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Craig P. Orgeron, CPM, Ph.D., Executive Director

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Craig P. Orgeron, CPM, Ph.D.

Initial
CPD

CC: ITS Project Number 49006

Date: June 10, 2025

Re: Sole Source Certification Number 4701 to provide Trimble Alloy Receivers for the University of Southern Mississippi (USM)

Contact Name: Atrael Porter

Contact Phone Number: 601-432-8077

Contact E-mail Address: Atrael.porter@its.ms.gov

Sole Source Certification Award Details

Regarding Information Technology Services (ITS) Sole Source Certification Number 4701 for the University of Southern Mississippi (USM), please be advised that ITS intends to award Navigation Electronics, Inc., as the sole source provider of Trimble Alloy Receivers through June 30, 2026, in an amount not to exceed \$306,000.00. If USM opts to renew Trimble Alloy Receivers, this sole source certification shall be valid through June 30, 2028. Please be advised that ITS will determine if additional software, upgrades, support, or equipment are within scope during the certification period and may increase the spending authority accordingly. Should Navigation Electronics, Inc. change their name during this certification period, then ITS will determine if a recertification is necessary. For an explanation regarding Mississippi state law, policy and procedures for sole source procurements, refer to Attachment B: Sole Source Procurement Overview.

Sole Source Criteria

1. The product or services being purchased must perform a function for which no other product or source of services exist:

Trimble, Inc. is the only manufacturer of Trimble Hardware and Software Solutions. The units utilize a data stream referred to as CMR+ and CMRx. CMR+/CMRx is a proprietary Trimble signal developed to send datarom base stations to USM's existing Trimble Network Software Package (Trimble Pivot Platform). No other hardware has the ability to utilize the CMR+/CMRx protocol to integrate with USM's existing infrastructure and it is an essential component in providing real time corrections with centimeter level accuracy.

2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services:

The Trimble equipment will allow field users to connect to the existing network via cellular modem and receive real-time corrections with decimeter level accuracy. The Trimble Alloy GPS hardware and the Trimble Pivot Platform also align seamlessly with USM's existing research and initiatives aimed at supporting the Mississippi Department of Transportation (MDOT) GPS Real Time Network (RTN). Integrating these products into USM's existing research infrastructure creates opportunities for collaboration with MDOT and other stakeholders. The common-use nature of the Trimble products fosters a shared language and framework that can facilitate joint research projects and data-sharing initiatives.

3. The product or services must be available only from the manufacturer and not through resellers who could submit competitive pricing for the product or services:

Trimble is the only vendor that engineers, manufactures, sells, services and supports a complete solution of GNSS hardware and software. Navigation Electronics, Inc. is the sole Authorized Trimble Geospatial Partner for the State of Mississippi offering sales, service, and support. The Vendor's sole source certification letter is included as Attachment A.

Schedule

Task	Date
First Advertisement Date	06/10/25
Second Advertisement Date	06/17/25
Response Deadline From Objectors	06/24/25 at 3:00 P.M. Central Time
Notice of Award/No Award Posted	Not before 06/25/25

Project Details

This purchase is intended to continue enhancements of the National Spatial Reference System. The specific goal includes using the proposed Trimble CORS Receivers for the Global Navigation Satellite System (GNSS) multi-station height modernization by filling in network observation information for the State of Mississippi.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the Trimble Alloy Receivers should not be certified as a sole source should provide information in the following format for the state to use in determining whether or not to proceed with awarding the Sole Source award/contract to Navigation Electronics, Inc.

1.1 Interested Party Information

1.1.1 Contact Name, Phone Number and email address

1.1.2 Company Website URL, if applicable

1.2 Objection to Sole Source Certification

1.2.1 Interested parties must present specific objections to the Sole Source certification using the criteria listed above.

1.2.2 A statement regarding the Interested Party's capabilities as related to this Sole Source Certification Request.

1.3 Comments will be accepted at any time prior to Tuesday, June 24, 2025, at 3:00 p.m. (Central Time) to Arael Porter at atrael.porter@its.ms.gov or at the Mississippi Department of Information Technology Services, 3771 Eastwood Drive, Jackson, Mississippi 39211. Responses may be delivered by hand, via regular mail, overnight delivery, e-mail or by fax. Fax number is (601) 713-6380. ITS WILL NOT BE RESPONSIBLE FOR DELAYS IN THE DELIVERY OF RESPONSES. It is solely the responsibility of the Interested Parties that responses reach ITS on time. Interested Parties may contact Arael Porter to verify the receipt of their Responses. Responses received after the deadline will be rejected.

1.4 Interested Party responses should include the following information:

SUBMITTED IN RESPONSE TO
Sole Source Certification No. 4701-49006
Accepted until June 24, 2025 @ 3:00 p.m.,
ATTENTION: Arael Porter

If you have any questions concerning the information above or if we can be of further assistance, please contact Arael Porter at 601-432-8077 or via email at Arael.Porter@its.ms.gov.

Attachment A: Vendor Correspondence

Attachment B: Sole Source Procurement Overview

Attachment A



Trimble, Inc.
10368 Westmoor Drive
Westminster, CO 80021
United States

June 5, 2025

Attention: Atrael Porter
Technology Consultant
MS Department of Information Technology Services
601-432-8077
www.its.ms.gov

Subject: Authorized Trimble Partner for the State of Mississippi

Trimble, Inc. is the only manufacturer of Trimble Hardware and Software Solutions.

I am pleased to inform you that Navigation Electronics, Inc. is the sole Authorized Trimble Geospatial Partner for the State of Mississippi offering sales, service and support.

Trimble has contractual agreements with all Geospatial Partners to sell in a specific geographic territory for the purpose of local support for customers. Trimble Geospatial Partners are strategically located throughout the United States and sell in designated territories in which they are responsible for the sale, service, support and training of Geospatial Solutions.

I hope this information assists you. Please do not hesitate to contact me if you have any questions.

Regards,

A handwritten signature in dark ink, appearing to read "Sean K. Chard". The signature is fluid and cursive, written over a light blue horizontal line.

Sean K. Chard
Senior Channel Sales Manager
Trimble, Inc.
Phone: (408) 480-5483
Email: sean_chard@trimble.com

Attachment B

The acquisition of information technology for all state agencies and institutions of higher learning (IHLs) is within the scope of the ITS law, found in Mississippi Code Section 25-53-1, et seq., and the policies and procedures established in accordance with this statute, found in the ITS Procurement Handbook posted on the ITS website (www.its.ms.gov).

ITS enabling legislation requires that information technology hardware, software and services be acquired in a manner that insures the maximum of competition among all manufacturers and suppliers of such equipment and services. Accordingly, ITS promotes full and open competition through the issuance of open specifications and the objective evaluation of Interested Party proposals to determine the lowest and best offering to meet an agency's or public university's business requirements. True competition protects the integrity and credibility of purchasing in the public sector and is essential in providing best value and adequate contractual protection for the purchasing entity. In certain limited situations, information technology acquisitions may be sole-sourced.

ITS utilizes the provisions of Public Purchasing Law for Sole Source and Emergency procurements of information technology. Mississippi Public Purchasing Law (Mississippi Code Section 31-7-13) specifies that noncompetitive items available from one source only be exempted from bid requirements (sole-sourced). ITS statute, in Section 25-53-5 (p), permits ITS to utilize provisions in Public Purchasing Law or regulations, when applicable.

Per Public Purchasing law, acquisitions must meet the following criteria to be authorized as sole source:

1. The product or services being purchased must perform a function for which no other product or source of services exists,
2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services, AND
3. The product or services must be available only from the manufacturer and NOT through resellers who could submit competitive pricing for the product or services. The vendor's correspondence regarding this criterion for this project is included as Attachment A.

By policy as documented in the ITS Procurement Handbook, acquisitions of IT services must include the following information to be authorized as sole source:

1. An explanation about why the amount to be expended is reasonable, and
2. An explanation regarding the efforts by the purchaser to obtain the best possible price.

For state agencies, approval of all technology purchases with a lifecycle cost of \$5,000 or less, including sole source purchases, has been delegated to the agency. The ITS Procurement Limits Policies for Agencies (a section in the ITS Procurement Handbook) require a minimum of two competitive written bids or proposals for technology purchases with a lifecycle cost over \$5,000 but not over \$75,000 (not over \$25,000 for projects funded by the American Recovery and Reinvestment Act). Since, for single source items, the procuring agency will be unable to obtain two written bids, ITS must certify all sole source acquisitions of information technology with a lifecycle cost greater than \$5,000.

Institutions of Higher Learning (IHLs) or public universities have been delegated the authority to certify sole source procurements up to \$250,000 lifecycle cost under the ITS Procurement Limits Policies for IHLs (a section in the ITS Procurement Handbook). For the certification of sole source procurements delegated to the CIOs at public universities, the public university must follow ITS' Sole Source Procedure, including advertisement of the intent to award as sole source. Institutions certifying a sole source purchase must ensure the criteria listed above are met and documented in writing by the institution and the Interested Party prior to certifying a product or service as sole source. Sole source documentation must be reviewed and approved by the IHL's CIO for any sole-source certification above \$5,000. All sole source documentation should be retained in the public university's procurement file. Sole source requests above \$250,000 lifecycle cost require ITS approval.

Other than the delegations outlined above, all sole source technology procurements must be certified by ITS.

ITS thoroughly reviews Sole Source Certification Requests, determining if competing products and/or services exist. If so, ITS conducts a competitive procurement. If ITS' review confirms the sole source, then a Sole Source advertisement is issued, giving other Interested Parties an opportunity to identify competing products and/or services. Based upon the results of the Sole Source advertisement, ITS will either certify the request as a sole source or conduct a competitive procurement.