

APPROVED: 7/9/02

**JUSTIFICATION FOR SOLE SOURCE AND/OR WAIVER PURCHASE**

REQUISITION NUMBER 521132 DATE 10/1/10

DEPARTMENT ITG BUSINESS UNIT KC5162851500

SUGGESTED VENDOR

Terremark North America

ITEM DESCRIPTION AND REASON FOR SOLE SOURCE AND/OR WAIVER:  
(MAY ALSO BE ATTACHED AS A MEMO)

Monthly charges for the Lee County Disaster Recovery  
Systems at the NAP of Americas.

TECHNICAL CHARACTERISTICS:

Cat. 5 hurricane building, high security, unlimited  
supply of broadband providers, redundant  
generators

REASON FOR REQUESTING SOLE SOURCE:

( ) ITEM MUST MATCH EXISTING EQUIPMENT, WHICH IS:

( ) ITEM IS A REPAIR PART FOR EXISTING EQUIPMENT, WHICH IS:

( ) ITEM IS TO BE ATTACHED TO EXISTING ITEM, WHICH IS:

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(✓) TECHNICAL CHARACTERISTICS OF REQUESTED ITEM ARE ESSENTIAL TO OUR NEEDS  
BECAUSE:

Required for Disaster Recovery Systems

( ) NO OTHER MANUFACTURER OF THIS TYPE OF PRODUCT EXISTS

( ) OTHER MANUFACTURERS OF THIS TYPE OF PRODUCT DO NOT MEET OUR MINIMUM  
REQUIREMENTS:

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

( ) OTHER \_\_\_\_\_

MUST PERFORM PRICE OR COST ANALYSIS OR ATTACH NEGOTIATED PRICE QUOTE  
FROM VENDOR; LETTER FROM MANUFACTURER STATING SOLE SOURCE.

A) PRICE ANALYSIS PERFORMED

BASED ON:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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B) COST ANALYSIS PERFORMED:

BASED ON:

Attached service agreements and it is cost  
prohibitive to move the equipment worth over  
one million dollars.

 IT Director  
SIGNATURE AND TITLE OF REQUESTER

I, Robert D. Franceschini, AUTHORIZED BUYER,  
CONCLUDE THE FOLLOWING:

☒ SOLE SOURCE JUSTIFICATION IS ADEQUATE AND PURCHASE IS AUTHORIZED  
WITHOUT COMPETITIVE BIDDING.

☐ SOLE SOURCE JUSTIFICATION IS INADEQUATE AND REQUISITION IS  
RETURNED TO DEPARTMENT.

☐ DUE TO TIME RESTRAINTS PURCHASE IS AUTHORIZED WITHOUT  
COMPETITIVE BIDDING.

☐ COMPETITIVE/NON-COMPETITIVE BID WAIVER APPROVED.

 10-13-10  
BUYER

 10.13.10  
PURCHASING DIRECTOR

Revision Date: