ALABAMA COMMUNITY COLLEGE SYSTEM

Request for Sole Source Justification:
Both the vendor and the product(s) must be deemed unique

Requestor: Barry May  
Institution: Alabama Community College System  
Campus Address: 135 South Union St. Montgomery, AL 36130-2130  
Preferred Vendor: zSpace - ViziTech  
Date: 7/29/2019  
Phone Number: (334) 293-4707  
Fax Number: (334) 293-4729  
Amount: Varies

I am aware that Section 41-16-50 of the Code of Alabama mandates that the Alabama Community College System procure all material, equipment, services, and supplies totaling $15,000.00 or more via competitive bid. However, I am requesting sole/single source approval based on the following criteria. (Attach additional sheets as necessary)

I. The requested product is an integral repair part or accessory compatible with existing equipment.

A. Existing equipment: _________________________________________________________________
Manufacturer: ________________________________________________________________________
Model/Serial Number: _________________________________________________________________
Age/Current Value: ____________________________________________________________________
Estimated Remaining Life Span: __________________________________________________________

B. Requested equipment/accessory/part: _________________________________________________
Manufacturer/Model Number: _____________________________________________________________
Dollar Value: _________________________________________________________________________
Explain relationship between current equipment and requested equipment
___________________________________________________________________________________
___________________________________________________________________________________
___________________________________________________________________________________

II. The requested product has unique design/performances specifications which are essential to the institutions needs and are not available in comparable products.

A. These capabilities are:
   - Extended Reality (XR) and Virtual Reality (VR) Capability suited for the delivery of educational and training applications.
   - Untethered 3-D glasses and a stylus to combine elements of AR and VR.
   - Capability to manipulate virtual objects as though they were real.
   - Large availability of educational topics and applications ranging from physics to anatomy.
   - Vastly utilized currently in secondary schools, career and technical centers, post-secondary schools, and Universities.
   - Apps can be programmed and customized to the learner’s specific needs.
B. In addition to the product requested, I have contacted other suppliers identified below and considered their product of similar capabilities. These products are not acceptable because they are lacking one or more of the technical specifications described in A above.

Explain in detail:

I have contacted Best Buy, Merge, and Unimersive, but none of these companies has the capabilities nor offers similar technology suited for College level educational applications. Many of the other VR and AR is geared more for younger students in K-12 and does not offer applications suitable for post secondary courses.

1. Vendor: Best Buy Education
   Vendor contact/phone #: 1-800-791-3902
   Product Description: Google Expeditions Pioneer Program is VR App used in the classroom to provide VR and AR tours and expeditions.
   Technical Deficiencies: Limited content and geared for younger students, only offer google hardware used in conjunction with a cell phone.

2. Vendor: Merge
   Vendor contact/phone #: https://mergevr.com
   Product Description: Merge turns an iOS or Android phone into a virtual reality headset. Objects can only be manipulated using a separately purchased cube. The headset is made of soft, lightweight foam with adjustable lenses to fit virtually any face, but is geared to a younger student in k-12.
   Technical Deficiencies: Limited applications and experiences, best for kids and teens. Only offer goggle hardware used in conjunction with a cell phone.

3. Vendor: Unimersive
   Vendor contact/phone #: https://unimersiv.com/contact/
   Product Description: Univmersive is a VR learning platform that is dedicated to creating educational content on a wide range of topics. Their mission is to help students of all ages learn faster using virtual reality, and want to use VR to help students access impossible places (like inside of the human brain!). They are one of the largest platforms for VR education content, frequently releasing updates and new content, and are available on all major VR headsets.
   Technical Deficiencies: Content is expansive but not as detailed as zSpace. Must use another vendor’s hardware such as Oculus Rift. Equipment is not supplied by the company, only the app is supplied.

III. Other factors not addressed above which may assist in the sole source justification review process are:
    zSpace is the sole developer, manufacturer, and licensing of their educational products. This provides the advantage that they will fully support every aspect of their product offerings (the applications and the hardware. The other vendors does not provide a full set of hardware and applications that they fully support.
NO SOLE SOURCE WILL BE APPROVED WITHOUT THE BELOW SIGNATURES

I certify that the above information is true and correct and that I have no financial or other beneficial interest in the vendor.

Barry May  Date: 8/21/19  Signature
Full Name of Principal Investigator
(Print or Type)

Jeff Lyn  Date: 8/21/19  Signature
Division Director
(Print or Type)

Bryan Helms  Date: 8/21/19  Signature
Chief Financial Officer
(Print or Type)

☐ Sole/Single Source justification is adequate and purchase is authorized without competitive solicitation.
☐ Sole/Single Source justification is inadequate and purchase is not authorized without competitive solicitation.

Jimmy H. Baker  Date:  Signature
Chancellor
RE: Sole Source,

This letter provides confirmation that zSpace, Inc. is currently the sole source for the development, manufacturing, and licensing of the zSpace® Augmented Reality / Mixed Media Educational products, including hardware and software.

As a result of our investment in innovation (methodology, principles and processes, techniques, documentation and educational programs) we have created a portfolio of intellectual property rights that include:

- Patented Technology
- Trademarks
- Copyrights

zSpace, Inc. is the only organization in the world with the unique technical competence, expertise, experience and proprietary technology that is responsible for delivering the zSpace® Augmented Reality / Mixed Media Education Solution family of products.

Ron Rheinheimer
Executive Vice President

Cc: Kristine George, zSpace - Regional Director Contracts, zSpace