



Print Form

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

Vendor: GMSTEK LLC E-Verify Number: 2731570

Commodity: Computer Software

Estimated annual expenditure for the above commodity or service: \$ 25,000

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).

- HJ
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.)
 - HJ
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: Herbert Judon Jr. Department: Augusta Regional Airport Date: _____
Department Head Signature: Herbert Judon Jr. Date: 10-6-2025
Approval Authority: Andy Penick NW Date: 10-6-25
Administrator Approval: (required) not required Date: _____

COMMENTS:



To: Purchasing Department / Procurement Officer Name
Augusta Regional Airport
1501 Aviation Way Bush Field (AGS), Augusta, GA 30906

Subject: Sole Source Justification for X-1FBO Aviation Management Software and Integrated Hardware

Dear Procurement Officer's Name,

This letter serves as a formal notice and justification for a sole source procurement of the **X-1FBO Aviation Management Software and its proprietary integrated hardware**, developed and exclusively provided by **GMSTEK, LLC**.

X-1FBO is a proprietary, cloud-based aviation management platform that offers a fully integrated solution specifically designed for the operational, financial, and customer service needs of fixed-base operators (FBOs), airports, and aviation service providers as an all in one FBO management solution.

The platform provides a **unified suite of tools** to manage and streamline:

- **Real time fuel inventory control**
- **Customer based pricing and flexible pricing solution built into X-1FBO**
- **Tracking all incoming and outgoing traffic with X-1TRX**
- **Billing, invoicing, and secure payment processing**
- **Customer Portal to allow customers to submit fuel orders and pay for their invoices within their portal**
- **Comprehensive real-time and historical reporting**
- **End-to-end operational visibility via proprietary ramp hardware (SinglePoint Device)**

Proprietary Hardware and Fuel Visibility

X-1FBO includes an exclusive ramp-side hardware solution — **SinglePoint** — that delivers real-time visibility into every aspect of ramp operations. This proprietary device is used by line service technicians to receive fuel orders, update fueling status, and monitor ground operations directly from the ramp.

Additionally, X-1FBO offers **comprehensive, real-time fuel inventory tracking** that monitors fuel movement at every stage — from fuel supplier delivery, to the fuel farm, into refueling trucks, and finally to aircraft. This level of detailed tracking provides



accountability, reduces shrinkage, and ensures full operational transparency from “A to Z.”

Customer Portal Functionality

X-1FBO also offers a fully integrated and proprietary **customer portal**, enabling customers to:

- Submit fuel orders directly to the FBO
- Track the status of fuel orders in real time
- Pay invoices securely through the portal
- Access present and past invoices as well as access to all fuel tickets within the portal

When a customer submits a fuel order, it is immediately routed to the ramp via the SinglePoint device, eliminating delays, paperwork, and miscommunication. This closed-loop process increases accuracy and improves customer experience and exclusively offered only by GMSTEK.

Justification for Sole Source Procurement

1. Exclusive Ownership and Availability

X-1FBO software and associated hardware are developed, owned, and distributed solely by **GMSTEK, LLC**. No third-party vendors are authorized to sell, implement, or support these systems.

2. Specialized, Aviation-Centric Functionality

The platform was purpose-built for the aviation industry. It is not a repurposed ERP or accounting solution — it is an end-to-end aviation management ecosystem designed for FBOs.

3. Integrated Hardware for Operational Visibility

The SinglePoint ramp device is uniquely integrated with the software platform to provide real-time, ground-level execution and safety aspects. No alternative solution offers this level of hardware-software integration.

4. Proprietary Integrations and Industry Alignment

X-1FBO connects seamlessly with industry tools such as fuel supplier networks, accounting platforms (e.g., QuickBooks), and aircraft databases. These integrations are proprietary and not replicable through other systems.



5. Efficiency, Accuracy, and Security

The system improves invoicing and payment collection speed, reduces human error, ensures PCI-compliant payment processing, and minimizes paper usage by offering digital workflows throughout.

6. Time-Sensitive Deployment and Training

Sole sourcing allows direct implementation, onboarding, and ongoing support from the original development team at GMSTEK, ensuring faster go-live and reduced disruption.

Given the proprietary nature of the X-1FBO platform and hardware, its purpose-built alignment with aviation operations, and its unmatched combination of software, hardware, and customer-facing tools, we respectfully request approval for sole source procurement.

Please contact us if additional documentation or technical specifications are required.

Thank you for your time and consideration.

Sincerely,

George Reyes

Co-Founder and Director of Business Development

GMSTEK, LLC / X-1FBO

greyes@gmstek.com

305-219-5796