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**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**



FROM: Bob Doyle, Sheriff-Coroner-PA

SUBMITTAL DATE:
4/10/07

SUBJECT: Approval of Sagem Avionics Inc., as a Sole Source Provider for Two Synthetic Flight Management Systems for the Sheriff's Helicopters.

RECOMMENDED MOTION: Move that the Board of Supervisors authorize the County Purchasing Agent to purchase two synthetic flight management systems from Sagem Avionics at a cost not to exceed \$80,000 without securing competitive bids, in accordance with Ordinance 459.4.

BACKGROUND: In 2006, the Sheriff's Department took delivery of a new helicopter. This helicopter was purchased with a synthetic flight management system (control panel) manufactured by Sagem Avionics. This system is new technology designed to replace customary mechanical-type instrumentation, and has been approved by the Federal Aviation Administration for use in the Eurocopter helicopter. The Sheriff's Department would like to replace the mechanical instrumentation in the department's other Eurocopter helicopters with the same system from Sagem Avionics to ensure cockpit uniformity, equipment compatibility, and reduced maintenance costs.

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Janis K. Conkle for
Bob Doyle, Sheriff-Coroner-PA

FINANCIAL DATA	Current F.Y. Total Cost:	\$80,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$80,000	Budget Adjustment:	No
	Annual Net County Cost:	\$0	For Fiscal Year:	FY 2006-07

SOURCE OF FUNDS: Departmental Budget	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION:
APPROVE
Lisa Brandt
County Executive Office Signature

Purchasing: *M. [Signature]* Assistant Director

Departmental Concurrence

Dep't Recomm.: Consent Policy
Per Exec. Ofc.: Consent Policy

Cockpit uniformity provides an increased operational safety factor as pilots transition between aircraft. Equipment compatibility reduces the amount of technical support between vendors, as well as future possible parts inventory. Additionally, components may be exchanged between aircraft.

Price Reasonableness: Sagem Avionics is the manufacturer of this system. They are offering to supply the Sheriff's Department two units for the price of a single unit, \$75,390, which includes sales tax and shipping. Both systems come with a two-year warranty. Eagle Helicopters is the only FAA approved Sagem distributor in the United States. Sagem Avionics can offer us the same deal through Eagle Helicopters; however, Eagle Helicopters would charge an additional \$2,000. In this situation, the purchase would still be made from Sagem Avionics through Eagle Helicopter as the middleman. Eagle Helicopter has informed us they cannot provide us the same deal if we go directly through them.

Chelton Flight Systems manufactures a similar unit priced at \$68,134. However, their dealer cannot offer two-for-one pricing; nor would the two systems be compatible with the Sagem system already in use in one of the helicopters. Purchasing this system would require extensive wiring modifications and would not allow the units to be interchanged between aircraft.

Date: March 27, 2007
From: Sergeant Steve Bertling Department/Agency: Sheriff/Aviation
To: Board of Supervisors
Via: Purchasing Agent
Subject: Sole Source Procurement; Request for

The below information is provided in support of my Department requesting approval for a sole source. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

Supply/Service being requested: Flight Management & Instrumentation System

Supplier being requested: Sagem Avionics Inc., Puyallup Washington

Alternative suppliers that can or might be able to provide supply/service:

Eagle Helicopters is the only FAA approved Sagem Distributor in the United States. However, as the manufacturer, Sagem Avionics is offering direct pricing and a two-for-one discount. Sagem Avionics can offer us the same deal through Eagle Helicopters; however, Eagle Helicopter has informed us they would charge an additional \$2,000. In this situation, the purchase would still be made from Sagem through Eagle Helicopter. Eagle Helicopters would act as a middleman for Sagem Avionics. They cannot offer us the same deal any other way.

Chelton Flight Systems manufactures a similar, however, their dealer cannot offer two-for-one pricing, nor are the two systems compatible with existing aircraft wiring. Purchasing these systems would require substantial modifications to the wiring in the helicopters and would not allow units to be interchanged between aircraft for interoperability.

Extent of market search conducted: Industry-wide

Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:

The most recent Sheriff's helicopter was purchased with a synthetic flight management system manufactured by Sagem Avionics. This system is new technology that is designed to replace customary mechanical-type instrumentation, and has been approved by the Federal Aviation Administration for use in the Eurocopter helicopter. The department is replacing two of the earlier Eurocopters with this system for cockpit uniformity, equipment compatibility, and reduced maintenance cost compared to mechanical instruments.

Reasons why my department requires these unique features and what benefit will accrue to the county: Cockpit uniformity provides an increased operational safety factor as pilots transition between aircraft. Equipment compatibility reduces the amount of technical support between vendors, as well as future possible replacement parts inventory. In addition, components may be exchanged between aircraft.

Price Reasonableness: Sagem Avionics has agreed to supply two units for the price of a single unit. This is a factory-direct purchase; the sole US distributor (Eagle Helicopters, WA) for this product would purchase the equivalent product from Sagem Avionics, and add a minimum of \$1,000 handling fee per unit. Sagem Avionics will provide a two-year warranty on both units.

Chelton Flight Systems manufactures a similar unit priced at \$68,134 including tax and shipping. However, their dealer cannot offer two-for-one pricing, nor are the two systems compatible with existing aircraft wiring. Purchasing these systems would require substantial modifications to the wiring in the helicopters and would not allow units to be interchanged between aircraft for interoperability.

Does moving forward on this product or service further obligate the county to future similar contractual arrangements? No

Janis K Conklein 4/16/07
Department Head Signature Date

Purchasing Department Comments:

Approve Approve with Condition/s Disapprove

[Signature] 4-16-07
Purchasing Agent Date