

# Sole Source Procurement Instructions

Department: Fire

Date: 09/25/2025

Vendor: VEOCI

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.

Veoci was evaluated and selected due to its economical and adaptable virtual EOC capability which best suited departmental needs. Key features include:  
Mass Notification: Two-way communication integrated.  
Mobile Support: Full application functionality on various devices.  
Integrated Mapping: Real-time GIS capability, allowing integration from Excel and other formats.

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

The product is proprietary to Grey Wall Software LLC, which offers an all-in-one package with features like mass notification, mapping, encryption, and offline functionality. This integrative solution is not available through any other vendor

3. Explain why the price is considered reasonable.

Comparable systems can exceed \$100,000, while Veoci delivers its functionalities more cost-effectively. Collective use with partners like JMU, Rockingham County, and Staunton reduces the individual cost per locality. Additionally, much of the cost is subsidized by the LEMPG grant

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

The city forged partnerships to share the platform, reducing individual costs. Furthermore, analysis of other available programs confirmed that no alternative could match Veoci's comprehensive service and operational capability

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

Signature:



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