



SOLE SOURCE CERTIFICATE AND POSTING NOTICE

(Greater than \$150,000)

A sole source procurement is when you make a request to purchase product(s) and/or service(s) without competition when competition is otherwise required. This means that product/service is unique and that the supplier is the only supplier that can provide the product or service. In accordance with the authority granted under applicable Florida law and UCF Regulation 7.130, the following documentation is submitted in support of this request.

The purchase requisition can be entered into Workday at any point during the process set forth herein; however, doing so does not ensure approval of the sole source.

The completed sole source must be approved in the following order. **Please be sure to obtain all required signatures before submitting the form to Procurement Services.**

- PI/Researcher/Director/Chair
- President/Vice President/Dean
- Procurement Specialist
- Procurement Services Manager or Associate Director
- Assistant Vice President for Tax, Payables & Procurement, who will review and provide a recommendation to approve or disapprove the sole source to:
- Chief Financial Officer, who will either directly approve or disapprove the sole source, or forward it to the Provost and Executive Vice President for goods/services related to academia for input prior to making the final decision.

Contingent upon the approval of all the officers/individuals listed, the sole source shall be posted on the UCF Procurement Services website for seventy-two (72) hours. Upon expiration of said posting period, Procurement Services will process a purchase order upon receipt of the requisition.

Once the completed sole source is received, Procurement Services reviews the documentation provided and determines whether the sole source is valid or if there are additional suppliers that may be able to provide the requested product or service. The sole source review and approval process varies based on the nature of the product/service being requested and the information provided in the requestor's justification, among other factors, so please keep this in mind when submitting the form.

The usual bidding process shall be conducted if sole source approval is not granted.

PART I: DEPARTMENT AND SUPPLIER INFORMATIONDepartment Name: Mechanical and Aerospace EngineeringContact & Phone: Kareem Ahmed, 407-823-5710

Purchase Request No.: _____

Product/Service Cost: \$325,980

___ One Time Purchase ___ Term Contract: _____

___ Multiple Purchases ___ Duration: _____

Company Name: Sauer Compressors USAEmail: dswartz@sauerusa.comContact Person: David SwartzTitle: Gulf Coast Sales ManagerProduct and/or Service: Custom High Pressure Compressor Packages**PART II: SOLE SOURCE JUSTIFICATION (see pages 4-5)**

Only justifications submitted on this form and in the below format will be reviewed for approval. All of the listed points MUST be fully answered on the following pages and any additional attached pages as needed. Failure to submit justification as outlined in the format below will result in the form being returned without review.

PART III: SOLE SOURCE CERTIFICATIONS

- A. In my professional opinion, this is the only product or service that can reasonably meet my requirement(s)/specification(s), and this is the only supplier who can provide the product or service. I further certify that the information contained herein is true and correct to the best of my knowledge and belief and would withstand any audit or supplier protest.
- B. I, the undersigned, certify that I and/or the user do not have a financial interest in the above named supplier or contractor, and that I am unaware of any conflict of interest related to this purchase.


SignatureKareem Ahmed**Printed Name and Title (PI/Researcher/Director/Chair)**12/7/23**Date**Digitally signed by
michaelg
Date: 2023.12.18 16:25:47
-05'00'

Signature

Printed Name and Title (President/Vice President/Dean)**Date**

(Delegations not allowed; emails from absent approvers are acceptable)

I, the undersigned, hereby concur with the above justification and support a sole source approval for the above product(s) and/or service(s). Approvals may be documented and supported via email.

Signature**See below****Printed Name and Title (Procurement Specialist)****Date****See below**_____
Signature**Printed Name and Title
(Procurement Services Manager or Associate Director)****Date****See below**_____
Signature**Printed Name and Title
(Asst. Vice President for Tax, Payables & Procurement)****Date**

See below

Signature

Printed Name and Title (Chief Financial Officer)

Date

POSTING NOTICE

2/5/2024 3:00PM

Date/Time Posted

2/8/2024

Posting End Date

2407

UCF Control No.

Charles Nicholas

Procurement Specialist

SOLE SOURCE JUSTIFICATION

Please answer the questions below and attach additional documentation if needed.

1. Describe the product(s) and/or service(s) and anticipated use thereof in layman's language.

The product is a high pressure, high flow rate compressor capable of providing clean air. The system is diesel engine driven, is completely self contained, and is light enough to be moved with pallet jacks. It will be utilized to supply air to high pressure storage tanks for use in wind tunnel experiments related to aerodynamic and fluid studies.

2. Describe the required specifications or requirements and why are they essential to the accomplishment of your work.

Continuous duty, gas tight (gas boosters only), 5-stage air cooled reciprocating compressor with positive displacement oil pump lubrication system, and direct drive engine on welded steel base for engine, compressor, and desiccant dryer rated for 136 SCM at 7,250 PSIG.

Provide the names of other suppliers, products and/or services that you have investigated and explain why they do not meet the required specifications or requirements. It may be helpful to present your information in a table like the one below.

Required Specifications	Sauer	Bauer	NuVair	Mako
7000+ PSI	Y	Y	Y	Y
Diesel Driven	Y	N	Y	N
100+ SCFM	Y	N	N	N
Skid Mounted	Y	Y	N	N

3. State in detail why only this and no other product(s)/service(s) will satisfy the department's requirements. Description may include unique features, compatibility, specifications, availability, delivery time frame etc. (For example, please list the features or special conditions that are unique and only available from one supplier. Note: Price is not a valid reason.)

Sauer Compressors USA is the only manufacturer in the US that can deliver 5 stage, air cooled, high flow rate, diesel driven, dependable 7,000+ psi high pressure, desiccant dried, atmospheric inlet, air compressors packed neatly onto a custom welded steel skid base that houses all components, including the fuel tank, for ease of mobility. These unique features are all necessary requirements for operating a hypersonic wind tunnel. Sauer's custom solution allow for increased capability and easy of operation and logistics Other suppliers are not capable of either achieving these requirements or their systems are too large and require permanent installation. Sauer's delivery lead times is within the time frame of the project (about 48-52 weeks) whereas other suppliers estimate over a year. Lastly, all of Sauer's high pressure compressors are backed by a lifetime warranty

4. Are there resellers or distributors? If yes, please list names and contact information.

No. Sauer sells direct

5. Will this purchase obligate UCF to this vendor for future purchases such as maintenance, licensing, or continuing need? ____ Yes X No

If yes, please provide details regarding future obligations and/or needs to include number of years and total spending amount of obligations:

6. What efforts have been made to obtain the best pricing available? Please provide an explanation to support the belief that the price is fair and reasonable.

Sauer offers a wide range of high pressure systems. We have worked with Sauer in designing our system both to satisfy our minimum requirements and lead times, byu selecting specific drive, compression, and air drying components and systems to arrive at a custom, cost effective compressor. We have calculated exactly our air pressure and volume requirements for the project and applied a factor of safety of 1.5 to ensure the compressor being designed meets our needs without over designing. They have also applied an educational discout to the order as well.

Chuck Nicholas

From: Chuck Nicholas
Sent: Friday, February 2, 2024 11:53 AM
To: Kareem Ahmed
Subject: FW: Sole Source Request - Sauer Compressors

Good news Kareem; your request has been approved. As this is a Sole Source waiver, UCF regulations require that we post the materials to the Procurement website for a period of 72 hours to allow any supplier that believes they can meet the requirements to submit a proposal. If no proposal is received during this period, we are clear to issue the purchase order to your selected supplier. I will get this record posted today so we are ready to issue the PO on Monday assuming no offers are received.

Regards,

Chuck

Chuck Nicholas

Travel & Procurement Specialist II
Knights Experience Team (kNEXT)

University of Central Florida

Research Pavilion
12424 Research Parkway
Suite 355
Orlando, FL 32826

407-882-0060

Charles.Nicholas@ucf.edu

ucf.edu | kNEXT.ucf.edu | [Workday Help](#)

Please note: Florida has a very broad open records law (F.S. 119). Emails may be subject to public disclosure.

From: Gerald Hector <Gerald.Hector@ucf.edu>
Sent: Friday, February 2, 2024 9:45 AM
To: Joel Levenson <Joel.Levenson@ucf.edu>
Cc: Brian Sargent <Brian.Sargent@ucf.edu>; Nellie Nido <nellie.nido@ucf.edu>; Chuck Nicholas <charles.nicholas@ucf.edu>
Subject: RE: Sole Source Request - Sauer Compressors

Joel:

I support this sole source request.

Regards,

Gerald L. Hector, CPA
Senior Vice President
Administration and Finance
University of Central Florida
4635 Andromeda Loop N
MH384
Orlando, FL 32816
Tel: (407) 823-1063
Email: gerald.hecktor@ucf.edu



From: Joel Levenson <Joel.Levenson@ucf.edu>
Sent: Friday, February 2, 2024 7:44 AM
To: Gerald Hector <Gerald.Hector@ucf.edu>
Cc: Brian Sargent <Brian.Sargent@ucf.edu>; Nellie Nido <nellie.nido@ucf.edu>; Chuck Nicholas <charles.nicholas@ucf.edu>
Subject: FW: Sole Source Request - Sauer Compressors

Good morning Gerald,

I support this sole source as well. The purchase is for a highly specialized air compressor. Reviews of three similar machines did not meet the specifications needed for the research.

Please review the attached and if you agree with the sole source award, reply all and indicate as such. If you have further questions, let us know.

Thank you,

From: Brian Sargent <Brian.Sargent@ucf.edu>
Sent: Thursday, February 1, 2024 11:05 AM
To: Joel Levenson <Joel.Levenson@ucf.edu>
Cc: Chuck Nicholas <charles.nicholas@ucf.edu>; Nellie Nido <nellie.nido@ucf.edu>
Subject: FW: Sole Source Request - Sauer Compressors

Hi Joel,

A support Chucks' write up below for the attached sole source request. Other suppliers were researched but only Sauer could meeting the project specifications, which are a requirement of the research.

Please approve/disapprove and let me know if you have any questions.

Thanks,

Brian

From: Chuck Nicholas <charles.nicholas@ucf.edu>
Sent: Friday, January 26, 2024 2:10 PM
To: Brian Sargent <Brian.Sargent@ucf.edu>
Subject: Sole Source Request - Sauer Compressors

Brian:

RQ-UCF-00035780, Requester: Kareem Ahmed, Date: 12/08/2023, Amount: \$325,980.00

I have reviewed this Sole Source Requisition a purchase from Sauer Air Compressors USA and recommend we approve it as requested for the following reasons:

1. Project specifications are very exacting and high performance; the volumes (136 SCM) and pressures (7,250 PSIG) required for their work necessitates an air compressor system powered by a turbocharged diesel engine to produce and sustain these levels. Specifications also call for the system to be skid mounted for future portability rather than a permanent installation. Department spent considerable amount of time to engineer the specifications with Sauer to meet their requirements.
2. PI considered three other competing systems from Bauer, NuVair and Mako but rejected them for technical shortcomings (see matrix below and write up in Sole Source form). Because the other companies could not meet the technical requirements, no formal competitive proposals were submitted.

Required Specifications	Sauer	Bauer	NuVair	Mako
7000+ PSI	Y	Y	Y	Y
Diesel Driven	Y	N	Y	N
100+ SCFM	Y	N	N	N
Skid Mounted	Y	Y	N	N

3. Sauer, who only sells direct, can meet the project time frame of delivery within 48-52 weeks ARO whereas the competition, assuming they could meet all technical requirements, are quoting lead times of longer than one year.
4. PI received negotiated a modest academic discount for the equipment (1.5%). Purchase price is \$325,980.
5. Parts availability is quoted at 35 years (!) which is a good sign this system can be kept operational for an extended period. Warranty is 12 months from installation and start

up. Sauer compressors are made in the USA. I noted this during my search of GovSpend where most of the contracts for Sauer are from the Department of Defense.

6. I checked the following sources for comparable purchases from all four named companies:

- a) GovSpend
- b) State of Florida
- c) University of Florida / SUS
- d) OMNIA
- e) Pavilion

7. The only hits I found for any of these companies was in GovSpend for several purchases by the US Navy for shipboard applications. No purchase documentation available.

Given the lack of reasonably competitive suppliers (technical and availability) and the highly engineered required, I recommend we approve this Sole Source exception as requested.

Regards,

Chuck

Chuck Nicholas

Travel & Procurement Specialist II
Knights Experience Team (kNEXT)

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