

Sole Source Procurement Instructions

Department: Public Utilities

Date: November 3, 2025

Vendor: Industrial Scientific

Product/Service: iNet Instrument Network

It is the policy of the City of Harrisonburg that contracts/products be awarded on a competitive basis and that the use of a sole source procurement must be limited to those instances where only one source is practicably available. Per Virginia Code 2.2-4303 and 2.2-4360, the sole source document must be posted online for a minimum of ten (10) days before purchasing the product/service.

1. Explain why this is the only product or service that can meet the needs of the department making the purchase.

Industrial Scientific remotely monitors the condition of our Industrial Scientific instrument fleet and automatically handles any necessary service requirements based on the Exchange plan that we have selected. In addition, the program also includes iNet® Control which provides visibility into our gas detection program via the web. By logging onto a secure website, we can review equipment usage, maintenance, and alarm events. iNet Control tells us when our gas detectors were last calibrated, whether a sensor is about to fail, and which gas detectors went into alarm that day. We can use detailed views to identify the source of potential problems.

2. Explain why this vendor is the only practicably available source from which to obtain this product or service.

* Industrial Scientific Corporation is known as an "industry leader" in portable gas detection and is a vertically integrated company, with a good reputation worldwide. Not only do they design, manufacture and sell the instruments, they also are the only source for an all-inclusive gas detection program like iNet. The iNet program is monitored 24/7 by dedicated technicians, and replacement equipment is sent out within 24 hours of an identified problem. They have local distribution support in Frederick, MD which is also available for on site emergency support. We have performed considerable research in the past in search of a competitor for this service without success. Specifically, Karl Lankford of Safe Spaces LLC informed us that he was unaware of any other company that currently provides a service like the iNet program (referring to the cloud based virtual management of gas detection program records and maintenance).
* Public Utilities have dealt with this company since our first Industrial Scientific instrument purchase in 1992. We are familiar with their personnel, service and installation assistance. We have received satisfactory assistance and performance from this company and their local distribution support on numerous occasions.

3. Explain why the price is considered reasonable.

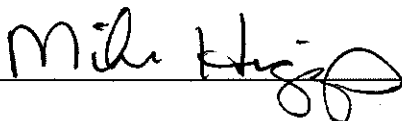
The proposed 48 month cost of \$539.45 for the service most like our current service is comparable to the previous 48 month contract cost of \$467.09. This represents a 15.5% increase as compared to the 19.56 % change in the consumer price index over the last four years, from late 2021 to September 2025.

4. Describe the efforts that were made to conduct a noncompetitive negotiation to get the best possible price for the taxpayers.

Industrial Scientific advised us that they currently have numerous governmental contracts.

Please attach this form to the Requisition and forward to Purchasing.

Signature: _____



Date: _____

11/10/2025