

NOTICE OF SOLE SOURCE AWARD  
FOR GAZELLE. AI  
LEAD GENERATION DATABASE SUBSCRIPTION

The FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY (hereinafter “FCEDA”) has determined that there is only one source practicably available to provide Lead Generation Database Subscription service. The sole source chosen by the FCEDA to provide such service is Gazelle. AI. This license is necessary for market research to identify business leads based upon a proprietary methodology. The FCEDA has determined that the Gazelle. AI license is the only source practicably available to provide this service.

Pursuant to the Virginia Public Procurement Act, the contract may be negotiated and awarded to that source without competitive sealed bidding or competitive negotiation.

*Donna Hurwitt*

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Vice President, Operations

Date: January 11, 2022