

## DETERMINATION AND FINDINGS

### SOLE SOURCE PROCUREMENT

**CAPTION:** Iris SaaS AI-Native Advanced Generative Platform

**CONTRACT NO.:** DCAM-24-NC-SS-0008

**AGENCY:** Department of General Services

**CONTRACTOR:** Iris AI Technologies, Inc.

### FINDINGS

**1. AUTHORIZATION:**

D.C. Official Code §2-354.04, 27 DCMR 1304 and 27 DCMR 4718

**2. MINIMUM NEED:**

The Department of General Services (DGS) requires a Software as a Service (SaaS) solution with advanced AI-native capabilities to enhance its procurement processes. The desired software must support complex tasks such as solicitation management, proposal evaluation, and related procurement functions, all tailored specifically to DGS's operational needs.

Iris AI Technology, Inc. provides the IRIS SaaS platform, which uniquely meets these requirements through its AI-driven features, including intelligent automation, advanced data analysis, and real-time decision support. This platform's specialized functionalities align precisely with DGS's goals of modernizing and streamlining procurement operations, making it the only suitable solution with the following tailored features:

- 1. Generative AI Capabilities:** IRIS utilizes advanced generative AI models specifically designed for procurement and contract management. These models are capable of generating content such as procurement documents, proposals, and other complex procurement-related outputs that are tailored to specific organizational needs.
- 2. Intelligent Automation:** The platform integrates AI-driven automation that reduces manual input and streamlines procurement workflows. This includes automating repetitive tasks like data entry, document generation, and compliance checks, which significantly improves efficiency and reduces errors.
- 3. Advanced Data Analysis and Insights:** IRIS offers real-time data analytics capabilities that help procurement teams make data-driven decisions. The platform's

AI algorithms can analyze vast amounts of procurement data to identify trends, optimize supplier selection, and predict outcomes, thereby supporting more strategic decision-making.

4. **Contextual and Adaptive Learning:** IRIS includes adaptive learning capabilities that adjust the software's functionality based on user behavior and specific procurement scenarios. This adaptability allows the platform to provide personalized recommendations and insights, enhancing user experience and effectiveness over time.
5. **Integration with Existing Systems:** IRIS is designed to seamlessly integrate with existing enterprise systems, such as ERP, CRM, and procurement management tools. This ensures a smooth implementation without disrupting current workflows and allows for a unified, centralized procurement process.
6. **Enhanced Security and Compliance:** The platform is built with robust security measures to protect sensitive procurement data and ensure compliance with relevant regulations. This includes encryption, access controls, and auditing features that are critical for maintaining the integrity of procurement processes.
7. **User-Friendly Interface and Accessibility:** IRIS offers an intuitive and user-friendly interface that simplifies navigation and use for procurement professionals, even those with limited technical expertise. This accessibility accelerates adoption and enhances the overall user experience.

These unique technical features of the IRIS SaaS platform position it as a leading solution for enhancing procurement operations through AI-driven innovation and automation.

### 3. ESTIMATED FAIR AND REASONABLE PRICE:

The anticipated fair and reasonable cost to provide the IRIS SaaS during FY24 is \$200,000.00 and \$55,500 annually thereafter:

| PERIOD | SERVICE DESCRIPTION   | ANNUAL COST  |
|--------|---|--------------|
| BP     | SaaS User Licenses and Implementation<br>[Date of award through September 30, 2024] | \$200,000.00 |
| OY1    | Annual User Licenses [10/1/2024 – 9/30/2025]  | \$55,500.00  |
| OY2    | Annual User Licenses [10/1/2025 – 9/30/2026]  | \$55,500.00  |
| OY3    | Annual User Licenses [10/1/2026 – 9/30/2027]  | \$55,500.00  |
| OY4    | Annual User Licenses [10/1/2027 – 9/30/2028]  | \$55,500.00  |

The Contract will have a base period through September 30, 2024, with four (4) one (1)-year Option Periods. Each option period renewal will have a lump-sum value of \$55,500.

**4. FACTS WHICH JUSTIFY A SOLE SOURCE PROCUREMENT:**

The determination to use a sole source procurement method for acquiring the IRIS SaaS platform from Hey Iris, Inc. is justified by the following findings:

**Uniqueness of Services and Capabilities:** The IRIS platform by Hey Iris, Inc. is the only known software solution that combines AI-native generative capabilities specifically tailored for procurement operations, including solicitation management, proposal evaluation, and decision support. No other vendors provide a comparable level of integration and specialization that meets DGS’s specific requirements.

**Proprietary Technology:** Hey Iris, Inc. offers proprietary algorithms and functionalities that are not available from other vendors. The unique design of the IRIS platform allows for advanced automation and analytical capabilities that directly support the objectives of DGS’s procurement training and demonstration needs.

**Lack of Comparable Alternatives:** Market research indicates that no other products or services offer the specific blend of AI-native procurement functionalities available through the IRIS platform. The lack of comparable alternatives makes Hey Iris, Inc. the sole provider capable of delivering the necessary SaaS solution.

**Efficiency and Continuity:** Engaging Hey Iris, Inc. via a sole source procurement ensures that DGS can promptly initiate the required demonstrations and training without the delays associated with competitive procurement processes. This approach allows DGS to maintain operational continuity and effectively train staff within the designated timeframes.

**Vendor’s Expertise and Alignment with DGS Needs:** Hey Iris, Inc. possesses specialized expertise in procurement-related AI solutions, which aligns precisely with the strategic goals of DGS to implement advanced technological tools that support more efficient and effective procurement processes.

**5. CERTIFICATION BY DEPUTY CHIEF PROCUREMENT OFFICER:**

I have reviewed the above findings and certify the findings are correct and complete to the best of my knowledge.

\_\_\_\_\_  
Date

\_\_\_\_\_  
Eric Njonjo  
Deputy Chief Procurement Officer



**6. CERTIFICATION BY THE CONTRACTING OFFICER:**

I have reviewed the above findings and certify the findings are correct and complete to the best of my knowledge.

\_\_\_\_\_  
Date

\_\_\_\_\_  
Domonique L. Banks  
Contracting Officer, Supervisory Contract Specialist  
Goods and Service Acquisition Team

**DETERMINATION**

I have reviewed the above findings and certify that they are sufficient to justify the use of the sole source method of procurement under the cited authority. I certify that the sole source notice of Intent to Award a Sole Source Contract was published in accordance with Section 404(c) of the District of Columbia Procurement Practices Reform Act of 2010 (D.C. Official Code §2-354.04) and that no response was received. As the Chief of Contracts and Procurement at the Department of General Services, I approve the use of the sole source procurement method for this requirement.

\_\_\_\_\_  
Date

\_\_\_\_\_  
George G. Lewis, CPPO  
Chief Procurement Officer  
Chief of Contracts and Procurement

