

Sole Source Procurement Instructions

Department:	Police	Date:	7/11/2025
Vendor:	Magnet Forensics GRA20191		

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.

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

The GrayKey Advances software provides easier extractions of data from mobile devices and deep extractions from locked iPhones

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

In comparing GrayKey against other products, more data has been extracted using GrayKey

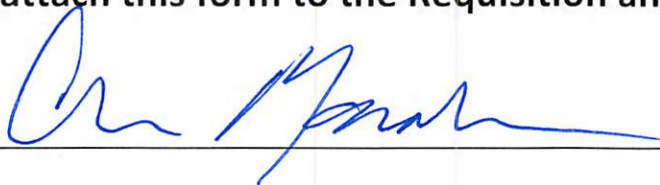
3. Explain why the price is considered reasonable.

Contract renewal pricing

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

The forensic community only recognizes two main tools for extracting and decrypting most mobile devices. GrayKey is the industry standard for iPhone extractions, often months to years ahead of competitors. Cellebrite excels in Android extractions but offers limited iPhone capabilities, lagging behind GrayKey. Agencies commonly use both tools to maximize device coverage

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

Signature:		Date:	7/11/25
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