

Sole Source Certification Request

Project Title:		Gazelle.AI			
Contact Information					
Agency/Institution:		The University of Southern Mississippi		Contact Person:	Heather Brown
Mailing Address:		118 College Drive, Hattiesburg, MS 39406		Phone Number:	601.266.5442
				Email Address:	Heather.N.Brown@usm.edu
MAGIC Customer #: (Only required from state agencies.)				Division/Dept: Trent Lott Center - Operations	
Project Summary					
Description of Project: (Include details of original acquisition if applicable)		Gazelle.AI is a business intelligence platform deploying proprietary artificial intelligence to forecast a company's likelihood to expand. It is used by Business Development professionals to identify their most coveted leads: growth companies around the world in targeted industries.			
ITS Acquisition Approval (CP-1) should be effective through this date:					
Cost Estimates (Maximum allowed duration is 3 years per request/project)					
Fiscal Year		Initial Costs	Ongoing Costs	Time Constraints	
FY	24	\$15,500		Item Needed by:	NA
FY	25	\$15,500		Funds Expire:	NA
FY	26	\$15,500		Other Important Deadline(s): (e.g. current contract/CP-1 expiration dates)	
Total Estimated Project Cost:		\$46,500			
Funding Source: Other Funds - Identify --->					
Discuss Funding: (e.g. fund number; how much of needed funding is definite; total project budget; any matching or other non-state funds)		\$15,500 per year each year – no state or matching funding			
Acquisition Details					
Item or Part Number		Quantity	Description	Building Location(s)	
Gazelle.ai		1	Subscription	NA	
Describe Platform and Infrastructure: Where does your agency plan to house or host the requested equipment or service? What resources currently available through ITS are needed (network connectivity, cloud computing/storage, colocation, business resiliency, etc.)?					
NOTE: For equipment or services outside of current ITS available contracts and resources, justification must be attached.					
NA					
Sole Source Certification - Certification must be renewed for each revision or continuation of previous Sole Source Approvals.					
Explain why these products or services are the only ones that can meet your needs: (Include specific functionality or special features that make this product or service unique.)			Gazelle.ai is the only platform that features trained algorithms to index companies based on their propensity to expand. Gazelle.ai is the only data platform to include heatmaps at the state and county levels across over 900 6-digit NAICS industries. Gazelle.ai platform is the only data platform that features both the ability to reveal buying and selling ecosystems across 900 6-digit NAICS industries and generate lists of companies specific to these industries (buying or selling) at the state and county levels.		
Specific business requirements to be met by the products/services: (e.g. intended use, how it helps accomplish a task, etc.)			NA		
Explain why this is the only entity that can provide the products/services: (Include other products/vendors researched or evaluated.)			Gazelle was designed for business development professionals seeking to target and engage with high growth and expanding companies. Gazelle believes in a data-driven approach to targeting, researching, and engaging with companies for a smarter approach to business development.		
If for services or installations (not a product) the following two questions must be addressed.					
Explain below why the amount to be expended is reasonable:			Explain below what was done to obtain the best possible price:		
The amount is comparable to other software packages we subscribe to for other data packages.			We negotiated with Gazelle.ai for a seat within the platform for unlimited use and they will also speak with the Masters students during the semester about their research at no charge.		
Vendor's proposal submitted:		<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No (select only one)		Vendor's Certification of Sole Source attached:	
				<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	

MAGIC Vendor Code(s) - Vendor must be in MAGIC before a CP-1 can be issued.

Place Order To Vendor Code:	Vendor Name:		Remit To Vendor Code:	Vendor Name:	
	Vendor Address:			Vendor Address:	

By my signature, I certify that, to the best of my professional knowledge: the requested product or services are a sole source as outlined in the ITS Procurement Handbook, Rule 207.2:013-030 Procurement Types: Sole Source, and as outlined in Mississippi Code annotated Section 31-7-13.

David Sliman / CIO

Name and Title (Agency Head/Institution President/CIO)

Signature



Date

11/10/23