

Mississippi State University

Notice of Proposed Sole Source Purchase

245-151

Mississippi State University anticipates purchasing the item(s) listed below as a sole source purchase. Anyone objecting to this purchase shall follow the procedures outlined below.

1. Commodity or commodities to be purchased (make, model, description):

- Meridan Drop Deck Trailer – This trailer is custom built to carry 8 Archer 1200 Mobile Barriers and with its hydraulic lift, allows easy and rapid deployment of the vehicle barriers.
- Archer 1200 Mobile Barriers – these barriers are design to immobilize and stop vehicles of any size.
- Beam Gate System – this gate system connects to the Archer 1200 Mobile Barriers and is a fully crash rated barrier, but as vehicles approach that need to be granted access (team buses, emergency vehicles) the gate can be operated with one hand and operator.
- Archer Manual Hauler 2.0 – this is a custom-built dolly that allows one person to move the Archer 1200 Mobile Barriers to/from the lift trailer and around a site.

2. Explanation of the need to be fulfilled by this item(s), how is it unique from all other options, and why it is the only one that can meet the specific needs of the department:

Meridian as an industry leader with its products being used in just about every large/significant event in the country and as recently as last week, they have proven to be successful in stopping vehicles with bad intentions. While there are various items in the market that have various components that can immobilize vehicles, we have not been able to find another proven vendor that can provide a unified solution that includes a mobilization device (trailer), static barriers, and a gate system that is large and robust enough to operate on Stone Boulevard, which is the primary central campus road that we block on Gamedays, but still be open to the team buses and emergency vehicles. The devices will also be used on closed roads that require emergency access for other large events on campus as we try to evolve with ever present threats, we all face.

Below is a list of unique qualities that Meridian has to offer that others do not:

- No other product on the market provides unanchored stopping power certified to US DOD and PAS 68 standards. Unbolted units stop a vehicle traveling 30 mph within 14 feet; no other product on the market meets this standard.
- No other product on the market is rated for armor-piercing NATO ammunition up to .50 cal. ballistic rounds.
- No other barrier on the market is designed as a non-electric and non-hydraulic unit.
- The Archer 1200 Barrier has easily deployable wheels that are self-contained on the barrier and effortlessly positioned. No other product on the market has this unique characteristic.
- No other product on the market can be installed as a complete barrier system with MERIDIAN's 4-foot and 10-foot Arrestor Cables.
- MERIDIAN's unique, one-of-a-kind barriers can be deployed at any desired length, as unit can be "daisy chained" together. This cannot be achieved with any other product on the market.
- MERIDIAN's unique products are transported and positioned using a specially designed Drop Deck Trailer.
- A remaining unique feature of the Archer 1200 Barrier is that the unit allows for the installation of directional or informational signage.

3. Name of company/individual selling the item and why that source is the only possible source that can provide the required item(s):

Meridian Rapid Defense Group Sales LLC. Brent Lee, Regional Director – Southeast Region.

Our gameday and event operation requires a rapid deployment of these devices when we officially close and open the roads before and after each event. The locations that we will use these also require a gate function to allow team buses and emergency vehicles into the closed road section.

We have been unable to find another vendor that offers a quick deployment solution along with a functional crash gate option that can be operated quickly by one person.

4. Estimated cost of item(s) and an explanation why the amount to be expended is considered reasonable:

\$188,965.00 is the estimated cost of the Drop deck Trailer, Archer 1200 Mobile Barrier, Beam Gate System, Archer Hauler, Certified Training, and Freight Charges.

We received a quote in the fall from Meridian and didn't move forward because we were trying to share the cost with another group on campus. Then New Orleans happened and Meridian was the supplier of the crash gates that were not deployed during the event. Given the continued threat level and the fact countless other Universities are moving forward with this same system. I assumed their price, due to demand, would have increased, but they have held their price.

5. Explanation of the efforts taken by the department to determine this is the only source and the efforts used to obtain the best possible price:

Prior to selecting Meridian Rapid Defense Group we have done extensive research and spoke with colleagues across the country and hand downs this is the only available full scale system and most effective for safety.

Any person or entity that objects and proposes that the commodity listed is not sole source and can be provided by another person or entity shall submit a written notice to:

Jennifer Mayfield, CPPO
Director and Chief Procurement Officer
jmayfield@procurement.msstate.edu
Subject Line must read "Sole Source Objection"

The notice shall contain a detailed explanation of why the commodity is not a sole source procurement. Appropriate documentation shall also be submitted if applicable.

If after a review of the submitted notice and documents, MSU determines that the commodity in the proposed sole source request can be provided by another person or entity, then MSU will withdraw the sole source request publication from the procurement portal website and submit the procurement of the commodity to an advertised competitive bid or selection process.

If MSU determines after review that there is only one (1) source for the required commodity, then MSU will appeal to the Public Procurement Review Board. MSU will have the burden of proving that the commodity is only provided by one (1) source.