



Print Form

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

Vendor: Fonroche Lighting America E-Verify Number: 1565390

Commodity: Solar Lighting Materials

Estimated annual expenditure for the above commodity or service: \$ 251,511.00

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).

- X 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.)
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.)
- X 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: Hameed Malik Department: AE & SD Date: 6/28/26

Department Head Signature: [Signature] Date: 7/1/26

Approval Authority: [Signature] Date:

Administrator Approval: (required – not required) Date:

COMMENTS: Requires Commission Approval



ENGINEERING DEPARTMENT

Hameed Malik, PE, Ph.D, Director
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MEMORANDUM

TO: Andy Penick – Procurement Director

FROM:  Hameed Malik, PE, Ph. D, Director Augusta Engineering Department

DATE: June 28, 2026

SUBJECT: Purchase & Installation Solar Street Lighting Materials for Wrightsboro Rd

The Augusta Engineering Department through the sole source procurement process acquired solar lighting materials to install along Wrightsboro Rd from Fonroche Lighting America. Project is ready for installation of purchased material. Fonroche will be installing procured material & equipment.

Fonroche Lighting is the only product in this category that includes the necessary technology for Augusta to consider switching from traditional street lighting to solar powered street lighting. This product was demonstrated and reviewed in person in real life applications by AED staff. Fonroche is one of the few solar lighting companies that has longevity in this space. Their product incorporates proprietary technology such as solar panel and battery integration, use of NiMH batteries, and LoRa communications.

This sole source procurement will allow the Augusta Engineering to install the solar street lighting materials provided by Fonroche Lighting America. Installation cost is \$251,511.00.

cc: File



Fonroche Lighting America
 2224 SE Loop 820, Building C
 Fort Worth, TX 76140
 339-225-4530

Opportunity Owner	Jason Herz	Quote Number	00087319
Payment Terms	Net 45 days after installation done	Quote Name	Augusta, GA - Wrightsboro Rd Installation Only revA
Shipping Terms	Prices are FOB Origin	Quote Date	11/21/2025
		Quote Expiration Date	6/30/2026
		Est. Lead Time	Within 16 Weeks
 Bill To Name	 City of Augusta, GA	 Ship To Name	 City of Augusta, GA
Bill To	535 Telfair Street, suite 800 Augusta, Georgia 30901 United States	Ship To	United States

Shipping estimated; final cost determined on day of shipping and added to invoice.

Shipping fees do not include offloading at the delivery site. It is the customer's responsibility to arrange for any necessary equipment or personnel to unload the shipment upon arrival.

Fonroche is not in charge of or responsible for utility lines. Fonroche positions its lights on each layout to provide the proper photometric results. It is solely the responsibility of the customer to do their own due diligence in cooperation with the local utility to determine easement/spacing requirements from the utility lines, as well as any other requirements of the local utility.

Beware of Fraud: Any advance payment request will only be made on the basis of a proforma invoice sent by Fonroche Lighting America.

Fonroche Model Number	Fonroche Product Description	Price System	Quantity	Amount
Install-MOT	Installation - MOT	USD 40,000.00	1.00	USD 40,000.00
MOBIL	Equipment Mobilization & Set Up for SmartLight Solar Street Light	USD 2,241.00	1.00	USD 2,241.00
	Not to exceed Installation estimate - Direct Burial or Custom Base Plate - Standard.			
	Exclusions apply: -Bonding Project -Traffic Plan submission -Subcontracting Traffic Control -Removal /Disposal of existing equipment -Cutting/Extraction of existing concrete/asphalt -Rock breaker -Underground lines not under 811 inspection -DIR pricing (Wage Law) -Storage -Offloading of goods -Licensed Contractor Electrician -State Licensed Contractor mandatory			
Install DB or CBP EST.		USD 2,250.00	92.00	USD 207,000.00
Total Line Items				USD 249,241.00





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Programming, Pkg,
Ship & Handling Est.

USD 2,270.00

Quote Total

USD 251,511.00

This quotation is subject to the following terms and conditions

Seller's Terms and Conditions of Sale in effect on the date of this order shall apply to this quote and are hereby incorporated by reference. Seller's Terms and Conditions of Sale may be viewed at <https://www.fonrochesolarlighting.com/about-us/terms/>.

Pricing is based on Fonroche Lighting America's Standard Terms & Conditions and any additional terms stipulated herein. It is the Representative's responsibility to convey these terms to the customer. Without prior written approval from Fonroche Lighting America's Sales Director, any deviation from these terms may constitute a change in this pricing at the time of order.

