

Attachment A

Sole Source

SOLE SOURCE/BRAND REQUEST

When a request is made for a non-competitive purchase and the specifications limit the bidding to one source and/or one brand or trade name, the requesting department must complete the following:

VENDOR/COMPANY NAME: Utilis, Inc., operating as Asterra

1. Please check one:

- ☒ **SOURCE:** Item is available from one source only. Item is one-of-a kind and is exclusively sold through a regional authorized distributor or the manufacturer is the only distributor.
- ☐ **SOLE BRAND:** Various sources can supply the specified model and brand, and competitive bids will be solicited for the requested brand only. Meets form, fit and function - nothing else will do.
- ☐ **STANDARDIZATION REQUEST:** The City of Victorville _____ (Department name)
Department requires the item(s) to standardize parts; design; quality; training; etc...

2. What are the unique performance features of the product / brand requested that are not available in any other product / brand? (For services: What unique qualifications, rights, licenses does this vendor possess?)

Asterra offers unique satellite radar technology for system-wide leak detection, providing biannual surveys and 40 days of acoustic detection annually. Its integration with GIS allows for visual mapping of leak-prone areas, enabling targeted investigations and efficient repairs, features not available in other products.

3. Why are the unique performance features REQUIRED (not merely preferred), and how would your requirement be inhibited without this service or item? N/A

The unique performance features of Asterra are required to efficiently detect leaks across the District's 700-mile water distribution system, where traditional methods are insufficient due to limited staffing and the large geographic area. Without these capabilities, the District would face significant challenges in identifying and addressing leaks proactively, leading to increased water loss, higher operational costs, and potential regulatory non-compliance.

4. If justification is based on matching and/or interdependent with existing equipment (refer to 1. Standardization Request), list the quantity, manufacturer, brand, and model of the existing equipment and why the matching is required.

N/a

I am aware of the City of Victorville's policy for competitive bidding and the established criteria for sole source/sole brand purchasing. Therefore, I feel confident that this request for sole source/sole brand procurement meets the City of Victorville's criteria and will withstand an audit or a vendor protest.

Requestor: Anne Darroch _____
(Print Name) (Signature) (Date)

Dept. Director: Doug Mathews _____
(Print Name) (Signature) (Date)

Finance Director: Carmen Cun _____
(Print Name) (Signature) (Date)



Utilis Inc., Db., ASTERRA

4180 La Jolla Village Dr. Suite 530
San Diego, CA 92037

March 29, 2024

Attn: **Victorville, CA**

14343 Civic Drive PO Box 5001 | Victorville, CA 92393-5001

To Whom It May Concern:

This letter is in regard to ASTERRA and the **sole source provider status** for the Victorville, CA remote sensing water leak survey project. This letter is to confirm that the ASTERRA data analysis for identifying possible potable water leaks in water distribution systems is a sole source product, manufactured and sold by ASTERRA. No division of ASTERRA, nor any other company, makes a similar or competing product.

ASTERRA developed a unique and patented algorithm for leaks detection in urban freshwater distribution networks. ASTERRA uses spectral aerial imaging, taken from a satellite mounted sensor, using the L band microwave wavelength, to spot leakage in subterranean drinking water networks. Drinking water is detected, by looking for the particular spectral signature typical to drinking water.

ASTERRA analysis identifies the leaks within a search distance from the actual leak. The search distance is defined by a "Dynamic buffer", which is calculated specifically according to physical properties of the analyzed area and technical components of the satellite. For every new analysis, the size of the dynamic buffer is specifically calculated. The polygon area size varies for each analysis.

Additionally, **competition is precluded by the existence of patent**: ASTERRA' algorithm and process are patented US 9285475 Mar, 15 2016 SYSTEM AND METHOD OF UNDERGROUND WATER DETECTION assigned to ASTERRA. ASTERRA is 100% owned subsidiary of Utilis Inc.

If you desire additional information, don't hesitate to contact us at 1-858-521-9442 at any time or visit our website at www.asterra.io

Sincerely,
James D. Perry
Executive Vice President