TOWN OF Herndon
DEPARTMENT OF FINANCE

Request for Waiver

Vendor: Precision Safe Sidewalks, LLC Department: Public Works

A request for waiver is required whenever there is intent to have an exception made for:

☒ Sole Source ☐ Single Source ☐ Emergency Purchase ☐ Waiver of Purchase Procedures

An **Emergency Purchase** is defined as a condition or occurrence of a sudden and unexpected nature threatening the public health, safety or welfare (provide details below).
A **Single Source Purchase** is defined as the purchase of required good/service from one source because of Town standardization, warranty or other distinctive factors (provide details below).
A **Sole Source Purchase** is defined as having only one practical source for the purchase of the required good/service - e.g., proprietary technology, copyright or a supplier's unique capability (provide details below and attach Sole Source Letter from vendor or manufacturer).
Fully completed certificates are subject to review and approval by the Department Director, Procurement, Finance Director, and Town Manager.

Check justification(s) below that apply to the proposed purchase and supply documentation/explanation as required:

☒ Commodity/Service is from the original manufacturer or provider. There are no other distributors. (Findings must be documented below or attached).
☐ The product is an integral part of existing equipment. Other brands are not interchangeable. (State manufacturer and model number of existing equipment below.)
☐ Only known product that meets the specialized needs of the department to bring about continuity of results. (Explain in detail below or attached).
☐ Staff have had extensive training and/or experience with the product. The purchase of other than the proposed product would incur a substantial cost in re-training. (Explain in detail below or attached).
☐ Purchase of this item/service is of an urgent nature because it is essential to public health, safety & welfare. (Describe in detail below).
☐ Unable to obtain 3 or more quotes for item/service (Explain in detail below or attached).
☐ Competitive negotiation (or quotes) is either not practicable or not fiscally advantageous, as described below.
☐ Confirming Purchase Order (Explain reason for expenditure without issuance of PO below.

Justification: Sole Source letter from vendor is attached.

Approvals:

Requester: Scott Keebaugh Date: 6/16/26

Department Director: Tammy Chastain Date: 6/16/26

Purchasing Agent: [signature] Date: 06/16/26

Finance Director: [signature] Date: 6/16/26

Town Manager: [signature] Date: 6/16/26

January 1, 2026

To whom it may concern,

In responding to competitive bids, frequently Precision Safe Sidewalks, LLC (PSS) has been asked to provide a letter stating that our technology relies upon proprietary methods, information, exclusive licenses, and/or patented equipment.

- PSS is a franchisee of Precision Concrete Cutting (PCC). PSS is the sole party and sole licensee (license number: PCCVA2008A) to utilize PCC's proprietary training and method for identifying and removing sidewalk trip hazards in the states of New York, Virginia, West Virginia, Ohio, North Carolina, Western Pennsylvania, and Washington DC (the Territory).

- PSS also uses proprietary technology as described by the following patent numbers:
  - U.S. Pat. No 9,494,407
  - U.S. Pat. No. 9,759,559
  - U.S Pat. No 11,628,596

- PSS also utilizes various trade secrets to conduct its work using its proprietary process for identifying, analyzing, and removing sidewalk trip hazards. As shown by the quality of our work, we use these trade secrets to provide unparalleled results for our customers.

- PSS also utilizes proprietary, copyright-protected software for the collection, organization, analysis, and presentation of trip hazards. This allows us to provide the most thorough and detailed sidewalk hazard surveys, which is the vital first step to an effective sidewalk asset management program.

We look forward to working with you to address your sidewalk hazard remediation needs.

Tom Szold, CEO
Precision Safe Sidewalks, LLC.
25 Maryland Avenue
Annapolis, MD 21401