



SOLE SOURCE

PROVE TO BE ONE





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SOLE SOURCE

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Manufacturers and their representatives from one side and state authorities from the other are always looking for a possibility not to have to enter the complicated process of open tender, but instead, to sign direct agreements on products or services delivery. Direct procurement of the product or service from one (sole) manufacturer or its representative is called Sole Source procurement.

Wishing to apply Sole Source type of procurement, both manufacturers (representatives) and state authorities face one obstacle: proof that the particular product or service being provided is only one possible to secure operational tasks of the authority. The ability to prove this is critical on the way to direct agreement.



SOLE SOURCE

PROCUREMENT MANAGEMENT



Directive 2014/24/EU of the European parliament and of the Council of 26 February 2014 on Public procurement and repealing Directive 2004/18/EC Art. 32 part 2b (ii and iii) and 3b allows state agencies to buy directly products and services without applying for the open tender procedure.

Art. 32 part 2b, II

- competition is absent for technical reasons;

Art. 32 part 2b, III

- the protection of exclusive rights, including intellectual property rights;

Art. 32 part 3b

- for additional deliveries by the original supplier which are intended either as a partial replacement of supplies or installations or as the extension of existing supplies or installations where a change of supplier would oblige the contracting authority to acquire supplies having different technical characteristics which would result in incompatibility or disproportionate technical difficulties in operation and maintenance.



SOLE SOURCE

THE COMPANY

Our team is a group of highly educated scientists and military logistics officials. We have over 15 years of experience in providing sole source procurement support in NATO member countries. Sole Source is the only company servicing the military, law enforcement, emergency and rescue markets that will help you avoid the tedious process of a public tender.

Our experts work with both, equipment producers, representatives and with purchasing departments of state and local authority's agencies.



SERVICES

WHAT WE DO

Sole Source is giving the certificate of the products and services compliance with EU directive 2014/24/EU Art. 32 part 2b (II and III) and 3b.

We prepare all necessary documentation of the product and services so that the manufacturer (representative) and authority can submit application for Sole Source type of procurement for direct sale of the product instead of participating in an open tender. Sole Source Quality sign, proves the uniqueness of the product and service.

We maintain sole source process for each upgrade of present product or service. We combine different brands / products with different technologies into one sole source process.

We conduct all laboratory and field tests and certifications to assure the buyer that the chosen product and services is only one of excellent quality and conforms to operational needs of the buyer.





Soldier S



OPEN TENDERS

HOW IT WORKS

Open tenders continues to be a useful tool presenting how state or local authority realizing their needs in materials and services. We have high competence and long term experience in development necessary documentation for open tenders, including technical specifications, evaluation requirements as well as requirements of the contract.

systems

Sustain
Survival
Systems



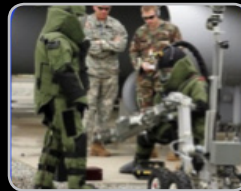
Optronics
Lights Lasers



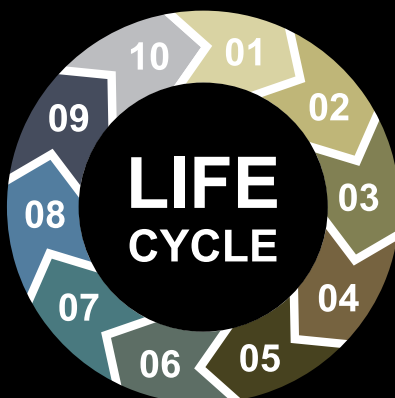
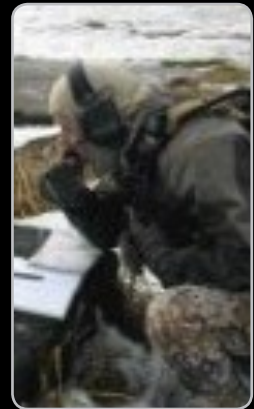
C4I Individual
Systems



EOD IEDD
Systems



JTAC TACP
Systems



01. Wide spectrum of soldier systems and support elements
02. Scientific support to procurement officials
03. Quality control of the materials and services
04. Support to Full Life circle management
05. Expert evaluation of the offers
06. Full spectrum laboratory and field testing
07. Design of the specifications and requirements
08. Management of the projects
09. Trainings for manual material and equipment
10. Development of the manuals and books

SOLE SOURCE PROCESS

In order to apply for Sole Source type of procurement you need to prove that the product or service you are willing to implement or continue to operate is only possible within your logistics systems. Our approach to prepare a product or service for a sole source type of procurement is based on advanced science by deploying operational requirements into a wide spectrum of field and laboratory testing techniques. We have the know-how and experience to apply all necessary tests that will document product's sole conformity with the buyer's operational requirements.

We examine the products for their physical, neurodynamical and biomechanical influents on operators, and therefore their combat effectiveness. We test the physiological and psychical response of operators when using the product and inspect how well they are being protected against any environmental and artificial threats, including qualities such as climate, multispectral camouflage and fire retardancy. Furthermore, We analyze products and services for their

short, middle and long term operational service to assure the buyer of their superiority, which then allows the product or service to be purchased outside of open tender competition. Once the testing phase is complete and mathematical proceedings are made, we prepare the documentation that lists all the test results. Based on the results, we provide written approvals of the product's eligibility for sole source procurement.



By applying the Sole Sourcing process, products or services become a sole part of the operational system, guaranteeing necessary level of system quality and enabling military, law enforcement and rescue agencies to maintain long term operational effectiveness.



SOLE SOURCE SUCCESS



SUCCESS OF THE SOLE SOURCE

Our success is **78** sole sources for
69 manufacturers from the following
countries:

Norway – 8,	Israel – 1,
USA – 26,	Latvia – 3,
UK – 6,	Finland – 3, Japan – 1,
Canada – 5,	Switzerland – 2,
Germany – 10,	Brazil – 1,
Sweden – 4,	Austria – 1,
France – 3,	Slovenia – 1,
Italy – 2,	Spain – 1;

As well as 6 representatives from Latvia and
1 representative company from Estonia.

Area of the Soldier Systems where we were providing sole source services covering: combat and law enforcement clothing, protective textiles systems, boots, load bearing armor systems, load bearing systems, helmets, riot protective equipment, CBRN equipment, special types of sniper, blank, 12 cal, as well as 40 mm combat and not-lethal ammunition, target acquisition systems, optronics devices and multi spectrum surveillance systems, C4I equipment, JTAC/TACP equipment, various types of the protective individual and collective equipment, multi spectrum camouflage systems, EOD/IEDD robots and tools, naval mine disposal systems, sniper scopes, inflatable boats, combat divers and swimmer equipment, as well as training shooting simulation systems.

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