

SINGLE/SOLE SOURCE JUSTIFICATION FORM

Complete this form when requesting an exception to the county's competitive procurement policy where only one firm has a product that will meet the project's needs or product specifications, or only one firm can do the work requested. Completing this form does not guarantee that the proposed vendor will be selected. It is the requester's responsibility to provide all required information and documentation as indicated in this form.

Procurement Manager reserves the right to competitively bid, negotiate, or solicit additional information and remains the final authority on all procurement issues.

Type of Source	
Sole Source:	The ONLY known supplier for unique products and services where no other options are available
Single Source:	Though there may be alternate sources for the product or service requested, circumstances dictate the use of the proposed vendor, i.e., availability, timeliness, location, etc.
Part I: General Requester Information	
Department Name: Fire Rescue	Division Name: Operations
Will the Annual Amount Exceed \$50,000.00?	<input checked="" type="radio"/> Yes <input type="radio"/> No
Part II: Vendor Information	
Vendor Name: Channel Innovations	Vendor Contact Name: Jason Lowe
Vendor Contact Phone: 352-694-7006	Vendor Contact Email: jlowe@channel-innovations.com
Part III: Single/Sole Source Justification (check one or more)	
<small>DESCRIPTION OF PURPOSE:</small> The Manufacturer, model number and / or generic description. MAKO Breathing Air Compressor System MAKO Breathing Air Products MAKO SCBA Containment Fill Station Cascade System Repairs/Warranty/Services of MAKO Units MAKE Unit Certifications	
1	Parts/Equipment can Only be Obtained from Original Manufacturer - Not Available through Distributors.
2 <input checked="" type="checkbox"/>	Only Authorized Area Distributor of The Original Manufacturer.
3 <input checked="" type="checkbox"/>	Proprietary Item/Service (Explain Below)
4	Parts/Equipment Not Interchangeable with Similar Parts of Another Manufacturer (Explain Below)
5 <input checked="" type="checkbox"/>	This is the Only Known Item/Source that will Meet the Specialized Needs of this Department Or Perform the Intended Function. (Explain Below)
6 <input checked="" type="checkbox"/>	Parts/Equipment are Required from this Vendor to Provide Standardization (Explain Below)
7	Upgrade to Existing Software. Available Only from The Producer of this Software Who Sells on Direct Basis Only.
8	An Awarding Agency or Passthrough that Was Competitively Procured.
9	None of the Above Apply. Detailed Explanation for Source Request (Explain Below) <small>Describe the full scope of work contemplated including installation if required; items should include brand, model and part number if applicable;</small>
Alachua County Fire Resuce currently utilizes MAKO units at multiple locations within the County. Channel Innovations Corporation of Ocala, Florida is the only authorized distributor sanctioned by MAKO to represent their MAKO breathing air products in the municipal fire and safety markets in Alachua County. As an authorized MAKO distributor, Channel Innovations Corp., is the only approved company for new unit sales, OEM spare parts, warranty / service for any MAKO breathing air products and fill station / Cascade system located in Alachua County. As an authorized distributor Channel Innovations Corp. is required to maintain MAKO certfication(s) for service and warranty within their assigned area.	

Part IV: Confirmation of Documentation

Have you provided required documentation including vendors quote, for this request in support of the justification in Parts III of this form?

Yes No

You may also attach any additional information not specifically requested on this form to support your single/sole source justification.

Part V ESTABLISHMENT OF PRICE REASONABLENESS

Analysis of offer and/or offers has determined that the price proposed is determined to be fair, reasonable and in the best interests of the County based on the following:

- 1 Price obtained was from a catalog or standard price list regularly maintained by the vendor covering standard commercial products sold. (Attach copy of vendor's price list.)
- 2 Price obtained includes a discount from current list prices. (Attach copy of quote showing list price and net price paid.)
- 3 Other. (Explain Below.)

Part VI: Department

Jacqueline Taylor

Requester Name

HAROLD THEUS

Director

Jacqueline Taylor

Requester Signature

Harold Theus

Director Signature

11/14/2024

Date of Signature

11/14/24

Date of Signature

Part VII: Procurement & BOCC

Single Source

Sole Source

TJ White

Procurement Manger

TJ White
TJ White (DocId: 3242024 08:38 EST)

Procurement Manger Signature

12/04/24

Date of Signature

Chair

Chair Signature

Date of Signature



Date: October 28, 2024

To: Whom it may concern

From: Eddie Lacefield
Mako

Re: MAKO Authorized Distributor Information

Thank you for your interest in Mako Compressors. Please be advised that **Channel Innovations Corporation** of Ocala, Florida is the **only** authorized distributor sanctioned by us to represent our MAKO breathing air products in the municipal fire and safety markets in the following Florida counties:

Madison	Taylor	Hamilton	Suwannee	Lafayette	Dixie
Columbia	Gilchrist	Levy	Baker	Union	Alachua
Marion	Nassau	Duval	Clay	St. Johns	Putnam
Flagler	Citrus	Sumter	Lake	Seminole	Orange
Hernando	Pasco	Hillsborough	Pinellas	Polk	Manatee
Hardee	Highlands	Sarasota	Desoto	Charlotte	Glades
Lee	Hendry	Collier	Volusia	Osceola	Brevard
Okeechobee	Indian River	St. Lucie	Martin	Palm Beach	Broward
Bradford					

As an authorized MAKO distributor, **Channel Innovations Corp.**, is the **only** approved company for new unit sales, OEM spare parts, warranty / service for any MAKO breathing air product located within the above Florida counties. In addition, as an authorized distributor **Channel Innovations Corp.** is required to maintain MAKO certification(s) for service and warranty within their assigned area. Furthermore **Channel Innovations Corp.** service technician(s) are required to renew their service certifications every five years to keep abreast of current product and maintenance procedures. If you have any questions please do not hesitate to contact us.

Sincerely,

Eddie Lacefield

Eddie Lacefield
Territory Sales Manager, Mako Products
Cell No.: (484)719-3255
Website: www.makocompressors.com



Approval Status **0 of 1 at 6** Validation Status **Valid** Printed **Not Printed** Encumber Funds **Yes**

Department: 5400 - Fire Rescue Services Dept
 Vendor: 1567490 - CHANNEL INNOVATIONS CORP
 Description: M/\$BCC/XB28/FR/JT - CHANNEL INNOVATIONS - FILL S
 Type: Purchase Order
 Form Type: Custom PO - Standard - Custi
 Bill To Location: FS - FIRE RESCUE SERVICES

Purchasing Address: CHANNEL INNOVATIONS CORP - Pri
 G/L Date: 11/13/2024
 Deliver by Date:
 Expiration Date:
 Resolution Number: XBID EX 28 / QUOTE # QUO-CIC124
 Assign to Buyer: 3 - MULLINS, MARY M

Number of Items **5** Total **\$171,905.00** Encumbered Amount **\$171,905.00**

Description	Quantity	U/M	Price per Unit	Amount	Ship To	Requested For
Shipping and Freight - Shipping/Freight	1.0000	Each	1,233.8000	\$1,233.80	FW	
XBID EX 28 - Sole Sources Purchases per Proc	3.0000	Each	535.0000	\$1,605.00	FW	
XBID EX 28 - Sole Sources Purchases per Proc	3.0000	Each	6,900.0000	\$20,700.00	FW	
XBID EX 28 - Sole Sources Purchases per Proc	3.0000	Each	12,700.0000	\$38,100.00	FW	
ZZ Equipment Misc >\$5000.00 - BREATHING A	3.0000	Each	36,755.4000	\$110,266.20	FW	

[Save](#) [Save/New PO](#) [Delete PO](#) [Reset](#)



Alachua County, Florida

Procurement

Theodore "TJ" White, Jr. CPPB, Procurement Manager
County Administration Building, Gainesville, FL 32601
(352) 374-5202

EXECUTIVE SUMMARY

SS- ITA No. SS- ITA 25-527-MM

Repairs/Warranty/Services of MAKO Breathing Air Compressor System, Air Products, SCBA Containment Fill Station Cascade System from Channel Innovations Corp.

RESPONSE DEADLINE: December 26, 2024 at 5:00 pm

Friday, December 27, 2024

SOLICITATION OVERVIEW

Project Title	Repairs/Warranty/Services of MAKO Breathing Air Compressor System, Air Products, SCBA Containment Fill Station Cascade System from Channel Innovations Corp.
Project ID	SS- ITA 25-527-MM
Project Type	Single-Sole Source
Release Date	December 4, 2024
Due Date	December 26, 2024
Procurement Agent	Mandy Mullins

EXECUTIVE SUMMARY

Single-Sole Source - Repairs/Warranty/Services of MAKO Breathing Air Compressor System, Air Products, SCBA Containment Fill Station Cascade System from Channel Innovations Corp.

EXECUTIVE SUMMARY

SS- ITA No. SS- ITA 25-527-MM

Repairs/Warranty/Services of MAKO Breathing Air Compressor System, Air Products, SCBA Containment Fill Station Cascade System from Channel Innovations Corp.

Project Description	<p>This is a Notice for a Sole Source Source designation for Alachua County Board of County Commissioners.</p> <p><u>Commodity or Service Required:</u></p> <p>MAKO Breathing Air Compressor System, Air Products, MAKO SCBA Containment Fill Station Cascade System Repairs/Warranty/Services of MAKO Units MAKE Unit Certifications</p> <p><u>Justification for Single Source Acquisition:</u></p> <p>Fire Resuce currently utilizes MAKO units at multiple locations within the County. Channel Innovations Corporation of Ocala, Florida is the only authorized distributor sanctioned by MAKO to represent their MAKO breathing air products in the municipal fire and safety markets in Alachua County. As an authorized MAKO distributor, Channel Innovations Corp., is the only approved company for new unit sales, OEM spare parts, warranty / service for any MAKO breathing air products and fill station / Cascade system located in Alachua County. As an authorized distributor Channel Innovations Corp. is required to maintain MAKO certification(s) for service and warranty within their assigned area.</p> <p><u>Recommended Procurement Approach:</u></p> <p>For the reason stated above, Alachua County Procurement Division intends to utilize the Sole Source Procurement method to contract with Channel Innovations Corp.for supplying the above.</p>
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Summary

This is not a formal solicitation and there are no submissions required. The proposed action is for product or services for which the County intends to negotiate and award with only one source under the authority of and in accordance with Florida State Statute 287.057(3)(c). Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement. Responses will not be considered as proposals, bids, or quotes.

Summary

The description of services intended for purchase from a Single/Sole Source is posted in accordance with section 287.057(3)(c), Florida Statutes and will be posted for a minimum of 15 business days.

This is a Notice for a Sole Source Source designation for Alachua County Board of County Commissioners.

Commodity or Service Required:

MAKO Breathing Air Compressor System, Air Products, MAKO SCBA Containment Fill Station Cascade System Repairs/Warranty/Services of MAKO Units MAKE Unit Certifications

Justification for Single Source Acquisition:

EXECUTIVE SUMMARY

SS- ITA No. SS- ITA 25-527-MM

Repairs/Warranty/Services of MAKO Breathing Air Compressor System, Air Products, SCBA Containment Fill Station Cascade System from Channel Innovations Corp.

Fire Resuce currently utilizes MAKO units at multiple locations within the County. Channel Innovations Corporation of Ocala, Florida is the only authorized distributor sanctioned by MAKO to represent their MAKO breathing air products in the municipal fire and safety markets in Alachua County. As an authorized MAKO distributor, Channel Innovations Corp., is the only approved company for new unit sales, OEM spare parts, warranty / service for any MAKO breathing air products and fill station / Cascade system located in Alachua County. As an authorized distributor Channel Innovations Corp. is required to maintain MAKO certification(s) for service and warranty within their assigned area.

Recommended Procurement Approach:

For the reason stated above, Alachua County Procurement Division intends to utilize the Sole Source Procurement method to contract with Channel Innovations Corp.for supplying the above.

Contact Information

Mandy Mullins

Procurement Agent I

Email: mmmullins@alachuacounty.us

Phone: [\(352\) 384-3090](tel:(352)384-3090)

Department:

Fire Rescue

Timeline

OpenGov Project Release Date	December 4, 2024
OpenGov Submission Deadline	December 26, 2024, 5:00pm

SOLICITATION STATUS HISTORY

Date	Changed To	Changed By
Dec 4, 2024 9:49 AM	Draft	Mandy Mullins
Dec 4, 2024 11:09 AM	Review	Mandy Mullins
Dec 4, 2024 11:09 AM	Final	Mandy Mullins
Dec 4, 2024 11:09 AM	Post Pending	Mandy Mullins
Dec 4, 2024 11:09 AM	Open	Mandy Mullins
Dec 26, 2024 5:00 PM	Pending	OpenGov Bot

PROPOSALS RECEIVED

EXECUTIVE SUMMARY

SS- ITA No. SS- ITA 25-527-MM

Repairs/Warranty/Services of MAKO Breathing Air Compressor System, Air Products, SCBA Containment Fill Station Cascade System from Channel Innovations Corp.

Status	Vendor	Contact Info	Submission Date
No Bid	Patterson Veterinary	Gregory Pounds pvs.orders.gov- institute@pattersonvet.com	Dec 4, 2024 1:18 PM
No Bid	Ring Power Corp - WCC	Sarah Griffith sarah.griffith@ringpower.com (904) 737-7730	Dec 4, 2024 11:16 AM

QUESTIONS AND ANSWERS

No Questions Received.

ADDENDA & NOTICES

ADDENDA ISSUED:

No Addenda issued.

NOTICES ISSUED:

No Notices issued.