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STATE PROCUREMENT OFFICE
NOTICE & REQUEST FOR SOLE SOURCE

STATE PROCUREMENT OFFICE
STATE OF HAWAII

- 1. TO: Chief Procurement Officer
- 2. FROM: AIR-O
Department/Division/Agency

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

3. Description of goods, services, or construction:
 Vehicle fueling antennas and vehicle identification boxes for Asset Works automated refueling system. These parts enable a vehicle to be fueled without the need of a key fob and manual entry of odometer readings by the operator,
Including maintenance and support services. JH "1/5/10

4. Vendor Name: Asset Works Address: 998 Old Eagle School Road, Suite 1215 Wayne, Pennsylvania 19087 (610) 687-9202/ (610) 971-9447	5. Price: \$50,000 <i>\$59,939.67</i> <i>JH "1/5/10</i>
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6. Term of Contract: (mm/dd/yyyy) From: <u>11/01/2010</u> To: <u>10/31/2011</u>	7. Prior Sole Source Ref No. _____
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8. Feature: The good, service, or construction has the following unique features, characteristics, or capabilities: The vehicle identification boxes and associated parts are designed to work with the installed Asset Works Fuel Focus system. The parts required by the system are only made for this one vendor. Other vendors parts do not fit, do not operate on the same frequencies, or are not recognized by this system's existing hardware.

9. Essential features. How the unique features, characteristics, or capabilities are essential for the agency to accomplish its work: These parts are intricate to the proprietary fueling system that records all fuel transactions at Airports Maintenance Baseyards. Some of these parts are installed on State vehicles to communicate data from the vehicle to the island control module (odometer readings, engine error codes, etc.) No other manufacturer/retailer is authorized to provide these parts.

Original Hardware provided through Fleet Management System and fuel pump upgrade contract that was solicited via IFB, CO1803-33, #57485. 2 vendors (installers) submitted bids offering same fleet management software/hardware.

Same system is utilized by University of Hawaii, Board of Water Supply, HPD, and Marine Corps Base Kaneohe.

11. Alternate source. The following other possible sources for the good, service, or construction were investigated but do not meet our needs because: Not able to communicate with existing hardware.

12. Direct any inquiries to: Department: <u>DOT Airports, Oahu District</u> Contact Name/Title: <u>Christopher Murphy, Busi. Srves Spvsr II</u> <i>cm</i>	13 Phone Number: <u>808-836-6487</u> Fax Number: <u>808-836-6682</u>
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Expenditure may be processed with a purchase order/pCard: Yes No
If no, a contract must be executed and funds certified.

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

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.*

[Signature]
Department Head Signature 10-14-10
Date

Reserved for CPO Use Only

15 Date Notice Posted: 10/22/10

Submit written objections to this notice 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:
From information provided by the contact person, Mr. Christopher Murphy, although he has written delegated procurement authority, he has not completed the appropriate mandatory training. Mr. Benton Ho, who has both written delegated procurement authority and has completed the appropriate mandatory training, has said he will be the contract administrator. Mr. Murphy shall not participate in any procurement activities until he has both written delegated procurement authority and has completed the appropriate mandatory procurement training requirements for the applicable procurement method, pursuant to Procurement Delegation No. 2008-01 and Procurement Circular No. 2008-05. This approval is conditioned upon the above and is based on the department's representation and manufacturer's letter that Asset Works is the sole source for Asset Works Fuel Focus system, and any and all related parts and services. This award is required to be posted on the Awards Reporting System.

17. APPROVED DISAPPROVED NO ACTION REQUIRED

[Signature]
Chief Procurement Officer 12/1/2010
Date

AssetWORKS

August 4, 2010

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

Re: The AssetWorks FuelFocus™ FMS Wireless Automated Fueling System

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 with direct integration into the AssetWorks FleetFocus Fleet Maintenance Software Package. Due to the complexity of FleetFocus, and the potential of data loss should clients or other vendors try to integrate with FleetFocus, AssetWorks developed their own proprietary system back in 1985 to allow clients the ability to control and capture all their fuel and fluid dispensing directly into FleetFocus without the need of maintaining separate databases and the inherent problems associated with that.

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, and 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