



Print Form

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

Vendor: Miovision Technologies E-Verify Number: 4358437

Commodity: Signal Preemption Upgrade

Estimated annual expenditure for the above commodity or service: \$ 599,030.60

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.)
3. THE PARTS/EQUIPMENT ARE NOT INTERCHANGEABLE WITH SIMILAR PARTS OF ANOTHER MANUFACTURER. (Explain in separate memorandum.)
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: Hameed Malik Department: AE&ESD Date: 3/13/25

Department Head Signature: [Signature] Date: 3/13/25

Approval Authority: [Signature] Date: 3/17/25

Administrator Approval: (required — not required) Date:

COMMENTS: Commission Approval Required



March 7, 2025

John Ussery  
Assistant Director - TE Division  
Augusta, GA


Dear John Ussery,

Miovision Opticom™ ("Opticom") priority control system is owned and manufactured by Miovision Technologies US, LLC, a subsidiary of Miovision. Since 1968, Opticom has been the standard in emergency and transit priority traffic control. With a diverse history of collaboration with over 5,000 agencies, Opticom is recognized as a pioneer and holds a reputable standing in the industry. Our ongoing progression aligns with smart mobility and connected vehicle perspectives, aiming to enhance the efficiency and safety of preemption through signalized intersections.

Given the requirement that this solution be completely cloud based, no other vendor is capable of placing preemption requests to the controller without utilizing hardware either at the intersection or within the localized network. This cloud-based system allows for conditional parameters to be placed on vehicles when generating EVP requests, giving the system an enhanced solution that has no dependency on potential hardware failure. Secured proprietary communication to central server software allows for a scalable solution within the Augusta Transportation Network.

Should you have any questions, please contact Charlie Witkowski at (678) 427-7962 or via email at [charlie.witkowski@miovision.com](mailto:charlie.witkowski@miovision.com).

Kind Regards,

DocuSigned by:  
  
E4208D233F75489...

Kurtis McBride, CEO  
[kmcbride@miovision.com](mailto:kmcbride@miovision.com) | (519) 513-2407  
Miovision Technologies Incorporated



## ENGINEERING DEPARTMENT

---

Hameed Malik, PE, Ph. D., Director  
John Ussery, PE, Assistant Director of Traffic

### MEMORANDUM

TO: Darrell White – Interim Procurement Director

FROM: *JM* Hameed Malik, P.E., Ph D., Engineering Director

DATE: March 13, 2025

SUBJECT: Miovision Traffic Signal Preemption Upgrades

---

Miovision Technologies is the industry standard provider for traffic signal preemption systems throughout the country. Miovision is the sole provider of the Opticom traffic signal preemption system and technical support. Any Miovision Opticom product that is purchased or serviced must be done by them.

This solution will allow the Augusta Engineering Department Traffic Engineering Division to upgrade our emergency vehicle preemption system throughout the entire county. This sole source purchase will expand the existing preemption system from 45 traffic signals to 220 traffic signals. This system maximizes existing signal infrastructure and county vehicle GPS to allow for decreased emergency service response times and improve Transit buses' ability to stay on time in their respective routes.

Miovision Technologies is headquartered in St. Paul, Minnesota and has customers throughout the United States. Funding is available through the TIA 2 – Vehicle Preemption Part 2.

JU/SR

cc: File



Miovision Technologies US, LLC.  
 801 Transfer Road, Unit G02  
 St. Paul, MN, 55114, US

<b>Bill To</b> Augusta (GA) 530 Greene Street Augusta, Georgia 30901 United States	<b>Ship To</b> Augusta (GA) 1568-A Broad St Augusta, Georgia 30904 United States	<b>Estimate Number</b> Q-35287	<b>Date</b> 9/30/2024	<b>Expires</b> 4/14/2025
--	--	-----------------------------------	--------------------------	-----------------------------

<b>Customer</b> Augusta (GA)	<b>Procurement Method</b> Capital purchase	<b>Term: For Ongoing Services (Years)</b> 1
---------------------------------	---	--

<b>Solution Type</b>	<b>Intersections</b> 220	<b>Intersection Yearly Price</b> USD 0.00	<b>Vehicles</b> 49	<b>Vehicle Yearly Price</b> USD 0.00
----------------------	-----------------------------	--	-----------------------	---

Intersections – 220 intersections  
 All intersections will have Opticom ready controllers running standard NTCIP 1202/1211, If not, customer is responsible to upgrade firmware and/or hardware to many intersection Opticom ready.

Product Name	Term (Months)	Annual Price	Price	Qty	Total
=>Miovision Opticom Priority		\$1,795.50	\$1,795.50	220	\$395,010.00
=>Configuration, Opticom Software-only Intersection		\$142.50	\$142.50	220	\$31,350.00
<b>Intersections -- 220 intersections TOTAL:</b>					<b>\$426,360.00</b>

Augusta Transit

Product Name	Term (Months)	Annual Price	Price	Qty	Total
===>MP70 Connected Vehicle Modem			\$2,038.50	18	\$36,693.00
=>Miovision Opticom Vehicle		\$2,047.50	\$2,047.50	18	\$36,855.00
=>Installation and Configuration, Opticom Vehicle Equipment		\$1,500.00	\$1,500.00	18	\$27,000.00
<b>Augusta Transit TOTAL:</b>					<b>\$100,548.00</b>

Augusta Fire

All vehicles will have Whelen VSG deployed and will be Opticom ready.

Product Name	Term (Months)	Annual Price	Price	Qty	Total
=>Miovision Opticom Vehicle		\$2,047.50	\$2,047.50	31	\$63,472.50
=>Configuration, Opticom Software-only Vehicle		\$150.00	\$150.00	31	\$4,650.00
<b>Augusta Fire TOTAL:</b>					<b>\$68,122.50</b>

Training

Product Name	Term (Months)	Annual Price	Price	Qty	Total
Opticom On-site Support/Training (per day)		\$2,000.00	\$2,000.00	2	\$4,000.00
					<b>Training TOTAL:</b> \$4,000.00
					<b>One Time Total:</b> USD 599,030.50
					<b>Annual Total:</b> USD 0.00
					<b>Total:</b> USD 599,030.50

Please reference estimate number Q-35287 when submitting all purchase orders

**Proposal Notes:**

Purposed directly to controller approach is directly to the 1C module.

**General Notes:**

To the extent this proposal is a "Budgetary Proposal," it is to be used for informational purposes only and is not intended to be a binding contract between the Parties. The prices provided in the Budgetary Proposal are estimates only and are based on information and pricing known as of the date of the Budgetary Proposal.

For services, a signed Master Service Agreement ("MSA") must accompany the order. The terms and conditions that govern the MSA are available at [http://www.gtt.com/sales\\_terms/](http://www.gtt.com/sales_terms/)

[www.gtt.com/sales\\_terms/](http://www.gtt.com/sales_terms/)

When included, intersection installation pricing assumes a standard configuration without complications. Not included in this proposal are the following items, which will require additional fees: 1) crushed conduit or any other issues preventing cable from being installed, 2) lane or road closures, 3) police or other resources needed at the installation area, and/or 4) other third-party costs not known at the time of the proposal. Proposal assumes the intersection cabinets are in good working order and contain wiring diagrams.

Vehicle installation assumes standard installation and does not include: 1) special mounting brackets, 2) excess wiring, and/or 3) swapping out previously installed (replacement) vehicle hardware.

Project management expenses can increase in instances where development, if required, is not fully scoped.

Proposal excludes any activities associated with: 1) traffic control plan, 2) water pollution control plan, 3) changeable message signs/flaggers, 4) permits/bonds/ fees, and/or 5) removal/repair/replacement of concrete, asphalt, conduits or wiring.

Quote does not include any applicable travel expense. A budgetary "not exceed" price can be provided upon request if required.