



3771 Eastwood Drive
Jackson, MS 39211-6381
Phone: 601-432-8000
Fax: 601-713-6380
www.its.ms.gov

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.

CC: ITS Project Number 49554

Initial
CPD

Date: June 9, 2026

Re: Sole Source Certification Number 5001 to provide scrap metal registration and licensing system support for the Mississippi Secretary of State's Office (SOS)

Contact Name: Matthew Livingston

Contact Phone Number: 601-432-8244

Contact E-mail Address: Matthew.Livingston@its.ms.gov

Sole Source Certification Award Details

Regarding Information Technology Services (ITS) Sole Source Certification Number 5001 for the Mississippi Secretary of State's Office (SOS), please be advised that ITS intends to award LeadsOnline, LLC as the sole source provider of scrap metal registration and licensing system support through June 30, 2030, in an amount not to exceed \$529,851.00. Please be advised that ITS will determine if additional products or services are within scope during the certification period and may increase the spending authority accordingly. Should LeadsOnline, LLC 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 exists:

LeadsOnline provides an efficient and secure method of collecting and analyzing pawn, secondhand, scrap metal recycler, OfferUp and eBay transaction data for use in criminal investigations. LeadsOnline is the only solution currently available that can meet the requirements and mandates of the Mississippi Scrap Metal Dealer Act, codified in Mississippi Code Annotated Section 97-17-71 to 97-17- 71.2. Operation and maintenance of the electronic platform, originally procured through an emergency purchase in 2008, will be carried out across multiple components of the contract requirements:

- **Scrap Metal Dealer On-line registration;**
-

- **Interface that is specific to the scrap metal industry that captures a number of identifying characteristics at the point of purchase from scrap metal customers;**
- **Statewide access for law enforcement to view and research the customer identifying information and product purchases (either real time or the following day) collected by scrap metal stores**
- **Training to law enforcement to promote and encourage use of the collected information for criminal investigations as a crime-solving tool for metal theft cases.**

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

The unique features and specialized functionalities required by SOS are determined by the criteria enacted in 2008 codified in Mississippi Code Annotated Section 97-17-71 to 97-17-71.1. These code sections were amended as a legislative response to the widespread issue of copper and aluminum theft occurring across the country. The following requirements (A through C) were established at the time.

A. The Secretary of State's Office requires online registration/licensing for scrap metal dealers. Currently, SOS has 150 scrap metal registrants. The online registration application requires the vendor to capture basic identifying information about the store location and ownership. The information collected by the vendor to allow SOS to determine licensing eligibility is extensive and goes well beyond what is typically required to set up a user account and password. The electronic registration component must be able to interface with the Mississippi Department of Finance and Administration's payment portal to collect the registration fees.

B. For each customer who presents regulated metal for sell, the scrap metal dealer must electronically record and upload the required information to a centralized database, accessible to law enforcement, regarding both the customer and the metal purchased:

- **The name, address, and age of the person from whom the metal property was purchased as obtained from the customer's personal identification card;**
- **The date and place of each purchase of metal property;**
- **The weight, quantity, or volume, and a general physical description of the type of metal property;**
- **The amount paid in all purchase transactions for metal property;**
- **The vehicle license tag number, state of issuance, and the make and type of vehicle used to deliver the metal property to the scrap dealer;**
- **A scanned copy or a photocopy of the personal identification card of the person receiving consideration in the purchase transaction; or**
- **If a person other than the seller delivers the metal property to the purchaser, a scanned copy or photocopy of the personal identification card of the person delivering the metal property; and**
- **A photograph, videotape, or similar likeness to the person receiving payment or any other person other than the seller who delivers the metal property to the purchaser in which the person's facial features are clearly visible and in which the metal property the person is selling or delivering is clearly visible.**

C. In addition to capturing detailed data about the customer such as who, what, when, where, etc., photographic images must also be captured and uploaded. The vendor must maintain sufficient staffing to provide telephone support to stores that experience technical issues with the online registration system or have questions regarding customer uploads from scrap metal yards.

Law enforcement officers and criminal intelligence analysts must be able to access all customer uploads from all stores for criminal investigative purposes. The vendor must also provide multiple searchable parameters such as geographic areas or specific customers of interest to enable law enforcement to efficiently focus their investigations. Telephone support must be readily available to assist law enforcement users with access issues or questions about the system. Additionally, the vendor must provide at least three days of on-site training in Mississippi every other year, at locations designated by the Secretary of State, to train law enforcement personnel on the system and its services.

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:

LeadsOnline system functionality designed specifically for criminal investigations using transaction data from pawnshops, scrap yards, eBay, OfferUp, gold buyers and other secondhand stores is the exclusive proprietary property of LeadsOnline and is protected under the United States Copyright Act (17 U.S.C.), as well as by all applicable state and international copyright laws, and by the Lanham Act (15 U.S.C. §§1051-1141n). No other supplier has access to this technology which has been developed over 25 years. The Vendor’s sole source certification letter is included as Attachment A.

Schedule

Task	Date
First Advertisement Date	06/09/26
Second Advertisement Date	06/16/26
Response Deadline From Objectors	06/23/26 at 3:00 P.M. Central Time
Notice of Award/No Award Posted	Not before 06/24/26

Project Details

The Mississippi Secretary of State’s Office (SOS) originally purchased the scrap metal registration and licensing system, along with its support, in 2008 through an Emergency Purchase procurement to comply with MS Senate Bill 2006 from the first Special Session of 2008. In June 2012, ITS began issuing Notice of Intent to Certify Sole Source for the scrap metal registration and licensing system support. No objections have been received to date. Since 2008, SOS has spent \$2,424,588.00 on these products.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the scrap metal registration and licensing system 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 contract to LeadsOnline, LLC.

- 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 23, 2026, at 3:00 p.m. (Central Time) to Matthew Livingston at Matthew.Livingston@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 Matthew Livingston 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. 5001-49554
Accepted until June 23, 2026 @ 3:00 p.m.,
ATTENTION: Matthew Livingston**

If you have any questions concerning the information above or if we can be of further assistance, please contact Matthew Livingston at 601-432-8244 or via email at Matthew.Livingston@its.ms.gov.

- Attachment A: Vendor Correspondence
- Attachment B: Sole Source Procurement Overview

Attachment A



6900 Dallas Pkwy Ste 825
Plano, TX 75024-4200
United States
Tel. +1.972.361.0900
Toll Free +1.800.311.2656
leadsonline.com

January 15, 2026

SUBJECT ► SOLE SOURCE DOCUMENTATION FOR LEADSONLINE

Thank you for your interest in LeadsOnline. We applaud and support your efforts to provide your community an efficient and secure method of collecting and analyzing pawn, secondhand, scrap metal recycler, OfferUp and eBay transaction data for use in criminal investigations.

This letter serves as a sole source document for services provided by LeadsOnline.

LeadsOnline system functionality designed specifically for criminal investigations using transaction data from pawnshops, scrap yards, eBay, OfferUp, gold buyers and other secondhand stores is the exclusive proprietary property of LeadsOnline and is protected under the United States Copyright Act (17 U.S.C.), as well as by all applicable state and international copyright laws, and by the Lanham Act (15 U.S.C. §§1051-1141n). No other supplier has access to this technology which has been developed over 25 years.

LeadsOnline is also the sole source for over 2 BILLION transaction records from more than 21,000 businesses in all 50 states. We provide law enforcement with investigative access *across jurisdictional boundaries* – borders previously used to the advantage of criminals to escape detection by local authorities.

LeadsOnline connects your agency to a network of over 6,000 law enforcement agencies throughout the United States. There is no similar service operating in your jurisdiction or in the surrounding area, and LeadsOnline is the sole source for information of this kind for investigations.

We look forward to serving your community and are available to answer any additional questions you may have.

Sincerely,

A handwritten signature in blue ink that reads "Ashley Sacrider".

Ashley Sacrider
Chief Operations Officer
E info@leadsonline.com
P +1.800.311.2656
leadsonline.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.