

SOLE SOURCE JUSTIFICATION
Not Required for Single Purchases Under \$10,000

This form is required with all requests for a sole source determination for the procurement of any supplies or services. The justifications should clearly indicate why the legally mandated competitive process required for the procurement is not practicable or possible or is not in the best interests of the County. Letters from the manufacturer of the goods or providers of the service are not, by themselves, adequate justification. The form must be complete with any attachments and must be signed by the department head.

Sec. 11-32 Sole source procurement.

A contract may be negotiated and awarded without competition when the purchasing agent determines in writing, documenting the basis for the determination, after conducting a good faith review of available sources, that there is only one (1) source practicably available for the required good, service, insurance or construction item. The purchasing agent shall conduct negotiations, as appropriate, to obtain the best price, delivery, and terms. The county shall issue a written notice stating that only one (1) source was determined to be practicably available, and identifying that which is being procured, the contractor selected, and the date on which the contract was or will be awarded. This notice shall be posted in a designated public area or published in a newspaper of general circulation on the day the public body awards or announces its decision to award the contract, whichever occurs first. Public notice may also be published on the county Web site. A record of sole source procurements shall be maintained that lists each contractor's name, the type of each contract, the item(s) procured and the identification number of each contract file. (Ord. No. 1717, § 2, 1-5-16; Ord. No. 1945, § 1, 8-2-16)

Department: Fire-Rescue and Emergency Services
Contact Name: Eddie Ferguson
Contact Phone: 804-556-5364
Date of Request: 08/06/2025

1) Service Description or Product and Manufacturer Name/Model

Whole Blood Supply

2) Estimated cost One unit of blood is approximately \$537. Annual cost TBD

3) Required delivery or performance date Ongoing

4) Vendor name and address (name of "sole" product supplier or service provider):

**Inova Health Care Services on behalf of its unincorporated division,
INOVA Blood Donor Services**
45745 Nokes Blvd, Suite 160
Sterling VA 20166

5) Describe the unique design/performance features that make this product, system, or service unique and unavailable from other sources. Be specific:

Adding blood products to our patient care protocols will save lives. Blood administration will complement our advanced airway RSI (Rapid Sequence Induction) patient care protocol that utilizes sedatives and paralytics to achieve airway control intubation in patients with airway compromise. Blood administration pre-hospital will be a significant "game changer" for the 59 years of GCFR Emergency Medical Services.

6) How did you determine that there was only one source for the product or service? Describe what market research and/or evaluation of other products suppliers or service providers was made to determine that no other vendor either makes an acceptable product or can provide an acceptable service.

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The American Red Cross does not have a specific "EMS live blood administration program" as a standalone offering. Additionally, we have been unable to find a Richmond Metro/ODEMSA area hospital willing to supply blood to our EMS agency.

7) How did you determine that the quoted cost of the goods or services is reasonable?

Other Virginia localities and EMS Companies pay similar cost for these services.

8) What product, system, or service provider has your Department used until now to satisfy this requirement?

VSP EMS Med-Flight 1 Helicopter Supply Chesterfield County, Virginia and other air medical helicopter EMS programs.

9) Is this request a one-time request or is this a part of an on-going project that will require future expenditures? If yes, explain:

MOU for on-going services

10) Is this purchase for evaluation and testing? , If yes, will there be competition after evaluation, or will this supply or service become a sole source request?

No, services are a sole source request.

11) What will be the consequences if this request is denied?

If denied, not being able to get blood transfusions while on an emergency scene, could impact saving life's for emergency incidents in Goochland County.

APPROVED/DENIED BY: Mary Zapata DATE 08.15.2026
(Purchasing Director) SS 2026-06