



Print Form

Sole Source Justification (Reference Article 6, Procurement Source Selection Methods and Contract Awards, § 1-10-56 SOLE SOURCE PROCUREMENT)

Vendor: Kova, Corp. E-Verify Number: _____

Commodity: Emergency Alert Notification System

Estimated annual expenditure for the above commodity or service: \$ 117,938.53

Initial all entries below that apply to the proposed purchase. Attach a memorandum containing complete justification and support documentation as directed in initialed entry. (More than one entry will apply to most sole source products/services requested).

- _____ 1. SOLE SOURCE REQUEST IS FOR THE ORIGINAL MANUFACTURER OR PROVIDER, THERE ARE NO REGIONAL DISTRIBUTORS. (Attach the manufacturer's written certification that no regional distributors exist. Item no. 4 also must be completed.)
- _____ 2. SOLE SOURCE REQUEST IS FOR ONLY THE AUGUSTA GEORGIA AREA DISTRIBUTOR OF THE ORIGINAL MANUFACTURER OR PROVIDER. (Attach the manufacturer's — not the distributor's — written certification that identifies all regional distributors. Item no. 4 also must be completed.)
- X _____ 3. THE PARTS/EQUIPMENT ARE NOT INTERCHANGEABLE WITH SIMILAR PARTS OF ANOTHER MANUFACTURER (Explain in separate memorandum.)
- X _____ 4. THIS IS THE ONLY KNOWN ITEM OR SERVICE THAT WILL MEET THE SPECIALIZED NEEDS OF THIS DEPARTMENT OR PERFORM THE INTENDED FUNCTION. (Attach memorandum with details of specialized function or application.)
- _____ 5. THE PARTS/EQUIPMENT ARE REQUIRED FROM THIS SOURCE TO PERMIT STANDARDIZATION (Attach memorandum describing basis for standardization request.)
- _____ 6. NONE OF THE ABOVE APPLY. A DETAILED EXPLANATION AND JUSTIFICATION FOR THIS SOLE SOURCE REQUEST IS CONTAINED IN ATTACHED MEMORANDUM.

The undersigned requests that competitive procurement be waived and that the vendor identified as the supplier of the service or material described in this sole source justification be authorized as a sole source for the service or material.

Name: Frederick Shaver Department: AGS ARFF Date: 09/03/25

Department Head Signature: Heidi L. Jordan Jr. Date: 9/3/25

Approval Authority: Andy Perre Date: 09/03/25

Administrator Approval: (required – not required) _____ Date: _____

COMMENTS:



MEMORANDUM

Phone (706) 798-3236 Fax (706) 798-1551

1501 Aviation Way
Augusta, Georgia • 30906

Date: September 3, 2025
To: Andy Penick, Procurement Director
From: Frederick Shaver, AGS ARFF Assistant Fire Chief
Richard Beal, AGS ARFF Fire Chief
Herbert Judon, Executive Director *HJ*
Re: KOVA Emergency Alert Notification System (KEANS)

The purpose of this memorandum is to provide justification for the sole source procurement of the KOVA Emergency Alert Notification System (KEANS) for Augusta Regional Airport. The system is designed to enhance emergency communication, improve compliance with FAA Part 139, and ensure a rapid and coordinated response across airport stakeholders.

Justification

1. Vendor Uniqueness and Capability

KOVA, Corp. is the original equipment manufacturer (OEM) and sole provider of the KEANS system. The KEANS platform is proprietary and cannot be replicated by third-party vendors. It includes critical features such as:

- Immediate, simultaneous alerts to ARFF, Airport Marshals, Operations, and other agencies.
- Redundant modular architecture tailored for airport operations.
- Seamless integration with Everbridge and other emergency management tools.
- Expandable endpoints, including phones, tablets, strobes, horn speakers, and mobile applications.

No alternative vendor can supply the proprietary KEANS software, licensing, servers, and direct manufacturer support necessary for implementation.

2. GSA Contract Compliance

The KEANS solution is offered under GSA Contract **GS-35F-011BA**, valid through March 1, 2026. This ensures federal compliance, competitive pricing, and approved government contracting standards. Procurement through GSA streamlines acquisition and provides price assurance.

3. Operational Necessity

The KEANS system replaces outdated, manual call-down notification processes with automated, multi-channel communication. This includes pre-recorded loudspeaker announcements, direct ring-down lines, email/SMS notifications, and tablet-based two-way communication. Such capabilities are essential to:

- Meet FAA Part 139 emergency notification requirements.
- Reduce response times in critical events.
- Ensure operational continuity and safety for passengers, staff, and the traveling public.

4. Warranty and Support

The initial procurement includes a **one-year warranty and remote support** at no additional cost. Extended warranty options (one, three, or five years) provide 24/7 support with next-day depot replacement of system components. This ensures long-term reliability, compliance, and continuous protection of airport operations.

If you have any questions or concerns, please do not hesitate to contact me.

Frederick Shaver, AEMT, AMF
Assistant Fire Chief
Augusta Regional Airport Fire Department
(706) 798-2696 Work
(706) 825-9547 Cell
fshaver@augustaga.gov