

# Notice of Intent to Certify Sole Source

---

**To:** Interested Parties

**From:** William P. Stitt  
Chief – Supply Chain Management

**Date:** August 15, 2018

**Re:** Sole Source Certification Number SS5243 for FLIR Skywatch SD with Components

**Contact Email Address:** [solesource@umc.edu](mailto:solesource@umc.edu)

---

## Sole Source Certification Award Details

Regarding University of Mississippi Medical Center (UMMC) Sole Source Certification Number **SS5243** for FLIR Skywatch SD with Components, please be advised that UMMC intends to award the purchase to FLIR Detection, Inc., as the sole source provider.

UMMC issues this notice in accordance with Mississippi state law, policy, and procedures for sole source procurements.

## Sole Source Criteria

1. Where the compatibility of equipment, accessories, or replacement parts is the paramount consideration (and manufacturer is the sole supplier).
2. Where a sole supplier's item is needed for trial use or testing.
3. Where a sole supplier's item is to be required when no other item will service the needs of UMMC.

## Schedule

Task	Date
First Advertisement Date	August 15, 2018
Second Advertisement Date	August 22, 2018
Response Deadline from Objectors	August 30 , 2108, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before August 31, 2018

## **Project Details**

**1. Describe the commodity that the agency is seeking to procure:**

The University of Mississippi Medical Center (UMMC) seeks to purchase **FLIR's Skywatch SD with components**. The Skywatch tower will enable law enforcement personnel to be elevated sufficiently enough to observe pedestrian and vehicle flow, thus deterring criminal activity. This will allow a new level of security to the campus community. Training and travel expenses are included in this request.

**2. Explain why the commodity is the only one (1) that can meet the needs of the agency:**

The **Skywatch** is the only moveable watchtower that can be elevated above 25' to increase visibility for surveilling officers. The Skywatch is the only watchtower that is transportable and can safely withstand wind speeds of 60 MPH.

**3. Explain why the source is the only person or entity that can provide the required commodity:**

FLIR Detection, Inc., is the only vendor that offers a moveable surveillance tower that reaches above 25' and provides safety in winds up to 60 MPH. See supporting letter from **FLIR Detection, Inc.**, Attachment A.

**4. Explain why the amount to be expended for the commodity is reasonable:**

The Skywatch tower will act not only as a deterrent to crime, but will allow a sizeable viewing area to detect crime and report it as it occurs. This will offer an additional level of security to the campus community. The amount to be expended for this sole source request is \$180,573.75.

**5. Describe the efforts that the agency went through to obtain the best possible price for the commodity:**

Through market research, UMMC was able to negotiate best pricing for this surveillance tower and components. All applicable discounts were explored and applied.

## **Submission Instructions and Format of Response from Objecting Parties**

Interested parties who have reason to believe that the FLIR Skywatch SD with Components (hereafter, “Products”) should not be certified as a sole source should provide information in the Vendor Form for the State to use in determining whether or not to proceed with awarding the sole source to FLIR Detection, Inc. The Vendor Form may be found at <http://www.dfa.ms.gov/media/1591/objectiontosolesourcedetermination.pdf>.

Objections must include the certification in Attachment B.

Comments will be accepted at any time prior to August 30, 2108, at 3:00 p.m. Central Time to [solesource@umc.edu](mailto:solesource@umc.edu). Responses may be delivered via email to [solesource@umc.edu](mailto:solesource@umc.edu). UMMC WILL NOT BE RESPONSIBLE FOR DELAYS IN THE DELIVERY OF RESPONSES. It is solely the responsibility of the Interested Parties that responses reach UMMC on time. Responses received after the deadline and responses that lack all required information will be rejected. UMMC reserves the right to inspect Interested Party’s commodity for comparison purposes.

If you have any questions concerning the information above or if we can be of further assistance, please contact [solesource@umc.edu](mailto:solesource@umc.edu).

Attachment A: Vendor Correspondence

Attachment B: Objection Certificate



The World's Sixth Sense™

July 17, 2018

**Attachment A**

Memo

To: Mr. Nathan Hardy/University of Mississippi Medical Center  
From: Howard Schemer/FLIR

In Re: Sky Watch Sole Source Memo

Dear Mr. Hardy:

Please accept this letter as verification as Sole Source Original Equipment Manufacturer and seller of the SkyWatch Tower here in the U.S.A. SkyWatch is an exclusive product line manufactured by FLIR Detection, Incorporated, a division of FLIR Systems Inc.

All additional options (i.e. Cameras, Spot Lights, PA System, etc.) are proprietarily configured and integrated into SkyWatch. The proposed Day/Night Dual Cameras also come with a 24" Flat Screen Monitor, NVR with VMS, Joy-Stick Controller.

We are the only US Manufacturer that employees the following:

- Arching Assent and Descent (Not a Scissor Lift)
- Can withstand up to 60 MPH winds
- Ground Level Entry
- Diesel Generator with 78 Gallon Fuel tank enabling a run time of between 4-5 days.
- Height of 27 feet "Eye Level" from within the cab.
- Below cab "safety camera" that looks below to see if anyone is walking below unit.

Kindest regards,

**Howard Schemer**

Sales Director-SkyWatch Sales

**FLIR Systems, Inc.**

**Government and Defense Business Unit**

+ 1.770-335-4892

Email: [howard.schemer@flir.com](mailto:howard.schemer@flir.com) | [www.flir.com/skywatch](http://www.flir.com/skywatch)

**The World's Sixth Sense®**

Attachment B

**SUBMITTED IN RESPONSE TO**  
**Sole Source Certification No. SS5243**  
**Accepted until** August 30, 2108, at 3:00 p.m. Central Time

I certify that the information contained in this objection is true and accurate to the best of my knowledge. I understand that UMMC will investigate all statements made in this objection and that any false or misleading information provided may result in adverse action.

---

Objector Name  
Objector's title

---

Date