

Sole Source Procurement Instructions

Department: Harrisonburg-Rockingham ECC

Date: 12-23-2025

Vendor: L3 Harris

Product/Service: Symphony Console Upgrade

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.

The HRECC relies exclusively on L3 Harris Symphony Radio consoles for dispatching and radio communication with public safety agencies. Our system's security necessitates upgrading each console with L3 Harris

L3 Harris consoles are designed to seamlessly interface with our existing radio communication infrastructure, ensuring no loss of functionality or compatibility.

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

The L3 Harris Symphony Radio consoles are the only practicably available source due to their compliance with essential security protocols of our radio system, ensuring the confidentiality and integrity of public safety communications. These consoles integrate seamlessly with our existing infrastructure. Their proprietary technology guarantees exclusive compatibility, preventing disruptions or inefficiencies. Additionally, L3 Harris offers specialized support tailored to our operational needs (service contract in place) which other vendors cannot match. Using a different vendor would compromise system integration and security, reducing the effectiveness of our communications.

3. Explain why the price is considered reasonable.

The price for the L3 Harris Symphony Radio consoles is considered reasonable due to the significant cost savings applied. An 80% discount is included in the quote, achieved by combining active discounts, HRECC's contract parts pricing, and a service contract that eliminates labor costs for the project. This comprehensive pricing strategy ensures that we receive substantial value while minimizing expenditure, making the cost highly advantageous for our organization.

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

We capitalized on existing noncompetitive agreements with L3 Harris, including pre-negotiated parts discounts and an established service contract. These agreements provided a strong foundation for helping to secure an 80% cost reduction. Maintaining operational continuity of our radio system was paramount, and these financial arrangements helped to ensure seamless compatibility and performance without disruption, while delivering substantial savings.

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

Signature: 

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