

Fairfax Water

FAIRFAX COUNTY WATER AUTHORITY
8570 Executive Park Avenue, Fairfax, Virginia 22031-2218
www.fairfaxwater.org

ATTACHMENT F SOLE SOURCE DETERMINATION \$30,000 - \$50,000

August 8, 2017

MEMORANDUM

To: Donald R. Legg, CPPO, Procurement Manager

DRL

From: Jason Chiu

Subject: Wonderware Software Support

1. Background: FW is using a suite of software products offer by Wonderware to support the needs of all Fairfax Water (FW) users.
2. Justification: Wonderware products are available via the network of authorized distributors. Insource Solution is the authorized local distributor for Wonderware products in Virginia. Therefore, annual software support must be purchased through Insource Solutions which benefits FW in two ways. One, FW has local representatives to support any issues and second, FW also has the support of Wonderware.
3. Recommendation: I have reviewed contract pricing and believe it to be in the best interest of Fairfax Water to award a one-year Sole Source contract for annual software support to Insource Solutions in the amount of \$32,606.91. This sole source shall be valid throughout the useful life of the system.
4. Determination

In accordance with Section 2.2-4303(E) of the Code of Virginia, as amended, it is my determination that the above named vendor is the only known source practicably available to obtain the goods and/or services specified above.


Donald R. Legg, Procurement Manager

8/15/17
Date



Powering intelligent plant decisions in real time.

August 8, 2017

Jason Chiu
Fairfax Water
1295 Fred Morin Road
Herndon, VA 20170

REF: Representation of Wonderware Operator Interface Products

This letter is to certify that InSource Software Solutions is the only authorized distributor in the area of industrial operator interface products from Wonderware and the only company authorized by Wonderware to sell and support our products in the Washington, DC, Virginia, Maryland areas.

As the exclusive distributor of Wonderware operator interface products in Washington, DC, Virginia, Maryland areas, InSource Software Solutions is the only authorized distributor in the area for Wonderware software and support.

Wonderware industrial operator interface products may be procured and supported by contacting InSource Software Solutions. Please call me or anyone at InSource whenever we can be of service.

Sincerely,

Eric M. Talbott
Wonderware Software
Sales Operations Manager
Ph: 949-639-8609

Wonderware
Business Unit of Invensys
26561 Rancho Parkway South, Lake Forest, California 92630
T 949.727.3200 F 949.727.3270 www.wonderware.com