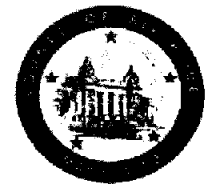


**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

117



FROM: Stanley Sniff, Sheriff-Coroner-PA

SUBMITTAL DATE:
10/24/07

SUBJECT: Approval of American Eurocopter as a Provider for Helicopter Parts and Flight Instruction.

RECOMMENDED MOTION: Move that the Board of Supervisors authorize the County Purchasing Agent to purchase helicopter parts and flight instruction services from American Eurocopter at a cost not to exceed \$475,000 annually, through December 31, 2012, without securing competitive bids, in accordance with Ordinance 459.4.

BACKGROUND: In 2001, The Sheriff's Department began utilizing American Eurocopter AS350B-3 helicopters as the primary helicopter for aerial law enforcement operations. The Department's fleet will soon consist of four American Eurocopter AS350B-3 helicopters. The Federal Aviation Administration requires replacement parts for aircraft to be certified by the aircraft manufacturer and designed for use in the specific aircraft type. Parts are purchased directly from American Eurocopter for repairs made in-house by Sheriff's Aviation mechanics. American Eurocopter is the most economical entity from which certified parts can be obtained.

Departmental Concurrence

BR 08-047 (Continued on Page 2)

[Signature]
Stanley L. Sniff, Jr., Sheriff-Coroner-PA *will tax law*

FINANCIAL DATA	Current F.Y. Total Cost:	\$475,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$0	Budget Adjustment:	No
	Annual Net County Cost:	\$0	For Fiscal Year:	FY 2007-08

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

BY: *[Signature]*
Steve P. Schubert

County Executive Office Signature

Purchasing: *[Signature]*
Mark Sailer, Assistant Director

Dept's Recomm.: Consent Policy

Per Exec. Ofc.: Consent Policy

American Eurocopter has one authorized helicopter service center in Southern California, Rotorcraft Support Industries in Van Nuys. However, this service center, and others located in Northern California are unable to provide a competitive pricing structure on parts alone. Rotorcraft Support Industries is used for repair services, and parts related to those repairs, when such repairs cannot be performed in-house by Sheriff's aircraft maintenance staff.

Additionally, each Sheriff's Pilot must attend 2-3 days of flight training annually through American Eurocopter. No other vendor can provide certification for this type of training in flying American Eurocopter AS350-B3 helicopters. Fees include training by certified instructors and the use of American Eurocopter's training helicopters.

Price Reasonableness:

American Eurocopter's pricing structure provides a ten percent discount from their listed price on most parts, which is consistent with pricing charged to other municipalities. Rotorcraft Support Industries and other authorized service centers provide only a five percent discount.

During fiscal year 2006/2007, the Department spent \$340,121 with American Eurocopter for replacement parts, rental tools and flight instruction. The requested annual amount of \$475,000 is an increase based upon the delivery of the fourth helicopter and allows for an estimated price increase of 5 percent.

Date: September 26, 2007

From: Lieutenant Art Wales

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: **American Eurocopter replacement parts**

Supplier being requested: **American Eurocopter, Grand Prairie, TX**

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

Local Eurocopter Support Service Centers: Rotorcraft Support Industries, Van Nuys, CA—Big Valley Aviation, Stockton, CA—Power Aviation Services, Vacaville, CA—Redding Air Service, Redding, CA.—Roger's Helicopters, Clovis, CA

Extent of market search conducted: **California/Nevada State-wide**

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

American Eurocopter currently has one authorized helicopter service center in the greater Los Angeles area: Rotorcraft Support Industries. However, the service center is unable to provide a competitive pricing structure on parts alone. American Eurocopter's factory-direct pricing structure provides a ten percent discount from their list price on most items, which is consistent with pricing they provide to other municipalities. The local service center is only able to provide a five percent discount from the Eurocopter pricing structure.

Reasons why my department requires these unique features and what benefit will accrue to the county: **Purchasing from American Eurocopter direct will save five percent cost on manufacturer approved Eurocopter replacement parts.**

Price Reasonableness: **Pricing structure discussed above is afforded to municipal agencies.**

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


Department Head Signature

10/29/07
Date

Purchasing Department Comments:

Approve Approve with Condition/s Disapprove

Purchasing Agent

11/29/07
Date