

City of Garden Grove

INTER-DEPARTMENT MEMORANDUM

To: Kingsley Okereke

From: Paul Whittaker

Dept: Finance

Dept: Fire

Subject: SOLE SOURCE VENDOR REQUEST;
Westnet, Inc.

Date: June 26, 2018

OBJECTIVE

To utilize Westnet Inc., as the sole source vendor for the purchasing and servicing of First-In Alerting Systems equipment.

BACKGROUND

On May 23, 2017, construction started on Fire Station 6. As the station nears completion, it needs alerting/dispatch equipment installed before the building can be considered an operational fire station.

DISCUSSION

The City's 911 emergency calls are dispatched through Metro Cities Fire Authority (MetroNet). MetroNet exclusively uses Westnet's First-In Alerting Systems to alert all Garden Grove fire stations of emergencies. Westnet is the sole distributor for First-In Alerting Systems equipment, including all accessories, upgrades, maintenance, and annual service in the United States.

It is necessary to purchase and service the equipment, through the following vendor:

Westnet, Inc.
Contact: Sahir Lakhani
714-548-3500
15542 Chemical Lane, Huntington Beach, CA 92649

RECOMMENDATION

It is recommended that the Finance Director:

- Authorize the Fire Department to use Westnet, Inc. as a sole vendor for the purchasing and servicing of First-In Alerting Systems equipment

Paul Whittaker

PAUL WHITTAKER
Division Chief, Administration

By: Trevor Smouse
Public Safety Fiscal Analyst

Kul

Finance Director

6/27/18

Date

Sandra Segawa

Purchasing Agent

6/25/18

Date



WESTNET

June 21, 2018

Paul Whittaker
Division Chief, Administration
Garden Grove Fire Department
11301 Acacia Parkway
Garden Grove, CA 92840

Re: First-In Fire Station Alerting System Sole Source Information

Dear Chief Whittaker:

Westnet is the inventor, manufacturer and sole provider of First-In Fire Station Alerting Systems and holds numerous patent and registered intellectual property rights for its First-In System. Westnet's design for the First-In Alerting System is protected by the United States Patent and Trademark Office (US PTO) under Patent Numbers 6,535,121 and 6,778,081. Westnet maintains exclusive ownership of these patents and does not license any third parties to manufacture, alter or make additions to the equipment design.

In addition to the patents listed above, Westnet holds numerous trademarks and service marks issued by the United States Patent and Trademark Office (US PTO) for various components of the First-In Alerting System. If necessary, a list of Westnet's trademarks on the First-In System can be provided.

Due to the proprietary nature of the First-In Product line, Westnet is the only capable and authorized service vendor to maintain the First-In Fire Station Alerting System.

Please feel free to contact me with any questions.

Sincerely,

Sahir Lakhani