

FIN - SOLE SOURCE

Status
MANAGER

Requesting Department: *
POLICE

Submitted By:
Jessica Allen

Date Created
12/01/2025

Vendor Name:
FARO TECHNOLOGIES INC

Address:
125 TECHNOLOGY PARK, LAKE MARY, FL 32746

E-mail:
JOI.HANER@FARO.COM

Phone:
4073339911

Price
\$68,870.55

Account String *
21005.564101

Description

FARO FOCUS PREMIUM 200M SCANNER, ACCESSORIES, SOFTWARE & TRAINING - ON SCENE DIGITAL DOCUMENTATION OF CRASH SCENE RECONSTRUCTION/CRIME SCENE RECONSTRUCTION.

CAPITAL EQUIP RESOLUTION 299-25; ITEM #38

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:

FARO is the sole developer and manufacturer of the FARO Focus Laser Scanners, the FARO Freestyle 2, FARO Orbis, FARO Blink, FARO Focus Thermal Covers, SCENE software, and FARO Zone software. For the Public Safety business segment in the United States, all offering related to these products-including hardware, software, and accessories are shipped directly from FARO Technologies Inc., ensuring full traceability, manufacturer-backed service, and product authenticity.

FARO permits high-precision 3D measurement, imaging, and comparison of parts and compound structures within production and quality assurance processes. The devices are used for inspecting, planning, and documenting spaces or structures in 3D, as well as for law enforcement, forensics, accident reconstruction, crime scene investigation, arson investigation, post-blast investigation, fire and security pre-planning, bullet trajectory, bloodstain pattern analysis and augmented/virtual reality applications.

FARO is the sole developer and supplier of FARO Zone Software, which incorporates direct integration of FARO Focus point cloud data from scans into a simple-to-use program for full scene documentation, 2D and 3D diagrams, animations, crash reconstruction, bullet trajectory, and bloodstain pattern analysis.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:

FARO's GSA Contract: 47ATCA18D003S lists these items however, we are receiving a trade-in discount of \$14,784 which cannot be applied to the GSA pricing. For example, the GSA price for the FARO Focus Premium 200m scanner is \$51,308.85 with our trade-in, this item is \$41,850.

Overall total if we use the GSA contract would be \$79,852.21. With the trade-in, total is \$68,870.55 (trade-in discount shown on multiple items on the quote).

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:

The department will evaluate additional vendors as they become available in the marketplace.

Attachments (4)

FIN - ATTACHMENTS - SOLE SOURCE

- [- FARO FOCUS PREMIUM 200M SCANNER, ACCESSORIES, SOFTWARE & TRAINING - ON SCENE DIGITAL DOCUMENTATION OF CRASH SCENE RECONSTRUCTION/CRIME SCENE RECONSTRUCTION. CAPITAL EQUIP RESOLUTION 299-25; ITEM #38](#)
- [- FARO FOCUS PREMIUM 200M SCANNER, ACCESSORIES, SOFTWARE & TRAINING - ON SCENE DIGITAL DOCUMENTATION OF CRASH SCENE RECONSTRUCTION/CRIME SCENE RECONSTRUCTION. CAPITAL EQUIP RESOLUTION 299-25; ITEM #38](#)
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Approval: Budget

Jennifer Waters

Date

12/3/2025
3:31:55
PM

Approval: Procurement Buyer

Andrew Byrnes

Date

12/3/2025
3:40:49
PM

Approval: Director

Matthew Campion

Date:

12/04/202
5

Approval: Procurement Manager

Wanda Roop

(not to exceed
\$50,000.00)

Date

12/09/202
5

Approval: City Manager

Connie Barron

(not to exceed
\$100,000.00) without
Council Approval

Date

12/16/202
5

Procurement Staff

**Procurement Staff
Assigned**

ABYRNES

**Council Agenda
Date**

Council Action

Resolution #

Purchase Order #

Procurement Comments:

SECTION 2-144 (c)(2)(b)

Best Value

Council authorization required if exceeding \$100,000.00