



STATE PROCUREMENT OFFICE  
NOTICE & REQUEST FOR SOLE SOURCE

12 MAY 15 A8:56

STATE PROCUREMENT OFFICE  
STATE OF HAWAII

TO: Chief Procurement Officer  
FROM: Transportation/Highways Division  
*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.  
To alleviate morning traffic congestion on the H-1 Freeway between Manager's Driver Overpass and the Keehi Interchange, the State Department of Transportation implemented a contra-flow configuration known as the "Zipper Lane". The Contractor shall furnish and have on duty a minimum of four (4) workers to operate the moveable barrier transfer machines and to create a High Occupancy Vehicle (HOV) contra-flow lane during the morning peak traffic period along the H-1 Freeway project limits. The Contractor will place and remove flexible delineators, traffic cones, barricades, install portable traffic signs and with the use of a "Zipper Machine", place and reinstall the moveable barriers along the proposed alignment for the morning peak traffic period only.

2. Vendor/Contractor/Service Provider Name: Safety Systems Hawaii, Inc.	3. Amount of Request: \$2,100,000.00
4. Term of contract (shall not exceed 12 months), if applicable: From: <u>10/20/2012</u> To: <u>10/19/2013</u>	5. Prior SPO-001, Sole Source (SS) No.: <u>11-067-B</u>

6. Describe in detail the following:  
a. The unique features, characteristics, or capabilities of the goods, service or construction.  
Safety Systems Hawaii, Inc. (Safety Systems) is the current contractor for the Zipper Lane operations on the H-1 Freeway from the Manger's Drive Overpass to the Keehi Interchange. Safety Systems continues to be the only contractor in Hawaii that has received certified training to operate and maintain the Zipper Machines from the manufacturer, Barrier Systems, Inc. (Barrier Systems). Safety Systems also continues to be the manufacturer's representative for Barrier Systems. The proper operation and maintenance of the Zipper Machines is critical to alleviating morning rush hour traffic on the H-1 Freeway. There has been no major equipment breakdown during operations for the period that Safety Systems has operated and maintained the Zipper Machines. Safety System's track record and professionalism has always been excellent and above expectations.  
b. How the unique features, characteristics or capabilities of the goods, service or construction are essential for the department to accomplish its work.  
This contract is essential for the Department of Transportation, Highways Division to alleviate morning traffic congestion on the H-1 Freeway between the Manager's Drive Overpass to the Keehi Interchange.

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.

Barrier System's Quickchange Moveable Barrier is a proprietary system. No other vendor can provide the service and maintain the equipment.

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.

Safety Systems is the manufacturer's representative in Hawaii and the only contractor in Hawaii that is properly trained in the maintenance and operation of the Zipper Machines as explained above.

9. Identify the primary individual(s) who is knowledgeable about this request, who will conduct and manage this process, and has 1) appropriate written delegated procurement authority; 2) completed mandatory training; and 3) who SPO may contact for follow up inquiry, if any.

(Type over "example" and delete cells not used.)

Name of Department Personnel	Division/Agency	Phone Number	E-mail Address
John Williams	DOT/HWY	587-2183	john.williams@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

MAY 10 2012

\_\_\_\_\_  
Date

**For Chief Procurement Officer Use Only**

Date Notice Posted: 5/15/2012

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:

This approval is based on the department's representation and manufacturer's letter that Safety Systems Hawaii, Inc. is the manufacturer's sole representative in Hawaii and is the only vendor trained to operate the "Zipper Machine" in Hawaii.

Sole source contracts in excess of \$100,000 require cost or pricing data pursuant to HAR chapter 3-122, subchapter 15 and is required to be documented in the procurement/contract file. This approval is for the solicitation process only, HRS section 103D-310(c) and HAR section 3-122-112, shall apply (i.e. vendor is required to be compliant on the Hawaii Compliance Express) and award is required to be posted on the Awards Reporting System.

If there are any questions, please contact Bonnie Kahakui at 587-4702, or [bonnie.a.kahakui@hawaii.gov](mailto:bonnie.a.kahakui@hawaii.gov).

Approved

Disapproved

No Action Required

David J. [Signature] 5/22/2012  
Chief Procurement Officer Signature Date



May 3, 2012

John Williams  
Hawaii Department of Transportation  
869 Punchbowl Street  
Honolulu, HI 96813

Dear Mr. Williams,

Our agent and representative in Hawaii wanted me to confirm their status with you. Safety Systems, is our sole representative for QMB products in Hawaii. And as you know, they also operate the Zipper Machines for the State and sub contract out technical help from us as the manufacturer. Their operators are trained to operate these machines as well as trained to maintain them.

We believe that the Zipper System in Hawaii is one of the best maintained and operated systems we have installed. Both Barrier Systems and Safety Systems have invested heavily in training over the past 14 years to ensure this system continues to operate properly. Untrained operators could damage the machine and your significant investment in barrier very easily.

If I can answer any other questions, please feel free to call me directly at (707) 301-3106.

Sincerely,

BARRIER SYSTEMS SALES and SERVICE LLC

A handwritten signature in black ink that reads "Gary Kaplan". The signature is fluid and cursive.

Gary Kaplan  
Vice-President - QMB Business

3333 Vaca Valley Parkway, Suite 800, Vacaville, Ca. 95688  
Tel: 707-374-6800 Fax: 707-374-6801  
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