

CITY OF CORAL GABLES

405 Biltmore Way Coral Gables, FL 33134 (305) 460-5102

Finance Department / Procurement Division Request for Sole Source Procurement (Over \$25,000 requires Commission approval)

Section 2-689 A contract may be awarded without competitive bids or proposals when the Procurement Officer, after conducting a good faith review of all available sources, determines in writing, pursuant to a written request from a department head, that the contract by its very nature is not suitable to competitive bids or proposals, as there is only one source for the required supply, service or construction item capable of fulfilling the needs of the city.

		item capable of fulfilling the need		ie to competitive blus	or proposals, as there is only one source i	or the	
CONTRACT ID:							
PART I:	Department	/Vendor Information					
Division/ Department		Dept. Contact		Requisition No.			
Suggested Vendor		Service/Item Description		Value			
PART II:	Explanation	(Supporting documen	ntation must be attached	I)			
Sole Source Justification							
	D	1.0					
	Department Hea	d Signature			Date		
Chi	ief Procurement O	Officer Signature			Date		



8609 Six Forks Road, Raleigh, NC 27616

August 4, 2025

City of Coral Gables

RE: UPS OEM Sourcing Letter

For your records and information: As the original equipment manufacturer (OEM), and an ISO9001 certified supplier, Eaton Corporation (formerly: "Eaton Electrical Inc." and "Powerware") is the provider of factory-supported, factory trained, factory authorized and factory certified service for your critical UPS (Uninterruptible Power Supply) equipment.

Eaton offers power quality services for its UPS products, as well as for related equipment such as power distribution units (PDUs), batteries, alternative energy devices and Cutler-Hammer switchgear. Eaton also services products from legacy brands, including Powerware, Exide Electronics, Best Power, IPM, Deltec and Lortec.

Eaton is the only authorized provider of service support with the Eaton developed proprietary service software for 3-phase Eaton UPS products. Eaton does not train, certify or support independent third party service providers to deliver or service EatonUPS and power quality products.

Due to its lack of training on competitor's platforms Eaton does not service non-Eaton branded power quality equipment. Eaton only works on its own branded equipment or devices it's been certified to fully support and maintain (e.g., flywheels, static transfer switches).

No other service supplier is authorized to possess Eaton proprietary (copyrighted) software, repair documentation, processes or materials.

Advantages to buying UPS services from Eaton include:

- Eaton trains its 240 field technicians to be experts on the products it built 15 years ago and builds today.
- Parts are stocked with the field technicians to maximize our first time fix rate and resolve problems fast.
- When emergencies occur our customer support and field service employees will professionally diagnose and resolve your problem.



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- Eaton has a 7x24 CustomerReliabilityCenter to answer your calls and technical support, and a 7x24parts logistics and remote
- monitoring team to ship parts and respond to critical alarms globally.
- Preventive maintenance allows our techs to thoroughly test, inspect for worn parts, install firmware updates and calibrate when needed so the UPS meets Eaton's most current operating specification.
- Safety and insurance resources to protect you against the unexpected: every field technician has the OSHA, IEEE and NFPA tools, personal protection equipment and training to comply with arc flash and electrical safety so you, your employees and Eaton employees avoid unsafe conditions.
- Eaton is committed to flawless service execution: We survey every customer for satisfaction, drive continuous improvements and employ Six Sigma and Eaton Quality programs.

Eaton puts all of our replacement parts through a thorough testing regiment to insure quality. Eaton is the only immediate source for original equipment parts.

The Authorized Eaton Agent for the South Florida area is Earth Power Solutions who has worked with you in the past.

Should you have further questions, or need further assistance of any kind, please do not hesitate to call on me. Thank you for this opportunity to be of service.

Sincerely,

Juan Carlos Mederos Earth Power Solutions Inc. T: 305-764-0187

Fax: 305-456-6678 E:<u>icmederos@epsifl.com</u> Web: www.EPSIFL.com







Eaton UPS Service Cart: 352032-4

Cart Date: 08/19/2025 (Effective until 10/19/2025) Juan Carlos Mederos, Earth Power Solutions 861 San Pedro Ave Coral Gables, FL 33156 305-456-1520

Email: jcmederos@epsifl.com

Prepared For:

Billing Contact: Hector Avelino,

Billing Company: Coral Gables Police Department

2800 Sw 72 Ave. Bldg. #7 Coral Gables, FL 33155

305-460-5404 Email: For Covered Equipment at Site:

Site Contact: Hector Avelino, Site Company: Coral Gables Safety 2151 Salzedo Street Coral Gables, FL 33134 305-460-5404

Email:

We are pleased to provide the following services proposal for your power quality equipment. Please refer to the Scopes of Work (SOW) for descriptions of service coverage and exclusions. Eaton Corporation terms and conditions (Eaton Corp. Service Agreement T-0 attachment) govern this proposal, and any purchase order submitted to Eaton pursuant thereto. Additional or different terms proposed by Buyer, whether in its purchase order or otherwise, shall not be binding upon Eaton Corporation and are hereby rejected unless expressly agreed to in writing by Eaton Corporation. Eaton Corporation cannot be held liable, and Buyer shall not be entitled to any damages and/or indemnifications, in case Eaton Corporation is prevented, hindered or delayed from or in performing any of its obligations resulting from the impact of the outbreak of COVID-19 for reasons not attributable to Eaton Corporation.

Serial Number	New/Renewal	Model Description	Battery Type, Quantity	Coverage Type
EN314BKK01	N	9395P-300-300-W3	VRLA Sealed, 80	Flexible
EN312BKK01	N	9395P-300-300-W3	VRLA Sealed, 80	Flexible
BP222KXX01	N	9355-20-30	VRLA Sealed, 6	Flexible
BN413KXX05	N	9355-20-30	VRLA Sealed, 6	Flexible
BP281LXX02	N	93E-20-30	VRLA Sealed, 36	Flexible

Quantity 2, Eaton 9395P-300-300-W3, VRLA Sealed, 80

Coverage Start Date: 9/17/2025 Coverage End Date: 9/16/2026 Term: 1 Year

Flex: 8 Hr Rsp, 7x24 Cvg Only (FL87NXXX-0300)

After Hours (7x24) w/ Parts&Labor

• 8 HR Response Time

1x Seal Batt PM, Any Time, 1 PM per year (0005NSXX080-1)

1x UPS PM, Bus Hrs, 5x8,1 PM per year (0006NXXX-0300-1)

EOSL Status Active

Supporting Documents: T-0, X-1, R-2, R-5, R-30, R-10

Site Location	Model	Serial Number		Quantity
Salzedo	9395P-300-300-W3	EN314BKK01		1
Salzedo	9395P-300-300-W3	EN312BKK01		1
			Subtotal:	2



Site Inventory Summary

Salzedo		Hector Avelino, Cor	al Gables, FL	
Model	Serial Number	Dates	Contract	Annual Cost
9395P-300-300-W3	EN314BKK01	9/17/2025 - 9/16/2026	FL87NXXX-0300	\$9,029.07
9395P-300-300-W3	EN312BKK01	9/17/2025 - 9/16/2026	FL87NXXX-0300	\$9,029.07
9355-20-30	BP222KXX01	9/17/2025 - 9/16/2026	FL87NXXX-0030	\$3,601,26
9355-20-30	BN413KXX05	9/17/2025 - 9/16/2026	FL87NXXX-0030	\$3,601.26
			Subtotal:	\$25,260.66
South Dixie		Hector Avelino, Cor	al Gables, FL	
Model	Serial Number	Dates	Contract	Annual Cost
93E-20-30	BP281LXX02	9/17/2025 - 9/16/2026	FL87NXXX-0030	\$4,446.90
			Subtotal:	\$4,446.90



Quantity 2, Eaton 9355-20-30, VRLA Sealed, 6

Coverage Start Date: 9/17/2025 Coverage End Date: 9/16/2026 Term: 1 Year

Flex: 8 Hr Rsp, 7x24 Cvg Only (FL87NXXX-0030)

- After Hours (7x24) w/ Parts&Labor
- 8 HR Response Time
- 1x UPS PM, Bus Hrs, 5x8, includes internal battery PM, 1 PM per year (0006NXXX-0030-1)
- EOSL Status Active

Supporting Documents: T-0, X-1, R-2, R-30, R-10

Site Location	Model	Serial Number		Quantity
Salzedo	9355-20-30	BP222KXX01		1
Salzedo	9355-20-30	BN413KXX05		1
			Subtotal:	2

Quantity 1, Eaton 93E-20-30, VRLA Sealed, 36

Coverage Start Date: 9/17/2025 Coverage End Date: 9/16/2026 Term: 1 Year

Flex: 8 Hr Rsp, 7x24 Cvg Only (FL87NXXX-0030)

- After Hours (7x24) w/ Parts&Labor
- 8 HR Response Time
- 1x Seal Batt PM, Any Time, 1 PM per year (0005NSXX036-1)
- 1x UPS PM, Bus Hrs, 5x8,1 PM per year (0006NXXX-0030-1)
- EOSL Status Active

Supporting Documents: T-0, X-1, R-2, R-5, R-30, R-10

Site LocationModelSerial NumberQuantitySouth Dixie93E-20-30BP281LXX021Subtotal: 1

Grand Total Price: \$29,707.56

- Contract Payment Terms: Net 30 days, Billing Cycle: Payment Upfront
- This service quote may be subject to Eaton's prepayment requirement. Prepayment must be made via credit card or ACH to Eaton prior to order acceptance.
- Important Tax Notice: Tax is not included in the above purchase price. All orders will be subject to all applicable sales tax unless a current tax exemption certificate is on file covering the state shown in the ship-to address or service equipment location.
- Purchase order information:
 - To complete the purchase of services, please sign and date this quote.
 - Return purchase order with all attachments to your sales contact.
 - Purchase orders should be made out and paid to Eaton's remit address: Eaton Corporation, 29085 Network Place, Chicago, IL 60673-1290

Accepted By:	Name	Title	Date	Purchase Order Number	
Print Name:					

Did you know? Eaton has PredictPulse remote monitoring and a suite of professional assessment and testing services (Load Bank, IR Scan, PQ Meter) that take traditional preventive maintenance to the next level by proactively identifying issues for greater peace of mind. Learn more at Eaton.com/UPSservices



Eaton UPS Service Cart: 352032-5

Cart Date: 08/19/2025 (Effective until 10/19/2025) Juan Carlos Mederos, Earth Power Solutions 861 San Pedro Ave Coral Gables, FL 33156 305-456-1520

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Prepared For:

Billing Contact: Hector Avelino,

Billing Company: Coral Gables Police Department

2800 Sw 72 Ave. Bldg. #7 Coral Gables, FL 33155

305-460-5404

Email:

For Covered Equipment at Site:

Site Contact: Hector Avelino, Site Company: Coral Gables Safety 2151 Salzedo Street

Coral Gables, FL 33134

305-460-5404

Email:

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Serial NumberNew/RenewalModel DescriptionBattery Type, QuantityCoverage TypeEN314BKK01N9395P-300-300-W3VRLA Sealed, 80EN312BKK01N9395P-300-300-W3VRLA Sealed, 80

Quantity 2, Eaton 9395P-300-300-W3, VRLA Sealed, 80

Battery Replacement Items

- 80x PWHR12390W4FR Battery Replacement, incl. 5x8 installation, dock-to-dock freight, EPA removal/disposal (153302085-002)
- 3-year Parts warranty, 1-year labor warranty
- EÓSL Status Active

Supporting Documents: R-9, T-0, W-1, R-11

Site Location Coral Gables Public Safety	Model 9395P-300-300-W3	Serial Number EN314BKK01		Quantity 1	\$37,534.16
Building Coral Gables Public Safety	9395P-300-300-W3	EN312BKK01		1	\$37,534.16
Building			Subtotal:	2	

Grand Total Price:

\$75,068.32

- Non Contract Payment Terms: Net 30 days, Billing Cycle: Upon Completion
- This service quote may be subject to Eaton's prepayment requirement. Prepayment must be made via credit card or ACH to Eaton
 prior to order acceptance.
- Important Tax Notice: Tax is not included in the above purchase price. All orders will be subject to all applicable sales tax unless a current tax exemption certificate is on file covering the state shown in the ship-to address or service equipment location.
- Purchase order information:

Did you know? Eaton has PredictPulse remote monitoring and a suite of professional assessment and testing services (Load Bank, IR Scan, PQ Meter) that take traditional preventive maintenance to the next level by proactively identifying issues for greater peace of mind. Learn more at Eaton.com/UPSservices



- To complete the purchase of services, please sign and date this quote.
- o Return purchase order with all attachments to your sales contact.
- Purchase orders should be made out and paid to Eaton's remit address: Eaton Corporation, 29085 Network Place, Chicago, IL 60673-1290

Accepted By: Print Name:	Name	Title	Date	Purchase Order Number	

Eaton 12V 390W battery



Features:

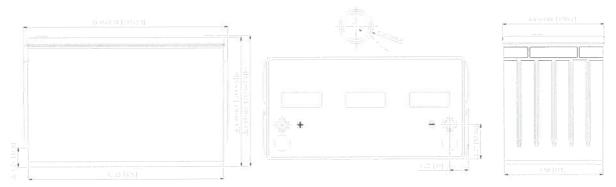
- UL recognized components under UL1989 as well as ISO 9001 and ISO 14001 certified
- Specially designed for high power density and long life applications
- Small volume, lightweight, and high discharge efficiency
- Can be used for more than 260 cycles at 100% discharge in cycle service
- · Absorbed glass mat (AGM) design
- · Low self-discharge
- Built to comply with IEC 60896, DIN 473534, Eurobat
- Exclusive three year battery parts coverage and one year battery labor coverage (with option to purchase labor coverage for years 2 and 3)

CONSTANT POWER DISCHARGE CHARACTERISTICS: WATTS/CELL (77°F, 25°C)

End voltage	Discharge time (minutes) with constant power load (Watts/cell) at 77°F (25°C)									
(Volts/cell)	5 min	10 min	15 min	20 min	30 min	40 min	45 min	50 min	60 min	90 min
1.85 V	478	401	326	269	202	165	150	138	118	84
1.80 V	538	433	348	285	216	177	161	147	124	88
1.75 V	603	462	370	302	230	186	169	156	129	93
1.70 V	667	491	388	318	240	194	175	160	134	96
1.67 V	704	509	398	326	245	197	178	163	137	100
1.60 V	779	546	421	342	254	201	183	169	143	105

All mentioned values are average values per battery per cell.

DIMENSIONS H x W x D in (mm)





TECHNICAL SPECIFICATIONS

6				
12				
390W @ 15 minute-rate	e to 1.67V per cell @	77°F (25°C)		
Approx. 72.75 lb. (33 kg)			
Approx. 51.17 lb. (23.21	kg)			
800 A (5 seconds)				
2779 A				
Approx. 3 mΩ				
Discharge: -15°C to 50°C (5°F to 122°F) Charge: -15°C to 40°C (5°F to 104°F) Storage: -15°C to 40°C (5°F to 104°F)				
13.5 to 13.8 VDC/unit Average at 77°F (25°C)				
Polypropylene				
Length (L): Width (W): Container Height (H):	343.0 ± 2.5 mm 170.0 ± 2.0 mm 213.9 ± 2.5 mm	13.50 ± 0.10 inch 6.69 ± 0.08 inch 8.42 ± 0.10 inch		
	12 390W @ 15 minute-rate Approx. 72.75 lb. (33 kg Approx. 51.17 lb. (23.21 800 A (5 seconds) 2779 A Approx. 3 mΩ Discharge: -15°C to 50 Charge: -15°C to 40 Storage: -15°C to 40 13.5 to 13.8 VDC/unit Average at 77°F (25°C) Polypropylene Length (L): Width (W):	12 390W @ 15 minute-rate to 1.67V per cell @ 3 Approx. 72.75 lb. (33 kg) Approx. 51.17 lb. (23.21 kg) 800 A (5 seconds) 2779 A Approx. 3 mΩ Discharge: -15°C to 50°C (5°F to 122°F) Charge: -15°C to 40°C (5°F to 104°F) Storage: -15°C to 40°C (5°F to 104°F) 13.5 to 13.8 VDC/unit Average at 77°F (25°C) Polypropylene Length (L): 343.0 ± 2.5 mm Width (W): 170.0 ± 2.0 mm Container Height (H): 213.9 ± 2.5 mm	12 390W @ 15 minute-rate to 1.67V per cell @ 77°F (25°C) Approx. 72.75 lb. (33 kg) Approx. 51.17 lb. (23.21 kg) 800 A (5 seconds) 2779 A Approx. 3 mΩ Discharge: -15°C to 50°C (5°F to 122°F) Charge: -15°C to 40°C (5°F to 104°F) Storage: -15°C to 40°C (5°F to 104°F) 13.5 to 13.8 VDC/unit Average at 77°F (25°C) Polypropylene Length (L): 343.0 ± 2.5 mm 13.50 ± 0.10 inch Width (W): 170.0 ± 2.0 mm 6.69 ± 0.08 inch Container Height (H): 213.9 ± 2.5 mm 8.42 ± 0.10 inch	

^{*} It is recommended to keep the ambient air temperature the battery is used in at 25°C (77°F) for optimal battery life and discharge performance.







For more information, please visit Eaton.com/UPSbatteries

Eaton 1000 Eaton Boulevard Cleveland, OH 44122 United States Eaton com

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00555181

Work order number

EN312BKK01BATT

Serial number

Customer unit Id

Prepared for

HECTOR AVELINO

havelino@coralgables.com 3054605404

CITY OF CORAL GABLES

2151 SALZEDO ST CORAL GABLES, FL, 33134

Service performed by

Jorge Lopez-Pacheco

8609 Six Forks Rd

Raleigh, NC 27615

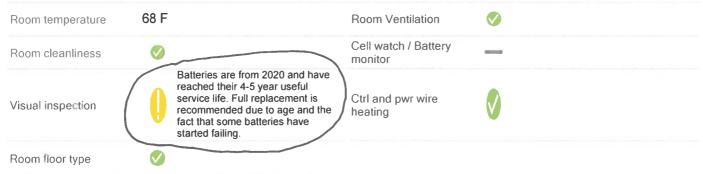
Service Dispatch: (800) 843-9433

www.eaton.com/powerquality



Battery Details

Battery Inspection Results



Battery System Readings

System Float Voltage	552.8	System Load Value	11.1
Positive Voltage to Ground	276.2	System Load	kW
Negative Voltage to Ground	277.3		
Charger AC Ripple Current	0.9		

Battery 1 Information

Manufacturer	C&D	Model	UPS12-400MR	Battery type	VRLA
Cabinet type	Rack	Date code	4/01/2020		
# of Strings	2	Trays/Str	4	Jars/Tray	10

Battery 1 External Battery Inspection

VRLA - Quarterly

	Read	Reading Aggregations			Minimum		Maximum	
Parameter	Low	Avg	High	Alarm	Warning	Warning	Alarm	
Inter-Cell Resistance (Single)	63.00	69.89	91.00			83,87	87.36	
Internal Resistance	4,087.00	4,594.30	6,936.00			6,432.02	6,891.4	
Voltage (Open)	13.00	13.33	13.89	12.28	13.00	14.45	14.50	
Negative Post Temperature	69.00	69.50	70.00	62.00	68.00	80.00	88.00	

Tray 3 - Jar 21 Repair

Parameter	Reading	Warning / Alarm	Repair Performed	Connection
Inter-Cell Resistance (Single)	91	Alarm (Upper Limit)	New Intercell Reading	68

Additional Faults:

Notes:

Cleaned and retorqued connections

Tray 3 - Jar 26 Repair

Parameter	Reading	Warning / Alarm	Repair Performed	Connection
Inter-Cell Resistance (Single)	86	Warning (Upper Limit)	New Intercell Reading	76

Additional Faults:

Notes:

Cleaned and retorqued connections

Tray 4 - Jar 40 **Return Visit Required**

Parameter	Reading	Warning / Alarm
Internal Resistance	6936	Alarm (Upper Limit)

Additional Faults:

Notes:

Battery has failed and needs to be replaced.

1						
Jar	Voltage	Resistance	Negative Post Temp	InterCell (Single)	Inter Tier	Result
1	13.86	4648	69	68		0
2	13.89	4464	69	75		Ø
3	13.85	4527	69	72		Ø
4	13.88	4413	69	75		Ø
5	13.85	4355	69	34	•	0
6	13.51	4580	69	67		Ø
7	13.53	4653	69	71		Ø
8	13.54	4467	69	67		Ø
9	13.48	4453	69	69		Ø
10	13.47	4659	69	217	•	0

Jar	Voltage	Resistance	Negative Post Temp	InterCell (Single)	Inter Tier	Result
1	13.51	4393	69	68		Ø
2	13.67	4131	69	71		Ø
3	13.5	4403	69	68		Ø
4	13.64	4246	69	67		Ø
5	13.6	4186	69	26		0
6	13.51	4483	69	67		Ø
7	13.25	5789	69	67		Ø
8	13.36	4166	69	68		0
9	13.52	4373	69	69		Ø
10	13.42	4421	69	4	•	Ø
11	13.39	4587	69	69		Ø
12	13.4	4510	69	68		Ø
13	13.35	4141	69	68		Ø
14	13.14	4679	69	65		Ø
15	13.06	5294	69	25	•	Ø
16	13.41	4365	69	66		0
17	13.35	4200	69	73		0
18	13.34	4466	69	78		0
19	13.19	4471	69	66		Ø
20	13.31	4648	69	4		0
21	13.34	4647	70	91		8
22	13.32	4467	70	66		Ø
23	13.3	4472	70	69		Ø
24	13.34	4674	70	68		Ø
25	13.28	4394	70	28		Ø
26	13.26	4296	70	86		0
27	13.23	4473	70	79		Ø
28	13.25	4550	70	78		Ø
29	13.29	4537	70	68		Ø
30	13.24	4250	70	3	•	Ø
31	13.22	4256	70	80		Ø
32	13.22	4558	70	67		Ø
33	13.22	4119	70	69		Ø
34	13.24	4087	70	75		0
35	13.19	4269	70	24	•	Ø
36	13.08	4568	70	67		Ø
37	13.19	4161	70	63		Ø
38	13.21	4336	70	65		Ø
39	13.2	4436	70	65		0
40	13.23	6936	70	11	•	8

Trending Internal Resistance

Trending Internal Resistance	
Jar#	1/6/2025
1	4648
2	4464
3	4527
4	4413
5	4355
6	4580
7	4653
8	4467
9	4453
10	4659
11	4359
12	4554
13	4733
14	4759
15	4723
16	4517
17	4484
18	4421
19	4906
20	4826
21	4814
22	4673
23	4840
24	4940
25	4793
26	4690
27	5623
28	4643
29	4918
30	4645
31	4738
32	4570
33	4816
34	4874
35	4431
36	4832
37	4732
38	4598
39	4710
40	4725

CITY OF CORAL GABLES

- MEMORANDUM-

TO: EDWARD J. HUDAK JR.

CHIEF OF POLICE

FROM: HECTOR R. AVELINO JR.

RADIO SHOP VIA CHAIN OF COMMAND **DATE:** MAY 30, 2025

SUBJECT: EPSI / EATON SOLE SOURCE REQUEST

ACTION/RECOMMENDATION:

Request a Sole Source Request Authorization to Eaton Corporation for the purpose of providing a service/maintenance agreement for five Uninterruptible Power Supplies (UPS), that provide critical backup power for the City's Public Safety Answering Points (PSAP) and the City's main network data center.

BACKGROUND:

These UPS units support critical electrical loads for life safety equipment at the following locations:

- Police and Fire Headquarters 4th Floor PSAP (two units) Provides an emergency power source to the City's primary 911 PSAP and Emergency Operations Center
- Police and Fire Headquarters 1st Floor (two units) Provides an emergency power source to the City's main network data center.
- Trolley Depot Building 2nd Floor Backup PSAP (one unit) Provides an emergency power source to the City's backup 911 PSAP.

These Eaton UPS units support critical public safety electrical loads which require proper onsite maintenance and repairs when necessary. It is a critical need to replace batteries for two of the main UPS units at the Public Safety Building due to battery age and battery test failure. Eaton is a manufacturer and direct servicer of its equipment. Eaton does not certify or train outside parties to support this equipment. A service renewal agreement renewal is needed and generated through our local Eaton authorized representative Earth Power Solutions Inc (EPSI) for replacement Eaton batteries, parts, and maintenance.

SYNOPSIS/CONCLUSION:

The combined cost of the UPS maintenance contract and UPS battery replacement purchase is \$104,775.88 of which \$29,707.56 is available from TSD maintenance account # 001-5030-521-4611 and \$75,968.32 is available from Radio Matrix Capital Account # 310-5001-521-6401.

ATTACHMENTS:

- Request for Sole Source Procurement
 Sole Source Letter
- 3. Quotations

APPROVAL	<u>DATE</u>	DISAPPROVAL
Tomas Salcedo, Sergeant Technical Services Division	6/3/25	Tomas Salcedo, Sergeant Technical Services Division
Javier Bruzos, Lieutenant Technical Services Division	6/9/25	Javier Bruzos, Lieutenant Technical Services Division
David Lemon, Major Technical Services Division	06-0425	David Lemon, Major Technical Services Division
Thomas Hanlon Assistant Chief of Police	06/10/25	Thomas Hanlon Assistant Chief of Police
Edward J. Hodak Jr. Chief of Police	7/23/25	Edward J. Hudak Jr. Chief of Police

HA/ha