

Sole Source Contract Justification

Specific Problem or Need

What is the business need or problem that requires this contract?

The WSDA Hop Laboratory utilizes an AB SCIEX QTRAP 6500+ Mass Spectrometer (Serial Number CG21741607) for high-sensitivity regulatory residue and chemical testing. Annual preventive maintenance (Assurance 2PM) and proprietary software updates (Software Plus) are required to maintain instrument calibration, operational reliability, and compliance with analytical accreditation standards.

Operating this hybrid triple-quadrupole / linear ion trap mass spectrometer without manufacturer service creates an unacceptable risk of prolonged, unrecoverable downtime during active testing seasons.

Sole Source Criteria

Describe the unique features, qualifications, abilities or expertise of the contractor proposed for this sole source contract.

- **Proprietary Hardware & Diagnostics:** The QTRAP 6500+ relies on factory-proprietary diagnostic telemetry (StatusScope) and specialized ion optics. Third-party service organizations lack access to OEM calibration routines and restricted factory replacement parts.
- **Guaranteed Response SLAs:** The contract provides a guaranteed 2-business-day onsite response time for remedial repairs restricted to Zones 1/2, a service tier only guaranteed by manufacturer-employed field service engineers.
- **Software Ownership:** Line 2.1 provides mandatory updates and troubleshooting for proprietary SCIEX operating software and high-resolution processing tools. Only the software copyright holder can authorize and distribute core system upgrades.

What kind of market research did the agency conduct to conclude that alternative sources were inappropriate or unavailable? Provide a narrative description of the agency's due diligence in determining the basis for the sole source contract, including methods used by the agency to conduct a review of available sources. Use DES' Market Research Template if assistance is needed.

- As part of the market research requirements, include a list of statewide contracts reviewed and/or businesses contacted, date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract.
- WSDA called the manufacturer on 10/20/26 and was informed that no independent third-party service vendor is authorized to provide the proprietary technical documentation, diagnostic software keys, or authorized parts supply chain to service a QTRAP 6500+.

Per the Supplier Diversity Policy, DES-090-06: was this purchase included in the agency's forecasted needs report?

- Unknown

Describe what targeted industry outreach was completed to locate small and/or veteran-owned businesses to meet the agency's need?

- Not applicable. Proprietary OEM maintenance remains restricted for the functional lifespan of the hardware. WSDA will re-evaluate alternative service providers or open competition if the manufacturer establishes an independent certified third-party service network in future support cycles.

What considerations were given to unbundling the goods and/or services in this contract, which would provide opportunities for Washington small, diverse, and/or veteran-owned businesses. Provide a summary of your agency's unbundling analysis for this contract.

- Not applicable. Proprietary OEM maintenance remains restricted for the functional lifespan of the hardware. WSDA will re-evaluate alternative service providers or open competition if the manufacturer establishes an independent certified third-party service network in future support cycles.

Provide a detailed and compelling description that includes quantification of the costs and risks mitigated by contracting with this contractor (i.e. learning curve, follow-up nature).

- Replacement Equipment was considered. The capital investment to replace the hybrid triple-quadrupole / linear ion trap mass spectrometer is over \$500,000 and would disrupt validated testing methods. Investing \$46,690.42 ensures uninterrupted laboratory throughput and preserves method validation continuity.

- The quoted price includes \$43,034.41 for hardware coverage and \$3,656.01 for software support. This represents standard OEM commercial pricing for hybrid tandem mass spectrometry service contracts. The rate is consistent with historical multi-year agreements and represents less than 9% of the instrument's replacement capital value while mitigating catastrophic repair expense.

Is the agency proposing this sole source contract because of special circumstances such as confidential investigations, copyright restrictions, etc.? If so, please describe.

- Yes. AB SCIEX is the only vendor authorized to provide the proprietary technical documentation, diagnostic software keys, or authorized parts supply chain to service a QTRAP 6500+.

Is the agency proposing this sole source contract because of unavoidable, critical time delays or issues that prevented the agency from completing this acquisition using a competitive process? If so, please describe. *For example, if time constraints are applicable, identify when the agency was on notice of the need for the goods and/or service, the entity that imposed the constraints, explain the authority of that entity to impose them, and provide the timelines within which work must be accomplished.*

- No. No independent third-party service vendors are authorized to provide the proprietary technical documentation, diagnostic software keys, or authorized parts supply chain to service a QTRAP 6500+.
- Proprietary OEM maintenance remains restricted for the functional lifespan of the hardware. WSDA will re-evaluate alternative service providers or open competition if the manufacturer establishes an independent certified third-party service network in future support cycles.

What are the consequences of not having this sole source filing approved? Describe in detail the impact to the agency and to services it provides if this sole source filing is not approved.

- Immediate operational halt and prolonged, unrecoverable downtime during active testing seasons.