

**DETERMINATION AND FINDING  
FOR A SOLE SOURCE PROCUREMENT**

**AGENCY:** District of Columbia Public Schools  
Office of the Chief Operating Officer Sustainability Team  
**CAPTION:** Sustainability of Aiphones/Door Phones  
**PROPOSED CONTRACTOR:** Vision Security Solutions  
**REQUISITION NOS.** RQ987734

**FINDINGS**

**1. AUTHORIZATION:**

D.C. Code 2-354.04.5 and 27 DCMR, Section 1304 and 1702

**2. MINIMUM NEED:**

The District of Columbia Public Schools (DCPS), Security Office, has an immediate need for continuity of the partnership and services with Vision Security Solutions, to provide maintenance services for the aiphones/door phones on DCPS schools through September 30, 2018.

**3. ESTIMATED COST:**

The estimated cost is \$61,500.00 for the proposed services through 9/30/2018 for two tasks:

- Repair and/or replace video door phone equipment as needed.
- Un-interrupted preventative maintenance program.

**4. FACTS WHICH JUSTIFY A SOLE SOURCE PROCUREMENT:**

The District of Columbia Public Schools Security Office believes it is critical to maintain the continuity of the partnership of DCPS and Vision Security Solutions, to provide unabridged top security for the schools and central offices.

- (a) The Door phone maintenance and repair services are aligned and integrated with the existing DCPS' CCTV Camera and Video security system.
- (b) It is crucial for continuity, and to avoid any gaps or misalignment in the security system of DCPS, to continue to utilize the services of the current contractor. The Contractor has been providing the services satisfactorily with proven track record for tight security monitoring and timely repair services.
- (c) DCPS had once awarded the contract for the Door phone requirements competitively to a DCSS vendor and discovered the vendor could not deliver the services, as integrated, satisfactorily in the manner to meet the crucial security need of the schools. DCPS cannot afford to risk or jeopardize the security and safety of the schools, which demands tight security of entrance doors at all schools, also in cognizance of the tragic recent events in schools throughout the country.

**The Proposed Vendor’s Unique Qualifications:**

- (a) Vision Security Solutions is the only vendor in the Metropolitan Area that has the required maintenance and repair certifications by both Axis Communications, manufacturer of the DCPS’ video surveillance cameras installed in the CCTV system; and VSS, LLC, manufacturer of the VSS Alloy Software used in the system.
- (b) Vision Security Solutions is also the only licensed dealer for the VSS Software and the licensed vendor permitted with the capability of making functional integrations, including the Door phones, into the existing system.
- (c) Vision Security Solutions has the required experience and skills in video door phone equipment by Aiphone and Axis Door Phones.
- (d) Vision Security Solutions installed and provides repairs and maintenance services on the Axis cameras during the renovation of the Schools, including the new school sites.
- (e) The Contractor is an Axis Silver level partner with Access Control certifications by the Electronic Security Association (ESA).

In light of the above findings a sole source award is in the best interest of DCPS and would be the most efficient and cost-effective procurement method to fulfill these DCPS requirements. Therefore, to remain with the continuity of services that has been provided in the past by Vision Security Solutions, it is recommended that purchase orders be awarded to the vendor on a sole source basis.

**CERTIFICATION BY THE DCPS PROGRAM:**

I hereby certify that the above findings are correct and the anticipated cost to DCPS is fair and reasonable.

\_\_\_\_\_  
Date

\_\_\_\_\_  
Office of the Chief Operating Officer/Security

**CERTIFICATION AND DETERMINATION**

Based on the above certified findings in accordance with the cited authority, I hereby determine that it is not feasible or practical to invoke the competitive bidding process under Section 402 or 403 of the District of Columbia Procurement Practices Reform Act of 2010 (D.C. Law 18-371; DC Code 2-354 and 27 DCMR 1304 and 1702.

\_\_\_\_\_  
Date

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Chief Procurement Officer