



Request # WCP23-029  
(assigned by OMB)

**CITY OF PITTSBURGH**  
**REQUEST FOR WAIVER OF COMPETITIVE PROCESS**

Contract Title: Space Management

Contract Description: To improve the management of the City of Pittsburgh's facility spaces.

Contract Duration: \_\_\_\_\_

Requesting Department: Department of DPW and Innovation & Performance Contract Type: Contract Authorization

Requests for exemption must be based on one or more of the categories listed in City Code 161.02B located here:

Please list all category numbers that apply (see page 2) 3iii

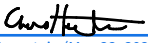
Justification:

Single Source - GeoCam, sister company of IndoorVu. GeoCam developed the cameras that IndoorVu uses.

GeoCam is the only vendor that does a full relationship with Cartegraph and eSRI GIS.

This provides a seamless interaction for the user so they can go into Cartegraph to see everything ie assets, floorplans, floor aware components

and attributes of the particular space. Please see exhibit A

Signed by:   
Chris Hornstein (May 22, 2023 20:53 EDT)  
Department Director

Date: May 22, 2023

Waiver Request is hereby:  Granted  Denied

OMB Procurement:  Date: May 24, 2023

After completion, please email this form, along with any appropriate backup to [procurement@pittsburghpa.gov](mailto:procurement@pittsburghpa.gov)

If a waiver is granted, contract authorization is then required by City Council. Department shall submit appropriate legislation and note the Resolution number on this form and submit a copy along with the contract when submitting to the Controller's Office for signature.

Resolution Number \_\_\_\_\_ Effective Date \_\_\_\_\_

## § 161.02B – EXEMPTIONS FROM COMPETITIVE PROCESS

(a) The following contracts are exempt from the requirement of a competitive process for selection, contingent upon obtaining a written waiver issued by the Director of the Office of Management & Budget or his/her designee, confirming that a recognized exemption applies to the contract because it falls within one or more of the following categories:

- (1) Emergency Contract, defined as: A contract required where there exists unforeseen circumstances beyond the City's control that either: (a) present a real and identifiable threat to the proper performance of essential functions or (b) will likely result in material loss or damage to property, bodily injury, or loss of life if immediate action is not taken.
- (2) Sole Source contracts, defined as: contracts involving services documented to fall within one of three categories: (i) where competition is precluded due to existence of patent rights, copyrights, or related proprietary claim; (ii) where supplier is the only identifiable source of the product or service; or (iii) where distributor or service provider has exclusive franchise or operating agreement w/ supplier or manufacturer of goods otherwise determined to be sole source.
- (3) Single Source contracts, defined as: contracts involving services documented to fall within one of the three categories: (i) available from only one source (in which case accompanying waiver request must clearly define the scope in which it is unique); (ii) for which only one prospective contractor is willing to enter into a contract with the City; or (iii) where an item required for the service has design and/or performance features that are essential to the department, including due to compatibility with services or goods currently in use, and no other source satisfies the City's requirements.
- (4) Contracts requiring compliance with terms and conditions of a court order, grant, collective bargaining agreement or governmental order.
- (5) Contracts for expert witnesses, consultants, or counsel associated with anticipated, pending, or potential litigation, including cases in which confidentiality could be compromised by public solicitation.
- (6) Intergovernmental agreements.
- (7) Contracts for supplies, equipment, or materials at auctions and surplus sales conducted by the government of the United States or any agency thereof, any agency of the Commonwealth of Pennsylvania, any municipality or other government agency, or any private party, if the items can be obtained at a competitive price, if determined in advance and in writing that the procurement by auction or surplus sale is in the best interests of the City.
- (8) Contracts for subscriptions to periodicals, databases, legal research services, or legal publications.
- (9) Services of visiting speakers or performing artists.
- (10) Contracts for which a continuation of services is desired by the using department in order to maintain the essential functions of the City as determined in writing by the Office of Management and Budget, including but not limited to contracts for maintenance of existing software or equipment.
- (11) Legally required advertisements and postage.
- (12) Dues and memberships in trade or professional organizations.
- (13) Abstracts of titles for real property and title insurance.
- (14) Statutorily-dictated procurement.

(b) The Office of Management & Budget shall maintain a policy further defining the categories listed above and the process by which waivers are to be requested, reviewed and executed if deemed appropriate.

## **GeoCam Sole Source Justification**

**Prepared for: Cherin Abdelsamie**

**Date: 01 May 2023**

GeoCam is providing this document to support a sole source award for geospatial data services.

GeoCam is a full-service visual mapping system (VMS) company that has provided seamless aerial, street, and indoor 3d imagery to clients since 2015. GeoCam was founded with the vision to automate image processing from low costs cameras enabling the measurement, mapping, and design of many types of infrastructure and assets managed by enterprise organizations across Government, Utility, Environmental, and Commercial business.

We are providing the following sole-source justification to support the purchase of GeoCam Data Services and software technology. GeoCam has unique qualifications for the deployment of VMS software and solutions required for the success of your project. The three most important considerations are described below:

- GeoCam develops, owns, and maintains the code base for our products including GeoCam Aerial Camera, GeoCam 360 Camera, GeoCam Desktop and GeoCam Web. Together, these products form the GeoCam platform, which our Data Services team uses to support organizations in many industries across the world. This combined platform provides a unique end to end solution that minimizes collection impact on asset operations, can operate in a variety of environments and integrate directly with existing GIS based technology.
- GeoCam is the only company with access to the research and development programming staff responsible for creating and implementing the next iteration of GeoCam. In addition, GeoCam is the only company with the ability to modify its camera designs and software source code, if necessary, to support your initiatives and projects.
- As owner and manufacturer, GeoCam is the only source from which all GeoCam® hardware, software and maintenance services (technical support plus Geocam software updates/upgrades) can be ordered. GeoCam is also the sole source for all proprietary training courses.

As the originators and developers of the GeoCam platform, GeoCam has unique knowledge and significant experience implementing this services-based platform for government agencies, non-profit organizations, and private companies in nearly every industry. GeoCam has a very broad set of VMS design and implementation skills that uniquely distinguish us from others in the field. For example:

- GeoCam has implemented image processing solutions that enable the use of our cameras on planes, cars, boats, walking, and indoors; all from the same code base.
- GeoCam has deployed it's platform on many industry use cases and under a vast array of environmental conditions, including complex City environments that encompass both urban, sub-urban, and rural architypes.
- GeoCam can configure and customize its image processing algorithms and application

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templates to deliver tailored information products across the aerial, street, and indoor environments.

- GeoCam can enable you to seamlessly and directly integrate data and web services from other GeoCam partners including Esri ArcGIS platform as well as other Geographic Information System (GIS), Facility Management (FM), and Enterprise Asset Management (EAM) systems.

These points uniquely differentiate and justify the sole-source purchase of GeoCam Data Services and software technology.

Thank you for the opportunity,



Michael Colosimo  
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