

Appendix C: Sole Source Justification Form

Lewis County—Sole Source Justification

Form was completed by:

Matt Hyatt	GIS Manager	Public Works
Name	Title	Department

Requested Vendor: <u>Eagleview / Pictometry Int’nl Corp</u>	Cost Estimate: <u>\$262k over 6 years</u>
Vendor's Address: <u>25 Methodist Hill Dr Rochester, NY</u>	Vendor Phone: <u>(585) 486-0093</u>
Vendor Email: <u>megan.reilly@eagleview.com</u>	Vendor Contact
Address/Website: <u>eagleview.com</u>	Name: <u>Megan Reilly</u>

1. Describe the product, service, or system. Attach all information:

Updated aerial photos (2024 & 2027) in ortho (map view) and oblique (bird’s eye) formats covering the entire developed extent of the county; Building footprint dataset and change analysis of footprints since last flight (new, demo, remodel, etc.); Desktop and online mapping software for viewing and navigating the photos; Software, tools, and assistance to integrate the photos and data with GIS and any /all other county systems at no expense (CAMA, 9-1-1 CAD, Engineering, etc.); Authorization to distribute to cities/districts/agencies for cost sharing efficiencies; Free/discounted aerial photo flights immediately after certain qualifying disaster events; Online and in-person training, email and phone support.

2. Below are eligible reasons for sole source. Check all boxes below that apply to your sole source situation and attach any useful documents to justify the sole source. Space is available on page 2 to describe the applicable reasons:

- ☒ Compatibility to existing County standard or to existing equipment, inventory, systems, data, programs, or service: Describe. List efforts to find other sources.
- ☐ Licensed or patented product with only one dealer: Describe. Attach documentation if available, to confirm your source is the only dealer or supplier for this region.
- ☐ Only authorized Service Provider, Repair and/or Warranty Services: Describe.
- ☒ Unique design: Purchase requires unique features that are essential to its design and specific to a particular supplier. Describe.
- ☐ Used item: Surplus item bought through an auction or distributor that would represent good value and is advantageous to the County. Describe.
- ☐ Delivery Date: Only one supplier can meet required delivery date. Describe and list efforts to find other suppliers to meet the delivery date.
- ☒ Project or Research Continuity: Product, systems, services, or data must comply with an ongoing project, research, data, testing or analysis. Results would be interrupted or compromised without continuity. Describe.
- ☐ Other: Please describe:

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Provide a description of the Sole Source reasons checked on page 1:

The county has an ongoing business relationship with Eagleview/Pictometry since 2013, when we contracted to have 3 flights for aerial photos over a 9-year term – 1 flight every 3 years. We continue to use their specialized online viewer software for those photos. Eagleview provides a rare product -- their oblique (bird's eye) photos allow us to view a place or building from several angles. Eagleview's specialized viewing software system allows the photos to be integrated with our GIS software/data and references the photos spatially in three dimensions. This allows us to overlay our GIS data onto the oblique photos and also allows for the measurement of distances, areas, and heights of the features in the photos. For instance, heights can be measured of building faces, utility poles, or bridge abutments if those features are visible in the photo.

Another indispensable feature of the Eagleview system is the ability to view the historical record of photos. The online viewing system retains the photos from previous flights, so direct immediate comparisons of 2013, 2016, and 2019 photos (plus 2024 – 2027 to come) are possible for a specific place from the same angle with a simple mouse click. This would not be possible if vendors were changed.

Standard straight down (map/plan view) aerial photos have long been integrated with other map/GIS products because those all tend to be based on a plan-view type of reference frame; thus, they are fairly easily rectified/georeferenced into a GIS mapping system. But oblique aerial photos have only been integrated relatively recently into GIS systems. Oblique photos have a more complex geometry relative to a GIS' plan-view perspective and the methods to integrate the oblique photos are therefore complex, proprietary, and considered to be trade secrets by the providers. Competing providers' oblique aerial photos cannot be imported into one another's viewing systems and so direct comparison of one vendor's photos to another vendor's isn't readily possible.

Likewise, we have a history of acquiring building footprint data from Eagleview derived from the aeriels and having Eagleview analyze each successive dataset for changes. This data has been used by the Assessor's office to help identify changes to buildings after each flight. Since a different vendor would introduce different methods and specifications for both deriving the building footprints and for determining the amount of change, switching vendors disrupts the continuity of the analysis.

We have formed a collaborative group of local governmental agencies to share in the benefits of having Eagleview products. These participants also help to defray the overall costs – by organizing this group we are able to maximize efficiency for all the agencies involved. Along with getting the photos on disk, contributing participants are allowed and encouraged to buy into the online viewing system. These partners also depend on the consistency provided by the continued use of Eagleview as our oblique aerial photo vendor.

The Flex CAD Map and Flex Mobile Map programs that our 9-1-1- Communications Department uses (part of their Flex/Spillman suite from Motorola Solutions) includes a module that integrates with Eagleview aerial photos. Those Flex map programs do not come with integrations for any other oblique aerial photo vendor. *Statement from Motorola Solutions to be attached.*

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STATEMENT OF NEED:

My department's recommendation for sole source is based upon an objective review of the good/service being required and appears to be in the best interest of the County. I know of no conflict of interest on my part or personal involvement in any way with this request. No gratuities, favor, or compromising action have taken place. Neither has my personal familiarity with particular brands, types of equipment, materials, or firms been a deciding influence on my request to sole source this purchase when there are other known suppliers to exist.

Signature of Elected Official, Director, or Administrator

Date

Please complete this form in its entirety and include with the payment voucher requesting payment to the vendor. Please retain a copy for your records.