

Henry P. Roybal
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Commissioner, District 2

Robert A. Anaya
Commissioner, District 3



Kathy Holian
Commissioner, District 4

Liz Stefanics
Commissioner, District 5

Katherine Miller
County Manager

SOLE SOURCE DETERMINATION

August 15, 2016

TO: Procurement File

FR: Bill Taylor, Procurement Manager *BT*

VIA: Gus Martinez, County Assessor
Gary Perez, Chief Deputy Assessor

RE: Sole Source Determination Regarding Pictometry International Corporation

Background:

The Santa Fe County Assessor's Office is statutorily charged with conducting property inspections in Santa Fe County for the purposes of property valuation. Like many other Assessor offices across the nation, Santa Fe County Assessor's Office performs this duty under the guidelines established by IAAO (International Association of Assessing Officers) and the State of New Mexico's Property Tax Division (PTD) to ensure fair and equitable property valuation. One of the tenants of IAAO and PTD is to develop a property valuation plan that strives to ensure all property within a jurisdiction is reviewed in a timely fashion, usually once in a five year cycle.

Issue:

In 2014 the County Assessor acquired the services of Pictometry International Corp. to provide a new aerial imagery that includes the most populated areas of Santa County including the city limits of Santa Fe that will provide digital aerial ortho and oblique photos for the purpose of visualizing and measuring properties when access is not available by any other means. One of the primary requirements of the Assessor's Office is that the aerial imager consist of 3-inch or better pixel resolutions in both orthogonal and oblique views in 4 cardinal directions (east, west, north and south).

Pictometry is the largest vendor in the US offering aerial Orthographic and oblique photos. Their highly accurate and proprietary photo system combined with their software to utilize the photos for the purpose of collecting exterior measurements needed in the appraisal process. Pictometry has 26 patents in their portfolio that protects their right to exclusively produce and deliver their products and services.

In addition, Pictometry proprietary patents integrates their measurement tools with the Assessor's existing appraisal and mapping applications: Pro-Val and ESRI's ARC GIS that no other vendor can provide for.

102 Grant Avenue · P.O. Box 276 · Santa Fe, New Mexico 87504-0276 · 505-986-6200 · FAX:
505-995-2740 www.santafecountynm.gov

Comparing the 2014 aerial photos with the 2015 photos will afford our office the opportunity to begin our review process two years earlier, and become more current with our data. Purchasing and using the change detection software will provide a more efficient means to compare the two sets of photos. This software will analyze the building outlines from both sets of photos and create a work list for our staff to immediately begin reviewing, rather than having to discover the changes through a manual visual inspection. This process will be demonstrated for the BOCC during the September 8 meeting.

The oblique aerial imagery is an invaluable tool for our office and can be a tremendous benefit to property owners as well.

The imagery is also being shared with other vital county departments such as the Sheriff, Land Use, RECC, Fire Department, BOCC, and others that can utilize the images.

Determination

Pursuant to 13-1-126, NMSA 1978 this Purchasing Department after conducting due diligence has made the determination that this is a sole source procurement pursuant to the NMSA 1978 13-1-126 that *"a contract may be awarded without competitive sealed bids or competitive sealed proposals regardless of the estimated cost when the state purchasing agent or a central purchasing office makes a determination, after conducting a good-faith review of available sources and consulting the using agency, that other similar services, construction or items of tangible personal property cannot meet the intended purpose of the contract."*

In researching various sources including the International Association of Assessing Officers (IAAO) and researching other New Mexico Assessors it was found that no other vendor can provide the accuracy and precision required for the level of measurements (to include height, length and width) of properties for the Santa Fe County.

Therefore it is determined that Pictometry International Corporation is deemed a Sole Source Vendor with the following services may be procured as a Sole Source Procurement.

Vendor Information: Pictometry International Corporation
100 Town Centre Dr., Suite A,
Rochester, NY 146-4260

Deliverables:

- 3-inch or better resolution digital aerial ortho photos in a contiguous map format.
- One area wide 4' mosaic in MrSID format.
- Traditional orthogonal view and 4 cardinal oblique views (east, west, north and south).
- Finished digital ortho-imagery shall be furnished in industry standard JPEG and MrSID formats on DVD's or external (USB2) hard drive, to be decided by Santa Fe County before the completion of the project.
- Any exceptions to the above requirements must be clearly identified in price proposal. Further any proprietary formats must be clearly identified along with an explanation of any software required to view or manipulate the product. Such software must be compatible with ESRI software.
- Ability to export from viewer/browser software in PDF, tiff, tiff/tfw, dxf, jpg, or bmp formats.

- Ability to import shape files into viewer/browser software.

A six year contract (in contrast to three one year contracts) will result in a substantial cost savings of \$219,892.22 for Santa Fe County. Monies for FY 2016/2017 have been budgeted and approved in 101-1101-413-8013, in the amount of \$245,500. The remaining monies will be budgeted in subsequent fiscal years. The project will consist of (3) flyovers which will be divided into (2) fiscal years each. Payments will be made annually being due at each shipment of imagery. The exact specifications and scope of work are detailed and listed in the proposed contract.

Amount of Purchase: \$219,892.22 annually totaling \$1,410,268.39 over the 6 year contract term.

