



STATE PROCUREMENT OFFICE
NOTICE & REQUEST FOR SOLE SOURCE

RECEIVED BY
STATE PROCUREMENT OFFICE
11/09/2015

TO: Chief Procurement Officer

FROM: Transportation/Airports/Oahu District
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.
Unknown quantities of replacement/new parts for existing location at Honolulu International Airport and possible expansion to additional locations on Oahu as well as neighbor island airports to manage fuel receipts, issuances, provide up to the day fuel tank readings and other fuel/vehicle related reports. Parts include, but not limited to, vehicle identification boxes, island control units (ICU), key fobs, antennae, additional software licenses/modules for vehicle refueling/repair modules as needed to implement system at other locations.

Table with 2 columns and 2 rows containing procurement details: Vendor/Contractor/Service Provider Name (AssetWORKS), Amount of Request (\$100,000.00), Term of contract (12-Nov-15 to 11-Nov-16), and Prior SPO-001, Sole Source (SS) No. (15-031 K).

6. Describe in detail the following:
a. The unique features, characteristics, or capabilities of the goods, service or construction.
AssetWorks provides a fuel management system that fully integrates the fuel tanks, the pumps, and vehicle maintenance records. Software support, site controller parts, and vehicle mounted interface hardware are only available from AssetWorks. Other vendors parts do not fit, do not operate on the same frequencies, or are not recognized by this system's existing hardware. AssetWORKS does not sub-contract or assign other computer companies to perform maintenance services, assistance, or licensing permissions for the software.
b. How the unique features, characteristics or capabilities of the goods, service or construction are essential for the department
This system automates the recording of fuel transactions so Airports does not need to station an individual next to the fuel pumps, 24/7, to provide fueling assistance and record the transaction details. The transaction details are automatically exported from the fuel island site controller to the fleet software application with no manual input/interaction. The fleet management software records all fuel transactions mated with fuel costs, operator, vehicle. The automotive mechanics use the fleet management software to enter all repairs, parts, and other costs associated with maintaining/repairing Airports vehicles. Comprehensive reports are now available within one minute of request (JVs, fuel history, repairs, etc.)

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.

Original hardware/software provided through Fleet Management System and fuel pump upgrade contract that was solicited via IFB, CO1803-33, #57485. AssetWORKS does not subcontract, support or license other computer companies to provide support, services or parts for the system. Alternate systems exist but require manual transfer of information between that system and AssetWORKS which may involve data loss or errors. Additionally, other systems are also proprietary, so parts are not interchangeable.

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.

Coencorp Fleet Management System, EJ Ward, Manager Plus, Etorus, Fuel Force, P Fleet (formerly Plavan.) Each system is proprietary. AssetWORKS is a combined system (formerly Gasboy, Maximus) that was purchased and married together to work seamlessly from fuel receipt/issuance to reporting, including billing, asset management, parts management and all things related to a vehicle's life. It includes shop management tools such as employee management, tools, bay, etc. No other system is as all inclusive as AssetWORKS. Additionally, UH, BWS, MCBH, HPD, and HECO use this system.

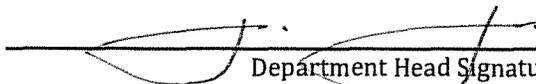
9. Identify the primary responsible staff person(s) conducting and managing this procurement. (Appropriate delegated procurement authority and completion of mandatory training required.)

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

Name	Division/Agency	Phone Number	E-mail Address
Christopher Murphy * 	Airports/Oahu	808-836-6487	christopher.murphy@hawaii.gov
Arnold Keawe	Airports/Oahu	808-836-6490	arnold.k.keawe@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

11.7.15
Date

For Chief Procurement Officer Use Only

Date Notice Posted: 11/12/15

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:

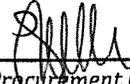
state.procurement.office@hawaii.gov

Chief Procurement Officer (CPO) Comments:

Approval is granted for the period 1/19/2016 through 1/18/2017 for new and replacement parts only. The approval is based on the department's representation and vendor's confirmation letter that AssetWorks is the sole source vendor able to provide new and replacement parts for the Airport's Fuel Management System. 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 Bonnie Kahakui or email bonnie.a.kahakui@hawaii.gov.

- Approved Disapproved No Action Required

 11/19/16
Chief Procurement Officer Signature Date

AssetWORKS

September 16, 2015

Mr. Christopher A. Murphy
Business Services Supervisor II
Airports Division, Oahu District, Office Service Unit
300 Rodgers Boulevard, #12
Honolulu, HI 96819

Re: AssetWorks FuelFocus™ FMS Wireless Automated Fueling System Sole Source Status

Dear Mr. Murphy:

This letter is to inform you that the fully integrated AssetWorks FuelFocus™ FMS System as quoted to Hawaii DOT is a proprietary piece of hardware and software with direct integration into the AssetWorks FleetFocusFA Fleet Maintenance Software System. Due to the complexity of FleetFocusFA, and the potential of data loss should clients or other vendors try to integrate with the FleetFocus database, AssetWorks developed their own proprietary fuel management system back in 1985 to allow clients the ability to control and capture all their fuel and fluid dispensing directly into FleetFocusFA without the need of maintaining separate databases and the inherent problems associated with that. AssetWorks, Inc. is the owner of both the FleetFocus and FuelFocus product lines and neither product is sold or marketed by any other company or under any other trade name. This includes all replacement parts and telephone support and annual maintenance. On site service can be supplied for additional funds through a AssetWorks resource or approved service agencies.

With all the above said, I summarize by stating that the AssetWorks FuelFocus™ FMS System is not sold through distributors or resellers as most conventional FMS Systems are. The sole source for a fully integrated AssetWorks FuelFocus™ FMS System – along with any and all related replacement parts is to purchase it directly from AssetWorks as quoted.

Please do not hesitate to call if you have any questions at all.

Sincerely,



Joseph A Basile
Vice President
AssetWorks

Cc: Hawaii DOT file
Joe Keefe, Territory Sales Manager

989 Old Eagle School Road, Wayne PA 19087

610-687-9202 Fax: 610-921-9447

SS16-025D