



## STATE PROCUREMENT OFFICE NOTICE & REQUEST FOR SOLE SOURCE

1. TO: Chief Procurement Officer
2. FROM: Department of Accounting & General Services, Stadium Authority  
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:

3. Description of goods, services, or construction:  
Replacement and installation of 3 Sony, broadcast-quality cameras including plates and tri-ax camera adapters with camera network units, master setup unit, backup power supply, color corrector board for control room, frame memory boards, device control units, lenses, camera control units, special effects generator, switcher or multi-format switcher processor, heavy-duty tripods with heavy-duty heads and dollies, 5 video monitors in JumboTron control panel, distribution boards, interface units, 3 camcorder with battery chargers, surveillance recorder with remote control unit and power supply, 7 monitor banks, 4-channel slow motion playback server, signal repeaters, and miscellaneous cables and connectors.

4. Vendor Name: Sony Hawaii Company Address: 960 Mapunapuna Street Honolulu, Hawaii 96818	5. Price: <u>\$844,000</u>
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6. Term of Contract: (mm/dd/yyyy) From: <u>N/A</u> To: <u>N/A</u>	7. Prior Sole Source Ref No. <u>0</u>
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8. Feature: The good, service, or construction has the following unique features, characteristics, or capabilities: The Stadium scoreboard complex has proprietary architecture that integrates camera work, special effects, etc., and the JumboTron screen. The replacement and upgrade of equipment/hardware will be integrated into the existing system and used to augment or replace existing equipment from the original manufacturer. These upgrades and replacements can only be obtained from the manufacturer. This equipment is not sold to retail outlets and are not off-the-shelf items that are readily available to the public or retailers. In addition to the video camera system that was purchased in 1991, the stadium will be replacing other equipment including switchers, processors, memory boards, device control units, video distribution boards, etc., that will ensure compatibility with the entire system and maintain the integrity of the maintenance contract on existing and retained equipment. Please note that the maintenance contract with Sony also includes pre-game checks, annual equipment cleaning services and on-site standby services during events. If non-Sony equipment is purchased, it will be impossible to fully integrate the equipment into the JumboTron system. Additionally, another maintenance and standby contract will have to be issued to cover the other equipment; resulting in substantial additional charges.

9. Essential features. How the unique features, characteristics, or capabilities are essential for the agency to accomplish its work: For all events held at the facility, excluding major concerts and WWE-type wrestling events, the Stadium utilizes the Sony JumboTron and matrix scoreboard complex. Advertising, totaling approximately \$300,000 per year is sold to various companies in exchange for ad placements during these events. This revenue source would be eliminated if this request is denied. The JumboTron provides public service announcements/advisories including notifying spectators of hazardous conditions both within the stadium and on the road. Filming of events and duplication of those events provide parents and students with a video of graduation exercises and other high school events (sporting events, band competitions, etc.). This request is in keeping with the Stadium's mission as it relates to the Hawaii State Plan, Section 226-23, Hawaii Revised Statutes, regarding objectives and policies for socio-cultural advancement, leisure and recreational activities.

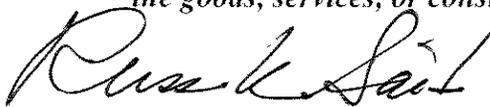
11. Alternate source. The following other possible sources for the good, service, or construction were investigated but do not meet our needs because: The only alternative to replacing the system is keeping the old equipment. This is not a viable alternative as failure of the equipment will result in loss of video transmission and place the Stadium in default in its advertising contractual obligations.

<p>12. Direct any inquiries to:          Department: <u>DAGS-Stadium Authority</u>          Contact Name/Title: <u>S Chan, Stadium Manager /D. Ishihara,ASO</u></p>	<p>13 Phone Number:  <u>483-2750</u>          Fax Number:  <u>483-2823</u></p>
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Expenditure may be processed with a purchase order: Yes   No If no, a contract must be executed and funds certified.

Agency shall ensure adherence to applicable administrative and statutory requirements.

14. 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.



9/5/07

Department Head

Date

Reserved for SPO Use Only

15 Date Notice Posted: 9/19/07

Submit written objections to this intent to issue a sole source contract within seven calendar days or as otherwise allowed from the above posted date to:

Chief Procurement Officer  
 State Procurement Office  
 P.O. Box 119  
 Honolulu, Hawaii 96810-0119

16. Chief Procurement Officer's comments:

This approval is based on the manufacturer's proprietary architecture necessary for the operation of the scoreboard.

17.

APPROVED     DISAPPROVED     NO ACTION REQUIRED

Adrian S. Fajal    9/26/07  
Chief Procurement Officer    Date

09-26-07 10:23:14 AM