



City of San Antonio Certificate of Exemption

Finance

Please fill this form out online, attach any required support documents,
and forward your request to next approval authority.

FY220448

Certificate of Exemption

Originating Department: SAFD

Request Date: 11/23/2021

Exemption Requested/Taken

The City is authorized under limited conditions to make procurements outside of the competitive solicitation process. Chapter 252 of the Local Government Code provides guidance regarding sixteen general exemptions from the competitive solicitation. Departments must submit vendor(s) quotations for any selection below. Please select one exemption:

- | | |
|--|---|
| <input type="checkbox"/> A procurement made because of a public calamity that requires funds to relieve the needs of the residents or to preserve city property (Note: Department must notify the Purchasing Division immediately regarding such an event) | <input type="checkbox"/> Paving, drainage, street widening and other public improvements or related matter where at least one-third of the costs are paid by special assessments |
| <input type="checkbox"/> A procurement to preserve or protect the public health or safety of the city's residents (Note: Department must notify the Purchasing Division immediately regarding such an event) | <input type="checkbox"/> A public improvement project which has been authorized but for which there is deficiency of funds to complete in accordance with the plans as authorized |
| <input type="checkbox"/> A procurement necessary because of unforeseen damage to machinery, equipment or other property (Note: Department must notify the Purchasing Division immediately regarding such an event) | <input type="checkbox"/> A payment under a contract by which a developer participates in the construction of a public improvement as provided by Subchap. C, Ch 212. |
| <input type="checkbox"/> A procurement for personal, professional or planning services | <input type="checkbox"/> Personal property sold |
| <input type="checkbox"/> A procurement for work that is performed and paid for by the day as the work progresses | <input type="checkbox"/> Services performed by blind or severely disabled persons |
| <input type="checkbox"/> A purchase of land or right-of-way | <input type="checkbox"/> Goods purchased by a municipality for subsequent retail sale by the municipality |
| <input checked="" type="checkbox"/> A procurement of items available from only one source | <input type="checkbox"/> Electricity |
| <input type="checkbox"/> A purchase of rare books, papers and other materials for a public library | <input type="checkbox"/> Advertising, other than legal notices |

***Is this an "Emergency" purchase request that exceeds \$50,000 in value and would require City Council ratification?** Yes No

***Sourcing Accounting Details** Insert Shopping Cart (SC) or Purchase Requisition (PR) # Insert Annual Contract #

Enter: Annual Contract Name/Number: 44-3669 A/C DIGITAL WATCHBOARD MAIN & SUPPORT




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Sole Source Justification Notice

You have indicated that this Certificate of Exemption is being requested for a purchase that is categorized as a "Sole Source" procurement. Justification for such a purchase **MUST be provided in the following section of the form, where the justification for sole source purchase can be documented and submitted as part of this Certificate of Exemption request.** Provide any vendor-provided documents used in justifying the sole source aspects of this purchase, attaching any correspondence(s) related to establishing that justification.

Click on the paperclip icon  located in the left margin of this form to make any required attachment.

Sole Source Justification Details

*Name of Item: Constellation for Safety and Security

*Manufacturer: NA *Model Number: NA

*Source Count: Available from only one source Available from more than one source

*Name of Source: Haystax Technology

*Brief description of where or how the item(s) will be used:

The Haystax software product suite is the only comprehensive commercial asset risk management and emergency operations situational awareness tool in the market. The software contains integrated webbased applications for the core functions of asset risk and threat management—critical infrastructure cataloging, security/vulnerability assessment, risk analysis and risk-based prioritization—and situational awareness functions for emergency operations centers—threat and incident analysis and monitoring, dynamic mapping leveraging real-time public safety data, and flexible field reporting and resource tracking. Integration into a single system ensures these vital components work together to inform and create a composite picture of risk and without having to cobble together disparate data management, assessment, and analysis tools.

*Describe the performance functions proprietary to the item(s) requested and why they are necessary to accomplish the project:

Ordinance 2008-12-11-1139 was passed between the City of San Antonio and Digital Sandbox (now a fully-owned subsidiary of the Haystax Technology) for the purchase of risk management software solutions (currently known as Constellation for Safety and Security) to support the ongoing risk management program for the Region. Constellation is used to support activities that include critical infrastructure protection and assessment, damage assessment, risk management, and resources allocation. The original contract value is 323,492.51. The City of San Antonio is now requesting to renew our contract with Haystax Technology.

*Will the item be used in conjunction with existing equipment? Yes No

*Will this be used as an accessory or option? Yes No

*Will training be required? Yes No

*Name other sources/brands whose products have been evaluated and why they do not meet requirements:

There are no other brands or sources to evaluate Haystax is the only source for this software.

*Required attachment(s): Vendor Quotation and Sole Source Vendor Justification Letter explaining why requested item(s) are only suitable from one source.

*Has all of the required justification documentation been attached to this request? Yes No

Execution/Filing Details



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This Certificate of Exemption is executed and filed with the Finance Department as follows:

1. The undersigned is authorized to approve an exemption;
2. An exemption according to Section 252.022 of the Local Government Code exists.

More specifically, the following event has occurred:

This COE is required for the purchase of risk management software solutions (currently known as Constellation for Safety and Security) to support the ongoing risk management program for the Region. Constellation is used to support activities that include critical infrastructure protection and assessment, damage assessment, risk management, and resources allocation. The Haystax software product suite is the only comprehensive commercial asset risk management and emergency operations situational awareness tool in the market. The software contains integrated webbased applications for the core functions of asset risk and threat management—critical infrastructure cataloging, security/vulnerability assessment, risk analysis and risk-based prioritization—and situational awareness functions for emergency operations centers—threat and incident analysis and monitoring, dynamic mapping leveraging real-time public safety data, and flexible field reporting and resource tracking. Integration into a single system ensures these vital components work together to inform and create a composite picture of risk and without having to cobble together disparate data management, assessment, and analysis tools.

3. Because the exemption stated above exists, the City of San Antonio intends to contract with

Haystax Technology _____ which will cost approximately \$ **150,000**

Approvals

Instructions: Enter your Network credentials and "click" the **Sign** button for Authentication eSignature:

UserID: _____ Password: _____

<u>Patricio Villegas (SAFD)</u> Originator	<u>11/17/2021</u> Date
<u>Noel T. Horan (SAFD)</u> Department Director Approval	<u>11/23/2021</u> Date
_____ Executive Leadership Team Approval <i>(approval required only for ratification by City Council)</i>	_____ Date
<u><i>Jennifer Johnson</i></u> Procurement Administrator Approval	<u>September 14, 2022</u> Date

To send this approval document to the next approver, press **Send Forward**.
 To retain a copy of this request, perform a **Save As** to save it as an electronic form.



August 23, 2022

Re: Haystax Technology Sole Source

To Whom It May Concern,

Digital Sandbox, Inc., DBA Haystax, is currently contracted with the City of San Antonio, under Purchase Order 8000374586 to provide the Constellation for Safety and Security platform, operationally known as Haystax. Haystax is the premier provider of analytic asset risk management and situational awareness software and services to state and local governments. Haystax is the sole source provider of the Constellation for Safety and Security software.

The Haystax software product suite is the only comprehensive commercial asset risk management and emergency operations situational awareness tool in the market. The software contains integrated web-based applications for the core functions of asset risk and threat management—critical infrastructure cataloging, security/vulnerability assessment, risk analysis and risk-based prioritization—and situational awareness functions for emergency operations centers—threat and incident analysis and monitoring, dynamic mapping leveraging real-time public safety data, and flexible field reporting and resource tracking. Integration into a single system ensures these vital components work together to inform and create a composite picture of risk and without having to group together disparate data management, assessment, and analysis tools.

Contract costs are based on a combination of professional services (e.g. user training and user-informed support tasks), and rights to access (through an unlimited number of accounts) the vendor's proprietary databases and the applicable technical support (i.e. hosting, backup, maintenance, troubleshooting, and user-led new development).

Based on the current GSA rate schedule, the most favorable rate extended by the vendor to the federal government for the deliverables described would be \$61,511. Haystax will improve upon the GSA rate by extending an offer to the City of San Antonio that is \$30,000 or 51% less than the current GSA pricing. This represents a savings of \$31,511. The need for the continuity of these services is worth noting since the existing consultant has been utilized for several years and a new consultant, unfamiliar with any of the region's environments or their standardized platforms may require significantly more time to deliver the required solutions, necessitating more hours at similar rates, resulting in a higher cost. Other consultants may also require the purchase of risk management software to support their solutions, further increasing costs above the estimated value.

Respectfully,

Tyler Combs
Controller
13333 Holmes Rd, Kansas City, MO 64145
(571) 297-3800
<http://www.haystax.com>