



Request for Waiver of Bid Procurement

I. Program Description and Current Operations

Date: **01/04/2018**

Service or Goods to be Purchased: **GPS System for Landfill Equipment**

Estimated Expenditure Amount: **\$209,060.00**

Vendor Name: **Geologic Computer Systems**

Department: **Public Works – Solid Waste Division**

Name of Contact Person: **John Welch**

Name of Program: **Solid Waste – Rodefild Landfill**

Requisition Number:

- II. Chapter 25 of Dane County Ordinance codifies the County's purchasing and contracting process. Included in this chapter, 25.11(20) allows for exceptions to the competitive bidding process for a variety of reasons.

Below is a list of exceptions specified in the ordinance. Choose the one most appropriate to your request.

Emergency procurement

Only one vendor possesses the unique and singularly available ability to meet the Department's requirements

When unique and specific technical qualifications are required

When special adaptation for a special purpose is required

When a unique or opportune buying condition exists

- III. State your rationale for request for waiver. Please be specific.

The existing GPS system does not work, and the vendor for that system is barred by court order from performing work on these types of GPS systems. The Solid Waste Division needs functioning GPS equipment to work efficiently. The new vendor's system has increase waste compaction efficiency by at least 14% at each site it is used.

The vendor had another customer cancel an order at the last minute, after the vendor had already purchased all of the components. Because their system comes with a 3 year warranty that starts soon, the vendor will lose significant value in the systems if it does not sell the units soon. Therefore, the vendor is heavily discounting the system in order to get these units sold before the 3 year warranty period begins.

The total discount to Dane County is \$52,600.00. This discount amount has been confirmed by staff, based on the pricing that this vendor submitted for a competitive bid when the original County GPS system was purchased in 2013.