 345 sirens existing state-wide which were a combination of various vintage FSC sirens and 3 non-FSC sirens, which were purchased by State Civil Defense for their evaluation. The selection and award of FSC hardware in all State of Hawaii CIP projects has occurred through competitively bid CIP contracts in the past 20 years prior to previous sole source approval S.S. No. 11-004-D. The fact that no vendor has been able to successfully bid another vendor's sirens also reflects complicated integration aspects of the control and communications systems used to activate the sirens. FSC's technical staff has readily adopted and implemented State of Hawaii unique operational specifications into their product line to maximize the functionality of their products in the State of Hawaii.
2. Operational compatibility with the existing 353 FSC sirens statewide is critical. State Civil Defense has selected the FSC "Commander" control system, since it is inherently compatible with the existing FSC siren fleet. The use of the Commander console will standardize disparate control systems used in each County with a common automated controller with inherent access security to limit system control to only authorized users with assigned passwords. This will preclude unauthorized system activation as well as improper use and false system activation by untrained staff. It also integrates directly with existing FSC sirens capable to providing system status and results of remote maintenance and diagnostic checks. This system will also facilitate remote siren control for individual and group siren sounding, and allows an authorized user to activate sirens from any location State-wide with access to the State intranet. This includes all County EOCs and Warning Points State-wide.
3. System supportability is essential due to technical training requirements, repair parts stocks, and support channel coordination. The support of non FSC sirens will require radio technicians to be trained on 2 or more manufacturer's products. Repair parts stocks would have to be significantly increased, to support disparate manufacturer sirens. Similarly, duplicate or triplicate support lines for factory level technical support and assistance will be required. This significantly increases the cost, complexity and burden on maintenance support operations. In view of the limited resources available in operation and maintenance budgets even in good economic times, establishing support for sirens manufactured by different manufacturers will significantly increase the burden and cost over the life cycle of the siren systems, and is impractical. A single/sole source system will allow the state to effectively and efficiently accomplish its work.

7. Describe the efforts and results in determining that this is the only vendor/contractor/service provider who can provide the goods, services or construction.

In an attempt to allow for non-restrictive specifications a Request for Proposal (RFP) was issued on January 15, 2009 which included a pre-qualification step for siren manufacturers to qualify their product. Four (4) siren manufacturers submitted pre-qualifications: Federal Signal Corporation, Acoustical Technology, Inc., American Signal Corporation, and Whelen Engineering Co., Inc. Three (3) of the four (4) manufacturers did meet the minimum pre-qualification requirements except for Whelen. The sirens of three (3) manufacturers were allowed to proceed on to the proposal step. Proposals were received on June 2, 2009. Evaluations of the proposals were then conducted by the evaluation committee. During the evaluation process it was realized that there would be compatibility problems due to the proprietary hardware and software for the sirens. Therefore it was realized that the RFP was flawed in that it allow for sirens that would not be compatible with the existing FSC installed infrastructure and the Commander control software which is currently being implemented to modernize siren control systems state-wide with existing disparate radio systems.

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In addition, HI-EMA has previously tested sirens purchased from Acoustical Technology, Inc. and American Signal, and the results have been that there are significant differences in the design and function of these model sirens, which make the integration of either manufacturer's product with the State-wide outdoor warning system impractical.

This includes differences in the function of siren modes and control schemes make operation of products from multiple manufacturers impractical requiring workarounds, or development of highly complex control systems that can interpret and respond to the control commands which are sent out to the sirens, or by using common modes and control scheme which are compatible, but unable to take advantage of newer high tech voice activation and over the air diagnostic testing and status reporting.

Sirens manufactured by Whelen have been considered, but they also have compatibility issues as above, as well as being unable to generate the 2 tone sound which is a basic specification for sirens.

After having evaluated the systems proposed in response to the RFP, it was determined that FSC sirens was the only source that would meet the needs and requirements of SCD. Therefore, a Restrictive Specification Request (R.S. No. 10-001-B) was submitted and approved on May 26, 2010 by the State Procurement Officer. At that time, it was our intention to bid/procure the construction of the sirens with the restriction of only allowing FSC's sirens and its related components to be used on the project. However, after getting the approval for the Restrictive Specification, SCD requested that DAGS procure the sirens separate from the construction installation, thus requiring a sole source approval for the procurement of the siren equipment and retrofit installations and a separate construction contracts for the installation of the siren provided by the State via its sole source contract with FSC.

8. **Alternate source. Describe the other possible sources for the goods, services, or construction that were investigated but did not meet the department's needs.**

There are other siren manufacturers as noted above, however these other sirens would not be compatible with the existing FSC installed infrastructure and the Commander control software which is currently being implemented to modernize siren control systems state-wide with existing disparate radio systems, while providing increased security and accountability.