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STATE OF HAWAII REQUEST FOR SOLE SOURCE

TO: Chief Procurement Officer

STATE PROCUREMENT OFFICE
STATE OF HAWAII

FROM: Stadium Authority, Department of Accounting and General Services
(Department/Division/Agency)

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

Description of goods, services, or construction:
Maintenance, cleaning, servicing and providing standby service for the Sony JumboTron display system at Aloha Stadium.

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| Name of Vendor: Sony Hawaii Company Address: 960 Mapunapuna Street Honolulu, Hawaii 96819-4480 | Cost: \$331,760 |
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| Term of Contract: From: September 1, 2005 To: August 31, 2006 For Two-Year Period | Prior Sole Source Reference No.: 95-9-R 96-24-J, 97-16-R, 98-23-J 99-9-J, 00-6-R, 01-4-R 02-7-J, 03-3-R, 04-2-J, 05-02-M |
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The goods, services, or construction has the following unique features, characteristics, or capabilities:
Stadium scoreboard (JumboTron) has proprietary architecture. Special training is required to learn system circuitry, BETACAM, etc. This request is for a two-year sole source. The two-year maintenance agreement will save the Stadium Authority more than \$3,000. Value of two-year request is \$331,760. A one-year maintenance agreement would be \$167,440. One-year agreement X 2 years = \$334,880

REQUEST FOR SOLE SOURCE (Cont.)

How the unique features, characteristics, or capabilities are essential for the agency to accomplish its work:
 The Sony JumboTron is an integral component of the stadium's scoreboard. Without the JumboTron, a major portion of the entertainment factor and marketability of the stadium as a venue would be lost. In addition, the Authority would not be able to meet its advertising and other (NFL) contractual obligations if the JumboTron was inoperable. The stadium's advertising program generates more than \$300,000 in annual revenues. Stadium licensee's are also dependent on the JumboTron as it generates sponsorship revenues for these users.

The following other possible sources for the goods, services, or construction were investigated but do not meet our needs because:
 No other sources for the goods and services were investigated. As stated above, the architecture of the equipment, circuitry, and programs are proprietary and requires specific training from Sony (suppliers of the JumboTron and replacement parts). It should be noted that Sony won the competitive bid for the installation of this scoreboard display.

Direct questions to: Deborah Ishihara Phone: 486-9503

I certify that the information provided above is to the best of my knowledge, true, correct and that the goods, services, or construction are available through only one source.

Russ K. Saitz 7/27/05
 Department Head or Designee Date
 Comptroller
 Title (If other than Department Head)

Chief Procurement Officer's comments:
 This request is approved subject to the Stadium Authority obtaining all other necessary approvals to enter into the 2-year contract.

Please ensure adherence to applicable administrative and statutory requirements.

Expenditure may be processed through a purchase order: Yes No . If no, a contract must be executed and funds certified.

APPROVED DISAPPROVED

[Signature] 8/18/05
 Chief Procurement Officer Date