



ALABAMA COMMUNITY COLLEGE SYSTEM

Request for Sole Source Justification:

Both the vendor and the product(s) must be deemed unique

Requestor: Barry May

Date: 7/29/2019

Institution: Alabama Community College System

Phone Number: (334) 293-4707

Campus Address: 135 South Union St. Montgomery, AL. 36130-2130

Fax Number: (334) 293-4729

Preferred Vendor: zSpace - ViziTech

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/performance 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 goggle 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: Unimersive 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 Barry May
Full Name of Principal Investigator Signature
(Print or Type)

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

Bryan Helms Date: 8/21/19 [Signature]
Chief Financial Officer Signature
(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 Signature

July 30, 2019

Community College

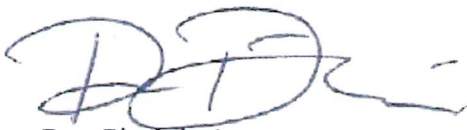
RE: Sole Source,

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