



April 16, 2026

CITY OF NORTH RICHLAND HILLS  
ATTN: MARY PETERS  
4301 CITY POINT DRIVE  
NORTH RICHLAND HILLS, TX 76180

By this letter it is affirmed that RUSHWORKS, operating as a brand of ENCO Systems, Inc., is both the exclusive manufacturer and Sole Provider of its software/hardware solutions in the United States, including the entire proposed solution listed below:

- A-LIST™ BROADCAST Automation and Streaming System
- VDESK™ Integrated PTZ Production and Streaming System
- enCaption 5

**RUSHWORKS as Sole Source Provider:**

- Sole Source core technology
- Proprietary, solution-specific hardware and software solutions development and manufacturing
- Specific Technical Expertise

RUSHWORKS offers a single (sole) source for all software/hardware components in its solutions. While there may be 3<sup>rd</sup> party elements incorporated into the solutions, the product branding/naming on most if not all of the components is that of RUSHWORKS. Because RUSHWORKS is the sole provider for the solution, it is also the “single stop” for associated services, including engineering, installation, and technical support. RUSHWORKS is wholly responsible for receiving, tracking, and resolving problems associated with its software/hardware solutions, and maintains direct contact with customers’ systems via phone, email, and remote connectivity software.

**RUSHWORKS as Hybrid Integrator/Manufacturer:**

- Multi-Source
- Proprietary and Standards-based Interfaces
- Technical Expertise in Integration and Manufacturing

As a hybrid integrator/manufacturer, RUSHWORKS designs end-to-end systems and system upgrades that include sole source core technology integrated with multi-source vendor items and provides sole source for services that include technical support, custom programming, training, software upgrades, and Return Material Authorization (RMA) management.

Finally, RUSHWORKS is solely responsible for receiving, tracking, and resolving problems associated with its core software/hardware solutions and any additional system components



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provided by RUSHWORKS, and solely responsible for maintaining direct contact with customers' systems via phone, email, and remote connectivity software.

If you have any questions or need more information, please don't hesitate to contact us.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jesseka Williams', with a fluid, cursive style.

Jesseka Williams  
Controller – ENCO Systems, Inc.  
[jesseka@enco.com](mailto:jesseka@enco.com)

## Sole Source/Sole Brand Justification Form

Complete this form when only one source is available for goods or services requested or when only one product will meet your needs. Respond to all questions that apply. Please complete and forward it to the Purchasing Department, along with Sole Source letter provided by vendor. If more space is needed, please attach additional page(s).

### PURCHASE INFORMATION

1. Provide Estimated Price.

\$84,292

2. Provide name, manufacturer, and model number of item being purchased or the services to be purchased.

Enco/Rushworks broadcasting equipment: A-List, VDesk, Cameras, EnCaption5

3. Provide Description of requested items or services and their purpose(s). Add additional sheet if needed.

Replacing existing equipment we use to broadcast our City Council and Planning & Zoning meetings with the newest models and adding a new closed captioning system.

4. Reason(s) for requesting a sole source purchase:

- Original manufacturer or provider.
- Only local distributor for the original manufacturer or provider.
- Only known item or service matching the requested needs or performing the intended task.
- Sole provider of a licensed or patented good or service.
- Sole provider of items compatible with existing equipment, inventory, systems, programs or services.
- Sole provider or factory-authorized warranty service.
- None of the above applies (Please attach a detailed explanation and justification for this sole source request.)

5. Explain why the product or service requested is the only one that can satisfy your requirements.

The City has used Rushworks equipment since City Hall opened in 2016. Our current system is out of warranty and due for replacement. Replacing these items with the latest Rushworks products ensures seamless integration with the existing AV equipment in the Council Chamber and Council Workroom. Switching to different vendor would require a complete re-do of the meeting broadcast system, which would cost us significantly more.

6. Identify other sources reviewed and why they are unacceptable. Be specific with regard to specifications. Attach additional pages if necessary.

We spoke with Nelco Media, Inc. and Digital Resource, Inc. about replacing our system. A new system by either would be more than double the cost of having Enco/Rushworks upgrade our existing system.

I certify that the above statements are true and correct, and that no other material fact or consideration offered or given has influenced this recommendation for a sole-source or proprietary purchase.

Mary Peters

Print/Type Name

Mary Peters

Department Director's Signature

Director

Print/Type Title

4/23/26

Date

Communications

Department

817-427-6125

Telephone Number

### PURCHASING USE ONLY

Approved by:

Stephen Barnes

Purchasing Manager (or designee)

Date:

5-6-2026