

Sole Source Memorandum

The City of Madison, Alabama ("the City") desires to acquire the following product: Council Chambers Video Production Upgrades.

The specific, unique features of this product are as follows: This is an add-on to work already completed by Sutherland Sight and Sound in 2016 (base installation and programming of audio system), 2020 (additional DSP processing, wireless mics and programming) and 2023 (video projection and camera system upgrades & programming). Due to the nature of these interconnected AV systems, and the control system programming that runs all of the systems, Sutherland's is the only qualified vendor with knowledge of how to add on to the existing system programming. Another vendor would have to start from scratch, rebuilding and reprogramming previously completed work, costing much more additional time for programming and labor.

The reasons why these unique features are required is as follows: Due to the history and familiarity of the AV systems that Sutherland's installed, they are in the best position to provide these upgrades for the city.

The undersigned certifies that the City has conducted a reasonably comprehensive search and has been unable to identify any other product in existence that contains these unique features.

The following efforts have been undertaken to conduct the referenced search: Sutherland Sight is the exclusive vendor for the AV system in the Council Chambers.

The undersigned certifies that it has evaluated the following possible alternative products, but that they have not meet the City's needs, for the following reasons: An alternative solution would cost the city more rather than having Sutherland Sight to do these upgrades.

and described, such that no other product can accomplish the City's goals. The reasons why are as follows: Sutherland Sight is the Vendor that designed, setup, and programmed the current AV solution being used in the Council Chamber.

The undersigned certifies that he/she has not solely or primarily relied upon the statements of the product's vendor or salesperson in completing the above information or arriving at the above conclusions.

I certify that the above information is true and correct to the best of my knowledge.

Signature: Chris White
Name: Chris White
Date: 6/20/24