



11 FEB 22 P2:17

**STATE PROCUREMENT OFFICE
NOTICE & REQUEST FOR SOLE SOURCE**

STATE PROCUREMENT OFFICE
STATE OF HAWAII

1. TO: Chief Procurement Officer
2. FROM: DLNR/Division of Forestry and Wildlife
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:
5 INMARSAT IsatPhonePro 100hr battery satellite phones. This is a global handhel sat phone to support bluetooth for hands free as well as voice mail, SMS text & email & longest sat phone battery on the market. Location data features GPS enables the user to look up or send in a text. Accessories bundle includes Enterprise GPS tracking management, AGEMA messaging, Water resistant pelican case, Number and line maintenance, and 270 prepaid mins. See attached quote for specs.

4. Vendor Name: Global Communication Solutions
Address: 865 Quince Drive
Harrisonburg, VA 22801

5. Price:
\$5394.50

6. Term of Contract:
(mm/dd/yyyy) From: _____ To: _____

7. Prior Sole Source Ref No.

8. Feature: The good, service, or construction has the following unique features, characteristics, or capabilities: At GSCORPS we tailor our service for large enterprise or government organizations. Prepaid service for iSatphone Pro is not available for the US market due to patents which are held by some companies in the United States. We do not utilize same technology in our prepaid service as our competitors. To give you better example, let's take 20 minute prepaid card. Once minutes run out, you no longer have the ability to make incoming or outgoing calls. In our case you have prepaid system which does not limit you in making calls in case caller is in distress and/or run out of minutes, we simply send you one time invoice for the overage. We also offer web portal in order to manage your enterprise account in order to better understand your satellite phone usage for next year budget. We also allow you to roll your unused minutes over to the next year which is major benefit over other companies. Additional services like LMS or Location Management Service is strictly GSCORPS service and housed here in our data center. This service will allow caller to send messages and present management at central location with their location down to few feet, thus allowing better situational awareness. Another service we would like to offer is SMS. All satellite phones are located in the international zone and do not have direct US based numbers. In order to send SMS (text message) your organization will have to enable international calling and SMS service to your cell phone plans thus increasing the monthly bills. In our case you have centrally located box which can be audited and monitored by management in your organization.

9. Essential features. How the unique features, characteristics, or capabilities are essential for the agency to accomplish its work: The extreme topography of Hawaiian Islands makes standard communication (i.e., radio cell phone) impossible. Standard safety protocols require daily check-in with crews in the field and thus it is imperative to have a reliable method of communication. In addition, in the event of an accident at a remote site, reliable communication is an absolute necessity. Satellite phones are a workable solution & have been traditionally used by many projects in Hawaii. Other unique features listed above in part 8.

11. Alternate source. The following other possible sources for the good, service, or construction were investigated but do not meet our needs because: Prepaid service for iSatphone Pro is not available for the US market due to patents which are held by some companies in the United States. GSCORPS (the chosen vendor) does not utilize the same technology in their prepaid service as their competitors.

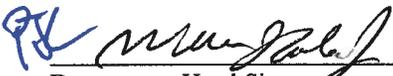
12. Direct any inquiries to:
 Department: DLNR/ ODFAW
 Contact Name/Title: Scott Fretz

13 Phone Number:
808-587-4187
 Fax Number:
808-587-0160

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.***


 Department Head Signature

2/16/11
 Date

Reserved for CPO Use Only

15 Date Notice Posted: 2/23/2011

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:

This request is disapproved as it lacks justification as a sole source, as there are other vendors that may be able to provide satellite phones. The department has not established that the service required has a unique feature, characteristics or capability essential to the department to accomplish its work and is available from one supplier or source in accordance with HAR section 3-122-81(c).

As a reminder, individual(s) participating in procurement activities are required to be in compliance with Procurement Delegation No. 2010-01 and Amendment 1, and Procurement Circular No. 2010-05, *Statewide Procurement Training*, as appropriate. Procurement requests submitted to the SPO listing departmental personnel without written delegated procurement authority and the appropriate mandatory procurement training will be returned.

17. APPROVED DISAPPROVED NO ACTION REQUIRED

David Jay
Chief Procurement Officer

5/17/2011
Date