



Department of Purchasing and Contracting NON-COMPETITIVE PROCUREMENT REQUEST FORM

Requesting Department: _____
Department Contact Person: _____ Telephone: _____
Email: _____

Requisition Number: _____ Suggested Supplier: _____
Estimated Amount of Purchase: _____
Detailed Description of the Goods or Services to be purchased: _____

Emergency (For Emergency Requests, Please check this box and answer **all** questions below.)

1. Date and Time of Emergency Occurrence: _____

2. Please state the nature of the emergency posing a risk to public health, welfare, safety or resources:

3. State how the Estimated Amount was determined to be Fair and Reasonable (attach supporting documentation):

Sole Source (Please check box and answer all of the following completely.)

1. Provide an explanation why the product, service or supplier requested is the only method that can satisfy the requirements. Please explain why alternatives are unacceptable. Be specific with regard to specification, features, characteristics, requirements, capabilities and compatibility. (Attach additional documents, if necessary):

2. Will this purchase obligate us to a particular vendor for future purchases? (Either in terms of maintenance that only this vendor will be able to perform and/or if we purchase this item, will we need more "like" items in the future to match this one?) Explain in detail.

3. Explain the impact to the County or Public if this request is not approved.

I hereby request that this non-competitive procurement request be approved for the purchase of the above stated work, material, equipment, commodity, or service.

Department Director (Typed/Printed Name) _____ Signature: _____ Date: _____

Do Not Write Below – for the Department of Purchasing and Contracting Use Only

Procurement Agent (Typed/Printed Name) _____ Signature: _____ Date: _____

Procurement Manager (Typed/Printed Name) _____ Signature: _____ Date: _____

Approved Not Approved

Signature: _____, Director, Department of Purchasing and Contracting Date: _____

Public Notice of Proposed Award of Sole Source Procurement

Section A – Description of Proposed Sole Source Procurement

Description of Supplies/Services: Three-year agreement software support maintenance

Demonstration of Contractor’s Unique Qualifications: LABWORKS is the developer and sole distributor of LABWORKS LIMS software, upgrades, instrument interfaces, support, training, and services.

Section B – To Be Completed by the Department of Purchasing and Contracting

Market Survey Results

Date Public Notice posted on website: February 12, 2021

Date Public Notice closed: February 19, 2021

Review of Offers

Were any offers received (Yes/No): No

Number of offers received: 0

Responders: 0

Purchasing Agent review and recommendation:

Labworks was established in 1985. Labworks manages key lab functions in QA/OC inventory, personal training, instruments, and more. This system provides automated access to data via reporting dashboards, and analytics while ensuring laboratory compliance. Labworks is currently implemented in over 400 labs providing areas of focus for product innovation, workflow automation and user experience ease of use. Currently DeKalb County Department of Watershed maintenance and service requests has been managed by the vendor. The BOC approved on April 25, 2017 and the Department of Watershed has been acquiring their services since 2017. There is a price increase due to term has been modified from one-year to a three-year term. Each year Dekalb County has continued to approve these services due to an ongoing product positive outcome. Labworks continues to agree to DeKalb County Po terms. It is my recommendation to approve this request for continuation of receiving quality software to ensure the continued reduction of man hours and production of high-quality deliverables to its businesses. The total amount spent with Labworks, LLC is \$142,521.00

- 2017 - \$35,454.00
- 2018 - \$35,454.00
- 2019 - \$35,454.00
- 2020 - \$36,159.00

_____	_____
Agent Signature	Date
_____	_____
Procurement Manager Signature	Date

From: [Claudia Lukac](#)
To: [Feagins-Bailey, Sharice M.](#)
Cc: [Claudia Lukac](#)
Subject: RE: Labworks, LLC - Dekalb County Water L483 LABWORKS Renewal- 3 Year Term- updated sole source letter
Date: Wednesday, March 10, 2021 2:40:14 PM
Attachments: [image014.jpg](#)
[image015.jpg](#)
[image017.jpg](#)
[image024.jpg](#)
[image025.jpg](#)
[image026.jpg](#)
[image027.png](#)
[image029.png](#)
[image031.png](#)
[image032.png](#)
[image033.png](#)
[image034.jpg](#)
[image035.jpg](#)
[image036.jpg](#)
[image001.jpg](#)
[image004.jpg](#)
[image007.png](#)
[image008.png](#)

**** WARNING:** The sender of this email could not be validated and may not match the person in the "From" field. ******

Great.. I appreciate you letting me know.

Best,
Claudia

For LABWORKS LIMS Support:

Toll Free: 844.452.2967

Email: support@labworks.com



Claudia Lukac Nye

Client Account Manager 201 358-6827 Office

Labworks, LLC 201 819-2981 Cell

clukac@labworks.com

www.labworks.com

From: Feagins-Bailey, Sharice M. <sfbailey@dekalbcountyga.gov>

Sent: Wednesday, March 10, 2021 12:55 PM

To: Claudia Lukac <clukac@labworks.com>

Subject: [SPAM]RE: [SPAM]RE: Labworks, LLC - Dekalb County Water L483 LABWORKS Renewal- 3 Year Term- updated sole source letter

Good afternoon,

I am in receipt. Thank youj.

Regards,

Sharice M. Feagins-Bailey | Procurement Technician

DeKalb County Government | Purchasing & Contracting Department

1300 Commerce Drive, 2nd Floor | Decatur, GA | 30030

Office: (404) 371-6382

sfbailey@dekalbcountyga.gov | www.dekalbcountyga.gov

Productivity, Accountability, Customer Service, Teamwork

Working Remote – Please contact via Email

From: Claudia Lukac <clukac@labworks.com>

Sent: Tuesday, March 9, 2021 8:41 AM

To: Feagins-Bailey, Sharice M. <sfbailey@dekalbcountyga.gov>

Subject: RE: [SPAM]RE: Labworks, LLC - Dekalb County Water L483 LABWORKS Renewal- 3 Year Term- updated sole source letter

**** WARNING:** The sender of this email could not be validated and may not match the person in the "From" field.

Hello and good morning Sharice,

Sorry for the delay.. for some reason this went into my SPAM folder.

Attached is the updated sole source letter.

Let me know if there is anything else I may assist you with for processing the LABWORKS Renewal.

Best,
Claudia

For LABWORKS LIMS Support:

Toll Free: 844.452.2967

Email: support@labworks.com



Claudia Lukac Nye

Client Account Manager 201 358-6827 Office

Labworks, LLC 201 819-2981 Cell

clukac@labworks.com

www.labworks.com

From: Feagins-Bailey, Sharice M. <sfbailey@dekalbcountyga.gov>
Sent: Monday, March 8, 2021 12:57 PM
To: Claudia Lukac <clukac@labworks.com>
Subject: [SPAM]RE: Labworks, LLC - Dekalb County Water L483 LABWORKS Renewal- 3 Year Term

Hello Claudia,

Can you provide an updated sole source letter for this sole source.

Regards,
Sharice

From: Claudia Lukac <clukac@labworks.com>
Sent: Thursday, February 25, 2021 11:58 AM
To: Feagins-Bailey, Sharice M. <sfbailey@dekalbcountyga.gov>
Subject: RE: Labworks, LLC - Dekalb County Water L483 LABWORKS Renewal- 3 Year Term

**** WARNING:** The sender of this email could not be validated and may not match the person in the "From" field.

C

For LABWORKS LIMS Support:

Toll Free: 844.452.2967

Email: support@labworks.com



Claudia Lukac Nye

Client Account Manager 201 358-6827 Office

Labworks, LLC 201 819-2981 Cell

clukac@labworks.com

www.labworks.com

From: Feagins-Bailey, Sharice M. <sfbailey@dekalbcountyga.gov>
Sent: Thursday, February 25, 2021 11:56 AM
To: Claudia Lukac <clukac@labworks.com>
Subject: [SPAM]RE: Labworks, LLC - Dekalb County Water L483 LABWORKS Renewal- 3 Year Term

Great! Thank you for the quick response.

Regards,

Sharice

From: Claudia Lukac <clukac@labworks.com>

Sent: Thursday, February 25, 2021 11:55 AM

To: Feagins-Bailey, Sharice M. <sfbailey@dekalbcountyga.gov>

Subject: RE: Labworks, LLC - Dekalb County Water L483 LABWORKS Renewal- 3 Year Term

**** WARNING:** The sender of this email could not be validated and may not match the person in the "From" field.

Hello and good afternoon Sharice,

Yes, Labworks, LL agrees to the terms per your email.

Let me know if there is anything else I may assist you with.

Best,
Claudia

For LABWORKS LIMS Support:

Toll Free: 844.452.2967

Email: support@labworks.com



Claudia Lukac Nye

Client Account Manager 201 358-6827 Office

Labworks, LLC 201 819-2981 Cell

clukac@labworks.com

www.labworks.com

From: Feagins-Bailey, Sharice M. <sfbailey@dekalbcountyga.gov>

Sent: Thursday, February 25, 2021 11:46 AM

To: Claudia Lukac <clukac@labworks.com>

Subject: [SPAM]RE: Labworks, LLC - Dekalb County Water L483 LABWORKS Renewal- 3 Year Term

Good Morning,

I am following up. I would like to inquire if Labworks would agree to DeKalb County PO terms? (See attached).

Regards,

Sharice M. Feagins-Bailey | Procurement Technician
DeKalb County Government | Purchasing & Contracting Department
1300 Commerce Drive, 2nd Floor | Decatur, GA | 30030
Office: (404) 371-6382
sfbailey@dekalbcountyga.gov | www.dekalbcountyga.gov
Productivity, Accountability, Customer Service, Teamwork

Working Remote – Please contact via Email

From: Claudia Lukac <clukac@labworks.com>
Sent: Wednesday, January 6, 2021 9:45 AM
To: Daudier, Francois <fkdaudier@dekalbcountyga.gov>; Stroman, Valencia D. <vstroman@dekalbcountyga.gov>; Feagins-Bailey, Sharice M. <sfbailey@dekalbcountyga.gov>
Cc: Loganathan, Umapathy <uloganathan@dekalbcountyga.gov>
Subject: RE: Labworks, LLC - Dekalb County Water L483 LABWORKS Renewal- 3 Year Term

**** WARNING:** The sender of this email could not be validated and may not match the person in the "From" field.

Hello Francois and Team,

Attached is the LABWORKS Renewal for 3 years. Let me know if you have any questions.

Best,
Claudia

For LABWORKS LIMS Support:

Toll Free: 844.452.2967

Email: support@labworks.com



Claudia Lukac Nye

Client Account Manager 201 358-6827 Office

Labworks, LLC 201 819-2981 Cell

clukac@labworks.com

www.labworks.com

From: Claudia Lukac

Sent: Wednesday, January 6, 2021 8:50 AM

To: Daudier, Francois <fkdaudier@dekalbcountyga.gov>; Stroman, Valencia D. <vstroman@dekalbcountyga.gov>; Feagins-Bailey, Sharice M. <sfbailey@dekalbcountyga.gov>

Cc: Loganathan, Umapathy <uloganathan@dekalbcountyga.gov>

Subject: RE: Labworks, LLC - Dekalb County Water L483 LABWORKS Renewal

Hi Francois,

Good morning,

Happy New Year. I just saw this.. and most definitely.. let me work up the LABWORKS Renewal for a 3 year term.

And Umapathy did reach out and indicated that hopefully this year you will move forward with the LABWORKS Upgrade and move from Oracle to SQL. Just let me know, as I told him.. and we can plan accordingly.

Will follow up with the LABWORKS 3 Year Renewal.

Best,
Claudia

For LABWORKS LIMS Support:

Toll Free: 844.452.2967

Email: support@labworks.com



Claudia Lukac Nye

Client Account Manager 201 358-6827 Office

Labworks, LLC 201 819-2981 Cell

clukac@labworks.com

www.labworks.com

From: Daudier, Francois <fkdaudier@dekalbcountyga.gov>

Sent: Tuesday, January 5, 2021 8:50 AM

To: Claudia Lukac <clukac@labworks.com>; Stroman, Valencia D. <vstroman@dekalbcountyga.gov>; Feagins-Bailey, Sharice M. <sfbailey@dekalbcountyga.gov>

Subject: RE: Labworks, LLC - Dekalb County Water L483 LABWORKS Renewal

Hello Claudia

Can you please resend us a quote for 3 years renewal instead of 1 year?
That will save us time. And less paper work to do every year.

Thank you,

Francois K. Daudier

I.T Systems Architect

DeKalb County Government Department of Innovation & Technology

Bobby Burgess Building

3630 Camp Circle

Decatur, GA 30032

fkdaudier@dekalbcountyga.gov

770-621-7203

470-451-6763

DeKalbCountyGA.gov



k on the solutions tab and watch a quick training video.) Department of Innovation & Technology Helpdesk self-service web site: <https://helpdesk.dekalbcountyga.gov>

From: Claudia Lukac <clukac@labworks.com>

Sent: Tuesday, January 5, 2021 8:02 AM

To: Daudier, Francois <fkdaudier@dekalbcountyga.gov>; Stroman, Valencia D.

<vstroman@dekalbcountyga.gov>; Feagins-Bailey, Sharice M. <sfbailey@dekalbcountyga.gov>

Subject: RE: Labworks, LLC - Dekalb County Water L483 LABWORKS Renewal

**** WARNING:** The sender of this email could not be validated and may not match the person in the "From" field.

Happy New Year. I hope everyone and your families had a nice holiday.. and on to new and all 'good' for 2021.

I wanted to send on the LABWORKS Renewal for the new term: April 1, 2021 – March 31, 2022. Also, a sole source letter.

Let me know if you have any questions, and or if there is anything I or the LABWORKS Team can assist you with.

All the best for 2021!

Claudia

For LABWORKS LIMS Support:

Toll Free: 844.452.2967

Email: support@labworks.com



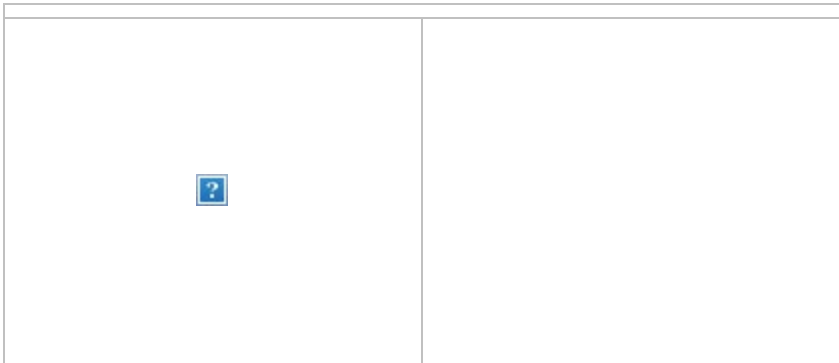
Claudia Lukac Nye

Client Account Manager 201 358-6827 Office

Labworks, LLC 201 819-2981 Cell

clukac@labworks.com

www.labworks.com



(Additional information, attach pages if required):

Labworks LLC

Office: 230 N 1200 E #202, Lehi, Utah 84043
 Remittance: 230 N 1200 E #202, Lehi, Utah 84043

DEKALB COUNTY WATER
 1580 ROADHAVEN DR
 STONE MOUNTAIN, GA 30083
 LABWORKS Support ID: L483

Attention: FRANCOIS DAUDIER
 Phone: 404-371-2000
 Email: fkdudier@dekalbcountyga.gov

Prepared By: CLAUDIA LUKAC
 Email: clukac@labworks.com
 Finance Email: finance@labworks.com
 Quote Date: January 6, 2021
 Quote #: 00001550
 Quote Expires: March 19, 2021

Software Maintenance and Support

Part#	Description	Quantity	Units of Measure	Unit Price	Subtotal	Total Price
LB-2017	LABWORKS Assist Support Plan Renewal provides a fundamental level of support services for LABWORKS. The plan includes the following: License Software and Documentation Updates (excluding Bartender & Crystal Reports Software); 800 Support Number; Telephone Help Desk; Email Support; Remote Support Sessions; Escalation Process and access to LABWORKS webinars and workshops.	1.00	Annual	\$36,882.00	\$36,882.00	\$36,882.00
LB-2017	LABWORKS Assist Support Plan Renewal provides a fundamental level of support services for LABWORKS. The plan includes the following: License Software and Documentation Updates (excluding Bartender & Crystal Reports Software); 800 Support Number; Telephone Help Desk; Email Support; Remote Support Sessions; Escalation Process and access to LABWORKS webinars and workshops.	1.00	Annual	\$37,435.00	\$37,435.00	\$37,435.00
LB-2017	LABWORKS Assist Support Plan Renewal provides a fundamental level of support services for LABWORKS. The plan includes the following: License Software and Documentation Updates (excluding Bartender & Crystal Reports Software); 800 Support Number; Telephone Help Desk; Email Support; Remote Support Sessions; Escalation Process and access to LABWORKS webinars and workshops.	1.00	Annual	\$37,995.00	\$37,995.00	\$37,995.00

Comments	Quote Summary - Price Shown in USD(\$)	Gross Price	Net Price
LABWORKS System (Oracle Database) current version (v6.4) LABWORKS Full User Licenses (20) Support Term: April 1, 2021 - March 31, 2022 \$36,882 April 1, 2022 - March 31, 2023 \$37,435 April 1, 2023 - March 31, 2024 \$37,995 LABWORKS Report Designer: B6W60-01CS200-000FP72-0U50	Support/Maintenance	\$112,312.00	\$112,312.00
	Total	\$112,312.00	\$112,312.00

- Customer elects electronic delivery ONLY of software products to the designated contact listed above. If included in this quote, Maintenance Fees are payable in advance, with payment due Net 30 days from date of invoice/delivery.
- Please submit your purchase order to finance@labworks.com and to the account representative at the top of the quote.

LABWORKS Maintenance and Support Policy: Clients must maintain LABWORKS maintenance/support in order to receive technical support, email support, phone support, software updates, documentation and access to the LABWORKS user site. If a

client elects to discontinue support, they must notify Labworks LLC in writing 60 days prior to the expiration of their last paid maintenance period. Renewal of discontinued support is subject to back support fees. By creating a purchase order based on this quote, you are accepting this Maintenance and Support Policy.

Approved by: *Claudia Ann Lukac Nye*
Claudia Ann Lukac Nye/Client Account Manager



LABWORKS, LLC
230 North 1200 E #202
Lehi, UT 84043
Phone: 844 452-2967
www.labworks.com

March 9, 2021

DeKalb County
1300 Commerce Drive
Decatur, GA 30030
Attention: Purchasing and Contracting

To who it may concern:

This is to certify that we are the developer and sole distributor of LABWORKS software. We do not have any distributors or resellers due to the complex nature of our product. We are the sole source of LABWORKS LIMS software, upgrades, instrument interfaces, support, training, and services.

If you have any questions, please do not hesitate to contact me directly 201 358-6827.

Sincerely,

A handwritten signature in black ink that reads "Claudia Lukac Nye".

Claudia Lukac Nye | Client Account Manager
LABWORKS LLC
Phone: +1 201 358.6827 | Fax: +1 201.RR358.1992
www.labworks.com