



**Eganix, Inc.**

1091 Centre Rd, Suite #140  
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Subject: Sole Source Justification for 'Overwatch' Geographic Information System

To Whom It May Concern,

We are submitting this letter to formally justify the selection of Eganix, Inc. as the sole source for for two critical municipal programs:

1. **The Overwatch Compliance Program** – A GIS-based compliance tool designed to enhance municipal oversight of FOG, BOD, TSS, and PFAS in the Royal Oak collection system.
2. **FOG Treatment in Sanitary Sewers Program** – A targeted biological treatment solution that mitigates Fats, Oils, and Grease (FOG) accumulation, reducing maintenance costs and improving overall system efficiency.

These applications are crucial to Royal Oak's municipal operations and business growth, and Eganix, Inc. is uniquely qualified to fulfill its requirements.

**1. Background and Project Overview**

'Overwatch' is designed to provide a streamlined and sustainable process for Royal Oak to track and mitigate FOG, BOD and TSS in the collection system. 'Overwatch' also specifically allows the City to track PFAS in strategic locations throughout the collection system. This application is custom-built to address the specific needs of the municipality and its businesses, which cannot be met by off-the-shelf solutions.

Through the FOG Treatment in Sanitary Sewers Program Eganix is able to reduce jetting, vactoring, and costly maintenance by providing exclusive treatment solutions that reduce operational disruptions caused by grease accumulation; extend infrastructure lifespan by preventing premature wear and tear; and turn the collection system into a pre-treatment facility—reducing strain on the receiving water resource recovery facility.

Eganix is the only provider of these targeted biological treatments, with exclusive proprietary blends of biological agents designed for municipal wastewater

applications and a seamless program integration with Overwatch, allowing real-time tracking of FOG treatment efficacy.

## **2. Justification for Sole Source Selection**

Eganix, Inc. is the only provider capable of delivering the solution based on the following factors:

- **Unique Expertise and Experience:** Eganix, Inc. has demonstrated specialized expertise in FOG maintenance and prevention. We have successfully delivered similar solutions for other municipal clients in the region, making us uniquely qualified.
- **Proprietary Technology/Processes:** The proposed solution involves proprietary methodologies, tools, and platforms developed exclusively by Eganix, Inc. No other vendor has access to these technologies, products, and programs, which are critical for the project's success.
- **Custom Integration Requirements:** The application will seamlessly integrate with the City's existing systems. Eganix, Inc. also has in-depth knowledge of municipal wastewater infrastructure, reducing the risk and timeline associated with integration.

## **3. Additional Justification for Sole Source Selection**

We conducted extensive market research and considered several potential competitors when developing 'Overwatch'. Compared to alternatives, none of them could meet the unique requirements or demonstrate the same level of expertise and readiness to deliver the project within the required timeframe that the City requires and that 'Overwatch' handily achieves.

Furthermore, our exclusive proprietary blends of biological agents designed for municipal wastewater applications set our FOG Treatment in Sanitary Sewers Program apart. We are able to tailor make an optimally performing program and modify treatments as the program progresses. This program seamlessly integrates with 'Overwatch'.

## **4. Michigan cities who have already Sole Sourced with Eganix include:**

- a. Macomb
- b. Livonia
- c. Allen Park
- d. Saline
- e. Battle Creek

## **5. Conclusion**

Based on the unique capabilities of Eganix, Inc., its proven track record, and the specific requirements of Royal Oak, we request approval to proceed as a sole source provider. This selection ensures the highest quality, reduces project risk, and aligns with our strategic objectives.

Please let us know if additional information or documentation is required. We appreciate your prompt consideration of this request.

Sincerely,

**Sean Egan**

*Founder and CEO*

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