

## CITY OF CARLSBAD SOLE SOURCE AND EMERGENCY PROCUREMENT REQUEST AND DETERMINATION FORM

A sole source *determination* is not effective until the *sole source request for determination* has been posted for thirty (30) calendar days without challenge, and subsequently approved in writing by the Purchasing Manager. *A purchase order will not be issued and orders may not be placed until the sole source determination as been posted for a minimum of 15 days.*

I. Name of Company: Parabon Nanolabs Date: 6/1/20

Please Check One: New Sole Source  Renewal of Existing Sole Source

Please Check One:  Product  Services  Product and Services

Type of Sole Source Requested: *(Please check the one that best describes the type of Sole Source you are requesting)*

**Company Sole Source** (Only one company can provide the goods or services)

**Brand Name Sole Source** (Only this brand will serve the intended purpose or function with existing equipment or systems, including software)

**Unique Professional Services** (Only one company or individual can provide this service due to the creative nature of the service or custom delivery of goods or services that are unique and subject to custom design and/or fabrication.

**\*\*Please note- True Professional Services under \$60,000 in value are considered a small purchase and does not require a sole source determination.**

**Proprietary Sole Source** (Only this company provides this product or service and only this company can provide after sale maintenance, repairs or service agreements)

**Local Sole Source** (Only one company exists to provide this product or service locally and due to the nature of the purchase, it is not feasible or reasonable to obtain the product or service from non-local sources. Only one local vendor is able to respond to the need in a timely manner due to local proximity)

Amount of Purchase \$ 5,000

II.  Emergency Procurement Request

DEFINITION OF EMERGENCY CONDITIONS:

An emergency condition is a situation which creates a threat to public health, welfare, safety or property such as may arise by reason of floods, epidemics, riots, equipment failures or similar events. The existence of the emergency condition creates an immediate and serious need for services, construction or items of tangible personal property that cannot be met through normal procurement methods and the lack of which would seriously threaten:

- A. the functioning of government;
- B. the preservation or protection of property; or
- C. the health or safety of any person.

Please provide a detailed explanation for why the purchase required meets the above definition of an Emergency Condition.

N/A

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\*\* The Emergency Determination will only be in effect as long as needed to alleviate the emergency conditions. Once the emergency condition has passed, regular procurement methods and procedures must be followed.

Amount of purchase: \$ \_\_\_\_\_

**Sole Source Determination**

- III. Provide a detailed, sufficient explanation of the reasons, qualifications, proprietary rights or unique capabilities of the prospective contractor that makes the prospective contractor *the one source* capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the “best” source or the “least costly” source. Those factors do not justify a “sole source.”)

The police department detective division is needing to purchase a very unique service. Parabon provides tools and services designed to generate investigative leads when DNA samples fail to produce an exact STR match. This service is so unique that no other single organization can provide it. Due to its proprietary nature, this purchase is deemed to be a sole source. It should also be mentioned that Parabon is designated as a sole source by the Federal Government as well.

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- IV. Provide a detailed, sufficient explanation of how the professional service, service, construction or item(s) of tangible personal property is/are *unique and how this uniqueness is substantially related to the intended purpose of the contract.*
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See above

- V. Explain why other similar professional services, services, construction or item(s) of tangible personal property *cannot* meet the intended purpose of the contract.

See above

- VI. Provide a narrative of the due diligence used in determining the basis for the procurement, including a review of available sources and include Include a list of businesses contacted (*do not state that no other businesses were contacted*), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, provide the goods or services; or an explanation of why the department has determined that no businesses other than the prospective contractor can provide the goods or services requested.

See above

APPROVED:

Date:

6-1-20



Chief Procurement Officer

Authority to Proceed

- 1) the signature of the CPO on this form certifies the sole source has been posted for thirty (30) calendar days and has received no challenges;
- 2) the sole source is granted as of the date of signature by the State Purchasing Agent; and
- 3) the signature of the CPO on this form is the final signature required for this sole source procurement.



June 1, 2020

Jaime Balencia, Detective Lieutenant  
Carlsbad Police Dept.  
602 W. Mermod  
Carlsbad, NM 88220

Dear Lt. Balencia:

When it comes to **autosomal DNA**, Parabon NanoLabs, Inc (Parabon) is the most experienced and capable forensic analysis company in the world. Having pioneered SNP genotyping for forensic samples and commercialized the technology in 2015, Parabon's **Snapshot® Advanced DNA Analysis** division offers a unique suite of tools and services designed to generate investigative leads when DNA samples fail to produce an exact STR match. By working with Parabon, your agency will have access to a unique collection of analytical capabilities that no other single organization can provide. Parabon provides ALL of the following:

1. **Optimized SNP Genotyping for Low Quantity/Low Quality DNA**: Having genotyped vastly more forensic DNA samples than any other organization, Parabon's protocol for SNP microarray genotyping of forensic DNA samples calls for as little as 1 ng of DNA extract and produces >500,000 SNPs. Parabon produces a DNA processing report that specifies the call rate for the sample and also produces the basic phenotype predictions for the person-of-interest. Parabon also offers whole genome sequencing for highly degraded samples that do not pass Parabon's SNP genotyping screening process.
2. **Advanced DNA Phenotyping**: While some organizations can generate basic, low-fidelity predictions of pigmentation traits, Parabon provides **the world's most comprehensive set of accurate, high-fidelity phenotype predictions** including global and regional ancestry, eye color, hair color, skin color, freckling, and face morphology. The company brings these predictions together to form a composite image that can be used for lead generation or narrowing suspect lists. This offering is not available from any other forensic analysis provider at this time.
3. **Phenotype Composite Enhancement**: Parabon has an IAI-certified forensic artist on staff who can enhance Snapshot phenotype composites with alterations for specific age, weight, hairstyle and environmental influences such as scars and tattoos, using established forensic art methods.
4. **Bioinformatic Deconvolution of Two-Person Mixtures**: Parabon is the **only company** that can currently perform **bioinformatic mixture deconvolution of SNP genotypes derived from 2-person DNA mixtures**. This capability is critical because DNA mixtures are common, especially in sexual assault cases, and without it many cases could not be addressed with SNP genotyping. For a major contributor comprising  $\geq 50\%$  of a mixture, Parabon's proprietary deconvolution algorithms can produce SNP genotypes that can be used as the basis for all other Snapshot services, just as though they were from a single source sample.
5. **Distant Kinship Inference**: Using SNP genotype data, Parabon's proprietary kinship algorithms can accurately predict kinship relationships between any two DNA samples,



distinguishing **relatedness out to 9th-degree relatives (fourth cousins)** and precisely determining the **degree of relatedness out to 6th-degree relatives (second cousins once-removed)**. Used in isolation, this powerful test is an effective means of narrowing a suspect list (e.g., excluding a victim's entire biological family from suspicion), however, its real strength becomes apparent when combined with genetic genealogy.

6. **Genetic Genealogy:** Parabon employs professional genetic genealogists with years of experience and a demonstrated track record of high-profile solves. After the introduction of the Snapshot Genetic Genealogy Service in May of 2018, Parabon's genetic genealogy team has generated leads that enabled nearly 70 agencies to obtain confirmatory DNA matches for their person-of-interest in investigations that, on average, had been cold for over 20 years. Importantly, unlike other genetic genealogists, **Parabon's employees have access to advanced phenotype predictions and kinship inference results that greatly increase their effectiveness.**
7. **Automated Monitoring of Public Genetic Genealogy DNA Database:** If your case sample produces no matches in a publicly available genetic genealogy database, Parabon's staff will monitor your sample for free and notify you if new matches appear.

**No Resellers:** Parabon is the creator and owner of the methodologies and technologies that power the Snapshot Advanced DNA Analysis Service. Parabon is the only company authorized to and capable of providing the complete suite of Snapshot DNA Services, which includes Snapshot autosomal DNA processing, bioinformatic mixture deconvolution, genetic genealogy, phenotyping, phenotypic forensic art enhancements, and kinship inference.

**Small Business & Staffing:** Parabon, a small business as defined by the US Small Business Administration, has dedicated case managers, highly experienced genetic genealogists and PhD-level bioinformaticians working on each case.

**Federal Sole Source Justification:** The Snapshot phenotyping and kinship methodologies were originally developed with funding from the US Department of Defense Small Business Innovation Research (SBIR) program and subsequent follow-on phase III federal contracts. Parabon's genetic genealogy process incorporates results from the company's phenotyping and kinship technologies. As such, Parabon's Snapshot services, including all derivative works, which includes genetic genealogy, are **eligible for sole source status by the US federal government (FAR 6.302)** on the basis that SBIR awardees have (1) already been through the competitive process, (2) have a demonstrated track record with its innovations, (3) its approach, solution and/or capabilities have likely been deemed unique and/or highly specialized, and (4) is likely the only source that can meet the timely needs of the Government. Also see **question #23 on the SBIR FAQ site regarding follow on funding without competition** at: <https://www.sbir.gov/faq/all>.

**Pricing & Turn Around Time:** Parabon's price schedule and service descriptions are at: <https://snapshot.parabon-nanolabs.com/price-schedule>.

**Terms of Service:** Parabon's terms of service are at <https://snapshot.parabon-nanolabs.com/terms>.

Sincerely,

A handwritten signature in cursive script that reads "Julie Madden".

Julie Madden, Business Administrator