

Rowan County Purchasing Department

130 West Innes Street, Salisbury, NC 28144
Phone (704) 216-8100 FAX (704) 216-8166

To: Rowan County Board of Commissioners
Aaron, Church, County Manager

From: Jody Farrow-Bennett, Director of Purchasing/Contract Administration
Valerie Steele, Airport/Transit Director

Re: Approval of a Sole-Source Purchase of and Install for RTS Vehicle Camera Systems

Date: February 20, 2022

Rowan County Transit would like to enter into an agreement with Coast 2 Coast Technologies, LLC to purchase four (4) complete video installation system kits, complete the removal of three cameras from old vehicles, the reinstallation in new vehicles, and camera inspections of the fleet to meet FTA/DOT requirements. This agreement would be approved as a 'sole-source' per NCGS 143-129(e)(6) which allows for an exception to the bidding laws when:

1. Performance or price competition for a product are not available;
2. A needed product is available from only one source of supply; or
3. Standardization or compatibility is the overriding consideration

Coast 2 Coast Technologies has acquired and installed the same units in our vehicles in the past so this agreement would be for standardization and compatibility as the overriding consideration. The total cost of this agreement is \$7,555.

Attached is the quote provided by Coast 2 Coast Technologies, LLC that will be entered as a standard contract under \$10,000.

Recommendation: The Transit Director and Purchasing Director recommends that the Board of Commissioners authorize the County to enter into a "sole-source" agreement with Coast 2 Coast Technologies, LLC for vehicle cameras for the four new RTS vehicles for \$7,555.00.

NOTE: This request is a correction to the previous request approved on February 6, 2023. Updated estimates were received and included with the consent agenda request but the previous cover memo was included accidentally requesting approval for only \$6,625 rather than \$7555 matching the total of the two estimates. The difference is a \$930 increase from the previous request.