

**Internal M/WBE Waiver Request Form**

Date:  Department:

Contact Name  Phone Number

Contract Name and Number (if applicable):

A waiver of the M/WBE participation requirement may be requested by the **Originating Department** at least 5 business days **prior** to advertisement or solicitation. In detail below, please explain your reason for requesting a waiver (attach RFP & supporting documentation as necessary). *As the requester, your signature is required at the bottom of this page.*  
Final approval of the request will be made by the City Manager's Office.

The Coliseum Dept. is requesting a M/WBE Waiver to enter into a 4 year lease agreement between the City of Greensboro / Greensboro Coliseum and Security Detection Inc. for 3 Evolv Express single lane indoor metal detection units. Due to the annual cost of this units and our budgetary restraints the Coliseum management would need to enter in to 4 year lease for these sole proprietary metal detectors. This is the minimum term. Security Detection Inc. does not have any Non or M/WBE franchises. The company only leases their product direct to the end user.

This new Evolv Technology is the same the Guilford County Schools just tested and plan to put in all GCS Schools. There was a recent N&R article on it. It is a very fast touchless system, allowing us to process 2000 persons per hour, per unit. The units do not require you to empty your pockets and you can walk normally at a standard pace through these units and the touchless system can specifically identify weapons. Only those that alarm and our staff approaches will have to undergo extra screening. The costs more than pencil out by labor savings (which labor is a major challenge) and lease payments. Switching to this system, entry will be smoother, faster, less obtrusive and we project we'll be in the positive between labor savings and lease payments. Our calculations show Tanger Center should save more than \$50,000 in labor vs annual lease thus helping the budget by upgrading security technology.

And to be clear, this is a 4-year lease and the vendor only leases. They do not sell these units.  
The total agreement amount is \$292,698.00.

**Note:** *As the requester, your signature is required in order to process this request.*

*MRP*

Digitally signed by Mike Perdue  
Date: 2022.07.26 11:04:29 -04'00'

**\*Required\*** Requester's Signature



**\*This section is for M/WBE Office use only\***

Contact Name: Timothy Jackson III

Phone Number: 336.373.2947

☒ The M/WBE Office supports the waiver request. Please submit any comments below.

1. The extraordinary and necessary requirements of the contract render application of the Program Elements infeasible or impractical. **Please explain in detail. (Attach supporting documentation as necessary)**

2. The nature of the goods or services being procured are excluded from the scope of this Program Plan.

**Please check one of the exclusions below: (Attach supporting documentation as necessary)**

- ☐ Contracts that are subject to the U.S. Department of Transportation Disadvantaged Business Enterprise Program;
- ☐ Sole Source: the required supplies or services are available from one responsible source
- ☐ Contracts for electricity or water and sewage services from a municipal utility district or governmental agency;
- ☐ Emergency contracts for goods or supplies;
- ☐ Contracts for the City's lease or purchase of real property where City is lessee or purchaser; and

3. Sufficient qualified M/WBEs providing the goods or services required by the contract are unavailable in the Relevant Market area of the project despite every reasonable attempt to locate them. **Please explain in detail the reason for the request: (Attach RFP & supporting documentation as necessary)**

To enter into a 4 year lease agreement between the City of Greensboro / Greensboro Coliseum and Security Detection Inc. for 3 Evolv Express single lane indoor metal detection units. - TJ

☐ The M/WBE Office does not support the waiver request. Please explain in detail the reason for not supporting the request: (Attach supporting documentation as necessary)

Timothy Jackson III

Digitally signed by Timothy Jackson III  
Date: 2022.07.26 11:25:13 -04'00'

**\*REQUIRED\* MWBE Signature**

**\*This section is for CMO OFFICE USE ONLY\***

Name: Larry Davis, Assistant City Manager

*Larry Davis*

**\*REQUIRED\* CMO Office Signature**

☒ The CMO Office approves the waiver request

☐ The CMO Office does not approve the waiver request.

Date: 8/4/22