

State of Nevada
Department of Administration

Purchasing Division

515 E. Musser Street, Suite 300
Carson City, NV 89701



Brian Sandoval
Governor

Patrick Cates
Director

Jeffrey Haag
Administrator

Purchasing Use Only:

Approval#: 180604

SOLICITATION WAIVER JUSTIFICATION AND REQUEST FORM

ALL FIELDS ARE REQUIRED – INCOMPLETE REQUESTS WILL BE RETURNED TO THE AGENCY

1a	Agency Contact Information - Note: Approved copy will be sent to only the contact(s) listed below:		
	State Agency: Governor's Office of Economic Development (GOED)		
	Contact Name and Title	Phone Number	Email Address
	Derek Armstrong, Deputy Director	702-486-2700	darmstrong@diversifynevada.com
	Bonnie Long, Director of Administration	775-687-9910	blong@diversifynevada.com

Vendor Information:	
Identify Vendor:	SRI International
Contact Name:	Contractual: Carol Foreman Technical: Dr. Roland Stephen
Address:	1100 Wilson Boulevard, Suite 2800, Arlington, VA 22209-2268
Telephone Number:	Carol: 703-247-8626 Dr. Stephen: 703-247-8552
Email Address:	carol.foreman@sri.com roland.stephen@sri.com

1c	Type of Waiver Requested – Check the appropriate type:	
	Sole or Single Source:	
	Professional Service Exemption:	X

Contract Information:				
1d	Is this a new Contract?	Yes	X	No
	Amendment:	N/A		
	CETS:	N/A		

1e	Term:			
	One (1) Time Purchase:			
	Contract:	Start Date:	Upon Approval	End Date: December 31 2018

1f	Funding:	
	State Appropriated:	X
	Federal Funds:	
	Grant Funds:	
	Other (Explain):	

1g	Total Estimated Value of this Service Contract, Amendment or Purchase:
	Not to exceed: \$125,000.00

2	Provide a description of work/services to be performed or commodity/good to be purchased:
	<i>This is a new contract to conduct a rigorous industry research study and provide an updated baseline for crafting a state-wide economic growth agenda for Nevada. This study is intended to provide an authoritative, action-oriented analysis of the composition, performance, and prospects of Nevada's key and emerging industries. The contractor will provide a set of deliverables including: full report on performance of the past State Plan for Economic Development, forward-looking analysis and recommendations regarding industry cluster and economic foundations; comprehensive analytical report and recommendations related to target industry sectors; and final strategy for target industry sector development.</i>

3	What are the unique features/qualifications required for this service or good that are not available from any other vendor:
	<i>This vendor was contracted by the Secretary of State's Office in 2011 to conduct the baseline study for a state-wide economic growth agenda for Nevada. That study was utilized by GOED to develop their 5-year state plan. The vendor possesses the proven expertise, along with their knowledge of the state of Nevada at the local and state level, that will allow them to thoroughly review the state through the lens of the past study to determine how successful the state has been at tackling the key economic challenges previously identified. In addition, based on the vendor's quantitative and qualitative methodologies used in the first study, this vendor is uniquely situated to provide another forward-looking analysis of Nevada's economy and workforce and outline a new successful economic development agenda.</i>

4	Explain why this service or good cannot be competitively bid and why this purchase is economically only available from a single source:
	<i>It is imperative to have continuity between the baseline study and the new study. Contracting with the same vendor will help with the long-term view and will be more efficient as the new study becomes a 2.0 version of the original plan vs. starting from scratch. The agency anticipates receiving another quality study that will be used to move Nevada forward in diversifying and strengthening the state's economy.</i>

5	Were alternative services or commodities evaluated? Check One.	Yes:	<input checked="" type="checkbox"/>	No:	<input type="checkbox"/>
	a. <i>If yes, what were they and why were they unacceptable? Please be specific with regard to features, characteristics, requirements, capabilities and compatibility.</i>				
	<i>Other vendors were contacted and draft proposals were received ranging from \$750K to \$2M. However, the knowledge gained by the vendor who conducted the initial study will be most beneficial to the state in the form of cost effectiveness (the current request combined with the cost of the initial study is \$325K), fiscal responsibility and very importantly will provide the needed continuity and consistency across the studies by using like methodologies with research and analysis.</i>				
	b. <i>If not, why were alternatives not evaluated?</i>				

6	Has the agency purchased this service or commodity in the past? Check One. Note: If your previous purchase(s) was made via solicitation waiver(s), a copy or copies of ALL previous waivers <u>MUST</u> accompany	Yes:	<input type="checkbox"/>	No:	<input checked="" type="checkbox"/>

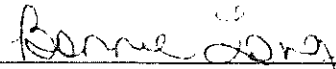
	this request.							
	a. If yes, starting with the most recent contract and working backward, for the entire relationship with this vendor, or any other vendor for this service or commodity, please provide the following information:							
	Term Start and End Dates		Value	Short Description		Type of Procurement (RFP#, RFQ#, Waiver #)		
	Although GOED did not contract with this vendor in the past, the Secretary of State's Office contracted with them in 2011 for the initial economic development study.							
	6/14/11	12/31/11	\$200,000	State-wide economic development agenda		Professional Service exemption		

7	What are the potential consequences to the State if the waiver request is denied and the service or good is competitively bid?
	<i>The agency, and the Governor, is hopeful that there will be a new 5-year plan in place prior to the start of the next Legislative Session. Approval of this request will help the agency to achieve the this goal and provide for the vendor's ability to conduct, compile and analyze the study that will be used in the development of the new state plan. Approval will also help to ensure that the agency's Governor's Recommended Budget for the 2019-2021 biennium considers the state plan.</i>

8	What efforts were made or conducted to substantiate there is no competition for the service or good and to ensure the price for this purchase is fair and reasonable?
	<i>This is the vendor who performed the initial study for the State of Nevada. The State has a significant investment in this original study and will realize a cost savings by continuing with this vendor to update that information. Therefore, it is more fiscally responsible to remain with the vendor who conducted and compiled the study utilized for the development of the 5-year state plan.</i>

9	Will this purchase obligate the State to this vendor for future purchases? <u>Before selecting your answer, please review information included on Page 2, Section 9 of the instructions.</u>	Yes:	X	No:	
	a. If yes, please provide details regarding future obligations or needs.				
	<i>There is the possibility that the agency may require subsequent or follow up services from this vendor if the economic development study/report were to require additional updates in the future.</i>				

By signing below, I know and understand the contents of this Solicitation Waiver Request and Justification and attest that all statements are true and correct.


Agency Representative Initiating Request

Bonnie Long
Print Name of Agency Representative Initiating Request

6/7/18
Date


Signature of Agency Head Authorizing Request

Paul Anderson
Print Name of Agency Head Authorizing Request

6/7/2018
Date

PLEASE NOTE: In an effort to avoid possible conflict with any equipment, system or process already installed or in place by the State of Nevada or to assist in our due diligence, State Purchasing may solicit a review of your request from another agency or entity. The signature below indicates another agency or entity has reviewed the information you provided. This signature does not exempt your agency from any other processes that may be required.

Name of agency or entity who provided information or review:

Representative Providing Review

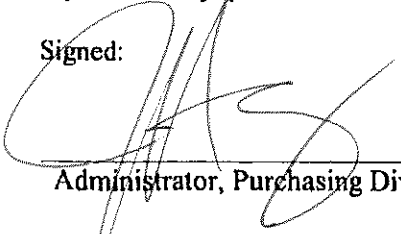
Print Name of Representative Providing Review

Date

Please consider this memo as my approval of your request. This exemption is granted pursuant to NAC 333.150(2)(a)(b)(c), NRS 333.400. This exemption may be rescinded in the event reliable information becomes available upon which the Purchasing Administrator determines that the service or good sought may in fact be contracted for in a more effective manner. Pursuant to NRS 284.173(6), contracts for services do not become effective without the prior approval of the State Board of Examiners (BOE).

If you have any questions or concerns please contact the Purchasing Division at 775-684-0170.

Signed:


Administrator, Purchasing Division or Designee

6-7-2018
Date