

**SOLE SOURCE PROCUREMENT APPROVAL REQUEST
GOODS AND SERVICES**

All requests for sole source purchases must meet the criteria established under 2.2-4303 E. The County Administrator and/or the Chairman of the Board of Supervisors must sign this form.

Department Name - Water Department- 4401-430150

Department Signature

Jim Crisp
I certify that I am the agency head or designee and hereby certify the following is a sole source vendor

Sole Source Vendor: - Ignition Software, AMR Authorized Dealer Locally.

Total Amount of Sole Source -\$4,286

Description of Goods / Services

1. Ignition Reinstatement fee- We missed invoice last FY and we must pay the fee to reinstate plan. Cost \$2,270.
2. Basic Care support plan Renewal - Allows for software updates and tech support for Ignition software (SCADA). Cost \$2,016, Annually.
3. Ignition cost is fixed and paid through Authorized Dealer, in this case AMR is our local representative.
4. We cannot receive needed support or updates without the plan. Would also prevent paying a large upgrade fee in the future.
5. See attached quote and information.

Approved

Disapproved

More Information needed (specify and return to agency)

Signature

Steph DR

Date

4/15/24

Note: This form must be filed with the contract/purchase order. Departments are delegated authority to make contract award after appropriate approval. (Purchase using noncompetitive negotiation.)



PROVEN PARTNER IN TECHNOLOGY

P.O. Box 234 Rocky Gap, VA 24366
PH: 276-928-1712
FX: 276-928-1814
www.amrpemco.com

QUOTATION

TO: Don Crisp
Wythe County Water & Wastewater Dept

TERMS: Net 30 days
PRICE: Firm for 30 days
FOB: Princeton WV
DELIVERY: See below

PH: 276-223-4501
FX:

Please note that all in stock items
quoted are subject to prior sale

**Either Basic or Priority Care can be purchased for 1 year.
Reinstatement fee applies w/ either.

QTY	P/N	DESCRIPTION	AVAILABILITY	EACH	EXTENDED
1	Lic.# T9B-LRF	BasicCare Support Plan Renewal	3/18/24 - 3/18/25	\$2,016.00	\$2,016.00
1		Support Plan Reinstatement Fee		\$2,270.00	\$2,270.00
				QUOTATION TOTAL	\$4,286.00

2/29/2024 SL

DATE BY Sam Lilly

Don Crisp

From: Roger Lee <rlee@amrpemco.com>
Sent: Friday, February 23, 2024 12:21 PM
To: 'Don Crisp'; 'Russell Jackson'
Cc: slilly@amrpemco.com; Randy Wilson
Subject: RE: LCQQ9507 Wythe Co., VA - Ignition Support Plan Renewal

Hey Don,

I got my quote for moving your Ignition license to AMR managing it.

Ignition had flagged it as delinquent for March 18, 2023-2024.

It must be reinstated for \$2,270.00 plus this year's BasicCare support.

The bill you sent me of Lord & Company has a date of 1/30/2023 and a net 30 plus a 1.5% monthly charge if over 15 days past due.

That would work out to about \$372.15 in interest, plus the bill, for a total of \$2,627.63 to get you current with Lord & Company.

Then, you will get another 2024-2025 BasicCare support bill of \$2,255.47 from them for a grand total of \$4,883.10.

I can save you money on BasicCare compared to Lord & Company (\$2,255.47) at \$2,016 (AMR) per year, but we will have to get you reinstated with Ignition.

We (AMR) will not markup the \$2,270 restatement fee, so the total cost would be \$4,286, then \$2,016 each year after that starting in 2025.

Let me know what you want to do or if you have questions.

Roger Lee

From: Don Crisp <dtcrisp@wytheco.org>
Sent: Wednesday, February 21, 2024 3:41 PM
To: Roger Lee <rlee@amrpemco.com>; Russell Jackson <russell@peed-bortz.com>
Subject: FW: LCQQ9507 Wythe Co., VA - Ignition Support Plan Renewal

From: dmachuca@lordandcompany.com <dmachuca@lordandcompany.com>
Sent: Monday, January 30, 2023 1:16 PM
To: Don Crisp <dtcrisp@wytheco.org>
Cc: Derek Mathews <dmathews@lordandcompany.com>
Subject: LCQQ9507 Wythe Co., VA - Ignition Support Plan Renewal

Don,

I hope you are well! I just wanted to let you know that your Ignition Basic Care Support Plan for Wythe County expires on **3/18/2023**. The Basic Care Plan comes with Upgrade Protection which includes unlimited free upgrades to purchased

Ignition modules throughout the duration of the Support Plan. In this protection plan you also receive unlimited Inductive Automation technical support throughout the year.

Please find attached quote for your review.

Thank you,

Diego Machuca, PMP

Engineering Services Development Manager/Project Manager



2100 Carolina Place Drive

Fort Mill, SC 29708

Mobile: 601.874.1216

Email: dmachuca@lordandcompany.com

Website: lordandcompany.com



YOUR PARTNER IN PROCESS SOLUTIONS