



FLIR Systems, Inc. 1 978.901.8000
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USA

Date: 11/16/2011

Lt. Gregory Estep
Columbus, Ohio
Division of Police Helicopter Unit

Dear Lt. Estep,

Please accept this letter as acknowledgement that FLIR Systems, Inc. is the sole source manufacturer of the FLIR Systems U8500XR Stabilized Gimbal Assembly (SGA) part number 19205-204. This is the only stabilized gimbal assembly that is compatible with the cables and electronics boxes currently installed on the Columbus Police Department MD 500E aircraft.

FLIR Systems is pleased to be a supplier for your EO/IR solutions and looks forward to a continued business relationship with the Columbus, Ohio Division of Police Helicopter Unit.

Sincerely,

A handwritten signature in cursive script that reads "Lilly Koronis".

Lilly Koronis
Sr. Contracts Administrator
FLIR Systems, Inc.

CITY OF COLUMBUS - SOLE SOURCE INFORMATION FORM

TO ACCOMPANY LEGISLATION WHICH WAIVES
ANY PROVISIONS OF COLUMBUS CITY CODE CHAPTER 329.
(LIMIT YOUR RESPONSE TO THIS SHEET)

1. Verification of sole source: (Why no other individual or business entity is capable of supplying the needed item/service.)

- Sole source manufacturer/distributor.
- Sole distributor authorized for this territory.
- Patented product purchased for owner/developer.
- Sole company offering this unique service.
- Other:

2. Describe any effort to bid for alternate item (service or product) that is not provided by a sole source that would meet this need:

3. Describe efforts to determine/verify that the company is the sole source:

FLIR Systems Infra-red camera is the only camera that is compatible with the wiring harness and ECU on the helicopters operated by the Division of Police. To buy any other type of camera would require replacing the wiring harnesses and ECU's on each helicopter at considerable expense.

4. Indicate how the price or fee structure was determined:

Price was quoted by FLIR Systems Inc.

Ordinance No.: _____

Approved By: Authorized Approval on Corresponding Legislative File
