

# CITY OF CAPE CORAL

## REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

**Requesting Department:** ITS

**Vendor Name:** Leapwork LLC

**Address:** 222 Berkeley Street, Suite 1901 Boston, MA 02116

**Phone:** (781) - 493 - 2500

**E-Mail:** raj@leapwork.com

**Price:** \$30,623.40

**Description of item to be procured:**

- 1.) **Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:** This is a sole source vendor, in accordance with City of Cape Coral Code of Ordinances Chapter 2, Article VII, Division 1, Section 2-144(c) item is an update, renewal or upgrade to a software program or software subscription previously purchased by the city.
  
- 2.) **Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:** Leapwork is currently used by Tyler Technologies - the software developer for EnerGov and Tyler Munis applications. The City of Cape Coral is currently using the Leapwork to perform our own automated regression testing.
  
- 3.) **Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:** None

**Department Director's Signature:**



**Date:** 8/6/2025

Michelle Hoffmann

**Approval: Procurement Manager**



(not to exceed \$50,000.00) **Date:** 8/11/25

**Approval: City Manager**

(not to exceed \$100,000.00) **Date:** \_\_\_\_\_

**Council authorization required if exceeding \$100,000.00**

***Leapwork LLC, a wholly-owned subsidiary of Leapwork ApS.***

*1390 Market Street, Suite 200, San Francisco, CA94102*

***ATT: City of Cape Coral***

August 24th, 2022

**RE: Sole Source letter**

**To whom it may concern:**

This letter is to confirm that Leapwork, LLC is, to the best of our knowledge, the sole vendor of process-chart visualized no-code test automation software and the sole source of the following items:

**Leapwork Studio:** a desktop application made for Microsoft Windows. It is a powerful, visual designer that can be used by anyone to easily design automation cases, set up schedules to run automation cases on physical or virtual machines and in the cloud and dig into the results with dashboards and reports. A studio is usually installed on the user's physical machine or in a virtual machine-accessible to the user.

**Leapwork Controller:** a service that runs in the background, and it is also made for Microsoft Windows. It hosts and stores all automation assets such as cases, images, schedules, reports and so on. It also controls how automation cases are run and on which environments.

**Leapwork Agent:** a service that runs in the background on Microsoft Windows. It is the runtime agent that takes care of executing the individual automation cases one at a time when requested by either a Studio or Controller. The agents are usually virtual machines with the same configurations as end-users.

As a result of our investment in development of our software we have created a portfolio of intellectual property rights that include:

***Trademarks***

***Copyrights***

Leapwork, LLC is sole source of the items listed above, and there are no other like items available for purchase that would service the same purpose or function and no other company makes a similar or competing product with such items.

If you desire additional information, please do not hesitate to contact Leapwork, LLC at any time, or visit our homepage [www.leapwork.com](http://www.leapwork.com).

Thank you for your interest in our product.

Sincerely,