

CITY OF GRAND JUNCTION
SOLE SOURCE JUSTIFICATION FORM

Date: 10/3/2024 Requested By: Jim Stavast
Department: General Services Division: Facilities
Vendor Name: DMI Technologies, Inc. Net Cost Delivered: \$70,000.00

Provide G/L Account where funds are budgeted:
Project code, if applicable

SOLE SOURCE JUSTIFICATION
(INITIAL ALL ENTRIES THAT APPLY)
Material/Service Description: Access Control (Security) Hardware Installation & Software Programming for City Buildings
1. Uniqueness: Is unique and unavailable from any other source due to proprietary rights, patents, copyrights, secret processes, or monopoly control;
2. X Compatibility: There is a need for compatibility with existing equipment, technologies, or processes, and only a specific product or service can satisfy that need;
3. Urgency: Delay would lead to serious injury, death, or significant financial loss;
4. X Expertise: The vendor has unique experience, expertise, or capabilities unavailable elsewhere;
5. Standardization: There is a need to standardize specific equipment or supplies to reduce training, inventory, or maintenance costs, and only one vendor can meet this need;
6. Written demonstration and justification is available which reasonably and practicably establishes that the selection of a sole source vendor is in the best interest of the City.

Attach Justification Memo and Pricing Documentation, then proceed with signatures below.
After Dept Head approval, forward to Purchasing.

Department Director Approval:
I recommend that competitive procurement be waived and that the service or material described herein be purchased as a sole source.
Signed: Jay Valentine 2/10/2025
Department Head Signature Date

Purchasing Approval:
Based on the above and attached documents, I have determined this to be a sole source with no other vendor practicably available.
Signed: Jay Valentine 2/10/2025
Purchasing Manager Signature Date

Final Authorization
City Manager Approval Required (\$25K to \$50K) yes / no
Signed: Mike Bennett 2/10/2025
City Manager Signature Date

City Council Approval Required (over \$50K) yes / no

*October 2, 2024



GENERAL SERVICES DEPARTMENT

Facilities Division

Memorandum

TO: Jay Valentine
FROM: Jim Stavast
DATE: 8/9/2024
SUBJECT: Sole Source Justification for DMI Technologies, Inc.

DMI Technologies, Inc. is the only local vendor between Salt Lake City and Denver that is authorized and licensed by Open Options, Inc. to perform programming in the DNA Fusion access control software which is the City's access control software.

The Facilities Division's 2024 Capital projects include expanding existing access control systems at City Hall, Buildings A (Municipal Operations Center), and Building C (Municipal Service Center) as well as adding access control security to Parks Administration, Parks Operations, Transportation Engineering (Bldg. D), Facilities (Bldg. B), and the new Fire Station 7 with the installation of new card readers and access control systems. This work will include power supply, cabling, controllers, card readers, and programming.

In 2025 the new G.J. Community Recreation Center will also have access control contracts with DMI Technologies, Inc. for their access control systems that will be operated through the DNA Fusion software. Facilities will also be adding more access control systems at other City facilities including Fire Stations 2 and 5, Water Department (Bldg. E) and other buildings as identified by priority.



Grand Junction City Council

Regular Session

Item #3.a.

Meeting Date: October 2, 2024
Presented By: Jay Valentine, General Services Director
Department: General Services
Submitted By: Jim Stavast

Information

SUBJECT:

Sole Source Purchase Access Control (Security) Hardware Installation and Software Programming for Multiple City Buildings

RECOMMENDATION:

Staff recommends approval of this sole source request for DMI Technologies, Inc. for the installation and programming of access control systems at multiple City buildings.

EXECUTIVE SUMMARY:

In 2017, the City implemented the Open Options DNA Fusion access control platform, replacing an unsupported system. Currently, 15 City facilities operate on DNA Fusion, with staff now tasked with expanding access control for key locations, including City Hall, Parks Administration, and the new Fire Station 7, among others.

DMI Technologies, Inc. is the only contractor licensed by Open Options, Inc. between Salt Lake City and Denver to provide the necessary software and hardware programming for this system. This exclusive licensing ensures full integration with the City's current infrastructure, preserving security and operational continuity.

Staff recommends the approval of DMI Technologies, Inc. as the sole-source contractor for this project. This approach prevents potential risks and guarantees the access control system remains consistent and effective across all facilities. The project will be funded through the City's existing safety improvement budget.

BACKGROUND OR DETAILED INFORMATION:

In 2017, the City transitioned to the Open Options DNA Fusion access control software platform to replace an outdated and unsupported system. Since then, the City has implemented access control systems at 15 facilities using DNA Fusion software. This

platform enables efficient management of card readers and access controls across multiple facilities, enhancing security and access control for City operations.

As part of ongoing safety improvement initiatives, City staff have identified the need to expand or improve access control in several key locations, including:

- City Hall
- Building A (Municipal Operations Center)
- Building C (Municipal Service Center)
- Parks Administration
- Parks Operations
- Transportation Engineering (Building D)
- Facilities (Building B)
- Future Fire Station 7

DMI Technologies, Inc. is the only contractor licensed by Open Options, Inc. to provide the necessary software and hardware programming for the DNA Fusion platform between Salt Lake City and Denver. This exclusive licensing is critical to ensure that any additional access control systems are fully compatible and integrated with the City's existing infrastructure. Engaging a contractor without this specific licensing could lead to integration issues, increased costs, and potential security vulnerabilities. Selecting DMI Technologies, Inc. as the sole-source contractor ensures compatibility, continuity, and security for the City's access control system expansion.

FISCAL IMPACT:

The cost of this service is included in the adopted 2024 Facilities Capital Plan and the Fire Station 7 construction budget.

SUGGESTED MOTION:

I move to (approve/deny) the City Purchasing Division to issue a sole source purchase order to DMI Technologies, Inc. in the amount of \$70,000 for the installation of access control systems on multiple City buildings.

Attachments

None