September 24, 2015

Jon Paoli
Iowa Homeland Security and EM
6100 NW 78th Ave
Johnston, IA 50131

RE: **Response to Sole Source Inquiry; WebEOC Professional Software Suite**

Dear Jon:

ESi Acquisition, Inc. ("ESi") is the sole developer and licensor of the WebEOC-branded software. Since its initial development and release in 1999, ESi has maintained control over the source code, the WebEOC trademark and all other proprietary rights embodied in the WebEOC Professional software and its companion products:

- WebEOC® *Air*
- WebEOC® *Team Manager*
- WebEOC® *Passenger Data*
- WebEOC® *Mapper Professional*
- WebEOC® *for Hospitals*
- WebEOC® *Fusion*
- WebEOC® *Town Square*
- WebEOC® *Core*
- WebEOC® *Resource Request and Deployment Module*

As the only entity with access to the WebEOC source code, ESi is the only entity which may accurately diagnosis software errors and defects, issue corrections and fully integrated enhancements, and warrant performance of the software.

Sole source acquisition of the WebEOC software products and services may be justified under Subpart 6.3 of the Federal Acquisition Regulations ("FAR"). In the case of software products and software maintenance, the FAR allow sole source acquisition of unique items which are available from one or a limited number of sources or for proprietary items where only limited data rights are provided under license. The WebEOC software meets these requirements.

State and local government organizations are encouraged to ask their procurement officer if local laws include similar sole source provisions, or if the federal justifications may be used to support sole source procurement.

ESi also provides a wide range of professional services. These services are specialized in nature and focused on configuration and technical support for the proprietary software technology. These services frequently require access to ESi proprietary information and are not available through or resold by any third parties. The WebEOC Hosting Services, WebEOC Professional subscription services, and WebEOC Core subscription software services and supporting Emergency Management and Municipal Operations Modules also are available exclusively from ESi.

On behalf of ESi, we look forward to the opportunity to work with you. If you have any questions, or require additional information, please do not hesitate to contact me at (414) 721-9731.

Sincerely,

Samuel Klietz
Senior Vice President, Intermedix