



City of Santa Fe, New Mexico



SOLE SOURCE REQUEST AND DETERMINATION FORM

This sole source request form **must** be submitted to the City of Santa, Purchasing Division for authorization, determination and processing by the Chief Procurement Officer (CPO).

Please ensure to complete this form in its entirety - () must be completed.*

*Date: 02/06/2023

*Prepared By: Zoe Isaacson

*Title: River and Watershed Manager

*Vendor Name: 2NDNATURE Software Inc

*Address: 500 Seabright Ave Suite 206

*City: Santa Cruz

*State: CA

*Zip Code: 95062

*Description of Goods/Service to be procured:

*Estimated Cost: 35,970.00

Term of Contract: One (1) to Four (4) year from award One (1) year

*Sole Source Request Justification Questions 1-3.

1. Explain the purpose/need of purchase. Ensure to include a thorough scope of work for the services, construction or items of tangible personal property (if this is an amendment request to an existing contract, attach current contract).

The purpose of this software is to maximize the value of the City's stormwater assets and lower the total cost of management. The functionality and embedded analytics provided by this software help optimize federal MS4 compliance activities in a way that allows the data collected in the field be updated in real time and presented geospatially throughout the landscape. Once the collected data is uploaded to the City's database, this software, unlike other programs, can begin to model the stormwater network to help guide decision making and program focus. The software, unlike any other on the market, has an approved partnership with the US Environmental Protection Agency that allows users to report, directly to the EPA, the end of the year metrics needed for annual reporting and compliance.

Please see the attached quote for a detailed scope of services.



City of Santa Fe, New Mexico



- 2. Provide a detailed explanation of the criteria developed and specified by the department as necessary to perform and/or fulfill the contract.

The contractor has affirmed sole source for the services, construction or items of tangible personal property (*Attach memo from vendor*). Provide documentation of due diligence for other possible vendors/contractors to provide the requested services/goods proved unsuccessful; or

Other: explanation of the reasons, qualifications, proprietary rights or unique capabilities (*unique and how this uniqueness is substantially related to the intended purpose of the contract*) of the prospective contractor that makes the prospective contractor *the one source* capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the “best” source or the “least costly” source. Those factors do not justify a “sole source.”) *Unique and how this uniqueness is substantially related to the intended purpose of the contract.*

Other software providers do not have the training, mapping, modeling, reporting or analytic capabilities that 2NDNATURE provides. The 2NDNATURE license includes a robust hydrologic model that is embedded in the software and is vital for our work. Contracting for this model and paying for the upkeep of the data alone would be far more expensive than the license with 2NDNATURE.

As the only ESRI partner that can provide these services 2NDNATURE will seamlessly integrate with the City’s existing database and mapping software to improve compliance citywide. The modeling included in this program is proprietary and not available elsewhere. The analytics provided by this software will prove a cost-savings measure as maintenance and replacement costs will be improved with use of this program. The data collection tools, modeling, and reporting are intuitive and after many demonstrations it clear this software is user friendly and will be easy for staff to utilize; other programs were seemingly much more difficult to learn.

After months of research and meeting with other software providers it has become clear that 2NDNATURE is the only software that can provide all the City’s stormwater needs in one platform.

- 3. Explain why other similar professional services, services, construction or item(s) of tangible personal property *cannot* meet the intended purpose of the contract.

There are other software companies that can provide individual elements that satisfy the City’s stormwater needs. However, 2NDNATURE is the only program, that we have found, that can provide an all-in-one solution to the City’s needs.

Most importantly, no other software platform can provide the analytics and reporting capabilities that 2NDNATURE can. MS4 compliance and reporting are of the utmost importance for the stormwater program and to have a software developed specifically for MS4 compliance is of the greatest value. Compliance and annual reporting are required by federal law; having direct access to the EPA for reporting is invaluable and is not a service provided by other vendors




City of Santa Fe, New Mexico



***Approvals:**

Based on the above facts, the City of Santa Fe Purchasing Officer has made the determination that the justification for a Sole Source procurement is in accordance with the State Procurement Code, Section 13-1-126 Sole source procurement., NMSA 1978 and shall be posted for a 30-day period prior to award.

	2/7/23
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JoAnn Lovato, Interim CPO Purchasing Officer for the City of Santa Fe	Date

Pursuant to the State Procurement Code, Section 13-1-126 Sole source procurement., NMSA 1978, the 30-day posting period of the Notice of Intent to Award this Sole Source request was met and no obligation to the award to the above referenced contractor were received. *This Sole Source determination will be valid for a period of one (1) year from the date of the award.*

<hr/>	Date
JoAnn Lovato, Interim CPO Purchasing Officer for the City of Santa Fe	

***Required Attachments:**

- *Letter from Contractor acknowledging they are the only source (on their business letterhead and signed by the head of business or financial operations),*
- *Quote from sole source Contractor*
- *Agenda Item to be presented to City Council if over \$60,000 for Professional Services and \$60,000 for Goods and Non-Professional Services*



February 7, 2023

Re: Letter for Sole Source Justification

To Whom It May Concern:

The 2NDNATURE platform is the only commercial-off-the-shelf software (COTS) that meets ALL the minimum control requirements for the New Mexico MS4 stormwater permit and provides quantitative pollutant load reduction estimates to directly demonstrate compliance with New Mexico's Total Daily Maximum Load (TDML) requirements.

The value of the 2NDNATURE platform extends beyond the minimum control requirements. The 2NFORM a fully integrated and comprehensive platform includes a set of field applications for inspections with real-time performance analytics and reporting.

We are unique and our modeling and modules are derived directly from the EPA Clean Water Act Standards.


Our scientific modeling and analytics are backed by peer-reviewed scientific journals from in-house PHD scientists (Articles available upon request). No other company has access to our analytics and scientific modeling, nor could they use it without our permission.

At the time of this letter, no other comparable COTS options are available in the marketplace (technology markets evolve quickly, and this is subject to change). As such, direct price comparisons are not applicable. That said, some MS4 permit holders have built custom solutions or leverage spreadsheets to manage their stormwater programs. Ultimately, 2NDNATURE delivers a stronger ROI with lower lifetime costs compared to homegrown alternatives or spreadsheets.

Selecting another solution would potentially increase both potential risk factors and maintenance costs. Specifically, the ability to achieve annual compliance with costly non-centralized systems and error-prone manual processes pose significant challenges to satisfy permit requirements.

Please consider this letter meeting the requirements for Sole Source procurement.

Sincerely,

Lance Miller X 
Account Executive
2NDNATURE Software



City of Santa Fe, NM

City of Santa Fe

200 Lincoln Avenue
Santa Fe, NM 87501
United States

zoe isaacson

zrisaacson@santafenm.gov
5052046985

Reference: 20230207-130034102

Quote created: February 7, 2023

Quote expires: April 17, 2023

Quote created by: Lance Miller

Account Executive

lance.miller@2ndnaturewater.com

Comments from Lance Miller

Hi Zoe! We are excited to offer you this quote for our software and we are looking forward to working you to help create a robust and streamlined stormwater management program for the City of Santa Fe!

Products & Services

Item & Description	SKU	Quantity	Unit Price	Total
Post-Construction Module Streamline your record-keeping to preserve the details of each project that triggered your MS4 post-construction requirements to ensure responsible parties meet their annual obligations.		1	\$4,995.00 / year	\$4,995.00 / year for 1 year

Item & Description	SKU	Quantity	Unit Price	Total
<p>Illicit Discharge Module</p> <p>Empower your team to investigate, evaluate, and document discharge incidents and dry weather outfall inspections.</p>		1	\$2,995.00 / year	\$2,995.00 / year for 1 year
<p>Municipal Maintenance Module</p> <p>Build and maintain a structured asset registry to map, plan, and track all required inspection and maintenance activities and maximize the allocation of resources with intuitive KPIs.</p>		1	\$9,995.00 / year	\$9,995.00 / year for 1 year
<p>Construction Module</p> <p>Organize and streamline permitting, inspection, and enforcement activities. Track each project's compliance with MS4 requirements and standards.</p>		1	\$4,995.00 / year	\$4,995.00 / year for 1 year
<p>Public Education & Outreach Module</p> <p>Centralize and manage all education and outreach activity records and resources. Gain insights and communicate the collective impact of the breadth and diversity of those engaged.</p>		1	\$2,995.00 / year	\$2,995.00 / year for 1 year
<p>Trash Compliance Module</p> <p>Efficiently turn your observations and data into litter distribution maps that help you prioritize litter control strategies and verify the effectiveness of investments from street sweeping to structural trash capture devices over time.</p>		1	\$9,995.00 / year	\$9,995.00 / year for 1 year
<p>Asset Registry Jumpstart</p> <p>A technical analyst from 2NDNATURE will work with your team to load your relevant existing asset data, structural BMPs, and construction sites into our enhanced stormwater foundation template in 2NFORM and ArcGIS to jumpstart your onboarding.</p>		1	\$3,400.00	\$0.00 after 100% discount

Subtotals

Annual subtotal	\$35,970.00
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One-time subtotal	\$0.00
	after \$3,400.00 discount

Total	\$35,970.00
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Purchase terms

We do not need this quote back, this is for you. All we need is the SaaS agreement with both parties edits and the updated effective date to reflect the date that you all will have access to the software. Usually same day as the PO was signed and sent to us.

Questions? Contact me



Lance Miller
Account Executive
lance.miller@2ndnaturewater.com

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Santa Cruz, CA 95062
United States