

Sole Supplier Statement – MetroCount Traffic Survey Equipment

Project / Procurement: [Insert project or contract name]

Department / Business Unit: [Insert department name]

Prepared By: [Insert name and position]

Date: [Insert date]

1. Purpose

This statement provides justification for the Organisation “the Organisation” to procure MetroCount Pty Ltd (“MetroCount”) traffic survey equipment from a sole supplier arrangement without undertaking a competitive quotation or tender process.

1.1 About MetroCount

MetroCount is an Australian company based in Fremantle, Western Australia, specialising in traffic monitoring and transport data solutions. Established more than 30 years ago, MetroCount develops highly accurate traffic counters and analytics software used to monitor vehicles, bicycles, pedestrians and micromobility networks in more than 135 countries. MetroCount is recognised for its durable, solar-powered technology, advanced traffic data analysis tools, and strong focus on sustainable and smart transport infrastructure.

2. Goods / Services Required

The required equipment includes traffic survey systems and associated components, designed, manufactured and supplied solely by MetroCount, including but not limited to:

- MetroCount Roadside Units (RSUs) (or “loggers”)
- MetroCount pneumatic tube traffic counters
- Vehicle classification and speed monitoring systems
- MTExec Data collection software and licensing
- Equipment installation and commissioning
- Associated accessories, spare parts, servicing, and technical support

3. Sole Supplier Justification

3.1 Existing System Compatibility

The organisation currently operates MetroCount traffic monitoring equipment as part of its established traffic data collection network. Procurement of alternative equipment would create compatibility issues with existing hardware, software, databases, reporting formats, and operational procedures.

Maintaining consistency with the current MetroCount platform ensures:

- Continuity of traffic data collection and reporting
- Compatibility with historical traffic datasets
- Standardised survey methodologies across projects
- Reduced training requirements for operational staff
- Efficient integration with existing software and workflows

3.2 Proprietary Technology and Software

MetroCount equipment uses proprietary hardware, firmware, and software systems that are specifically designed to operate together. Replacement components, upgrades, software licences, and technical support are only available through authorised MetroCount suppliers and distributors.

Alternative suppliers cannot provide fully compatible products or support services without introducing operational and data integrity risks.

3.3 Technical Performance and Industry Acceptance

MetroCount equipment is an established and widely accepted industry standard for traffic survey and vehicle classification applications. The equipment provides:

- High accuracy vehicle classification and speed data
- Proven reliability in field conditions
- Compliance with recognised traffic data collection methodologies
- Long-term durability and support availability

The organisation's operational procedures, reporting standards, and historical datasets have been developed around the MetroCount platform.

3.4 Operational Efficiency and Cost Avoidance

Changing to an alternative supplier would result in additional costs and operational impacts, including:

- Replacement of existing compatible equipment and accessories
- Staff retraining requirements
- Software migration and integration costs
- Potential loss of consistency with historical traffic datasets

- Increased maintenance and support complexity
- Additional field deployment and calibration requirements

These costs and risks outweigh any potential benefit of seeking alternative products.

4. Market Assessment

A review of available traffic survey equipment suppliers indicates that while other traffic counting systems exist in the market, they do not provide full compatibility with the organisation's existing MetroCount infrastructure and operational requirements.

MetroCount equipment and associated proprietary systems are therefore considered the only practical and technically suitable solution.

5. Value for Money

Although a competitive procurement process has not been undertaken, the procurement represents value for money because:

- The equipment integrates directly with existing systems
- Ongoing operational and training costs are minimised
- Historical data continuity is maintained
- The organisation avoids duplication of infrastructure and software systems
- The equipment has a demonstrated operational track record and reliability

6. Recommendation

It is recommended that the organisation proceed with the direct procurement of MetroCount traffic survey equipment from the authorised supplier as a sole supplier purchase.

Approval

Prepared by:

Name: _____

Position: _____

Signature: _____

Date: _____

Approved by:

Name: _____

Position: _____

Signature: _____

Date: _____