

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

413



**FROM:** Riverside County Information Technology

**SUBMITTAL DATE:**  
March 17, 2010

**SUBJECT: APPROVAL OF THE SOLE SOURCE PURCHASE WITH DAILEY-WELLS COMMUNICATIONS, INC. TO PROVIDE SPARE PARTS FOR MA-COM RADIOS FOR RIVERSIDE COUNTY INFORMATION TECHNOLOGY (RCIT)**

**RECOMMENDED MOTION:** That the Board of Supervisors:

1. Receive and file notice of the proposed purchase of equipment from Dailey-Wells Communications, Inc., without securing competitive bids, in the annual amount of \$600,000, which contains an option to renew the purchase for two additional one-year periods, and;
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459.4, to sign the purchase orders, exercise the renewal option, based on the availability of fiscal funding that does not change the substantive terms of the purchase, and will not exceed the annual CPI rates.

**BACKGROUND:** RCIT requires the ability to purchase spare parts for MA-Com Radios and for the repair and/or replacement of the existing communication equipment used by various County Departments, until the new public safety communication system is fully functional. To limit investments in the MA-Com system, RCIT is working closely with County Departments to improve utilization of existing radios, and to repair rather than replace radios whenever possible.

(Continued on Page 2)

MATT FRYMIRE  
Chief Information Officer

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 264,081.00	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	FY 10/11

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

**C.E.O. RECOMMENDATION:** **APPROVE**

BY:   
Serena Chow

**County Executive Office Signature**

**Prev. Agn. Ref.:** | **District:** | **Agenda Number:**

**3.62**

Purchasing:   
 Mark Sailer, Assistant Director

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

**BOARD OF SUPERVISORS**

**FORM 11: APPROVAL OF THE SOLE SOURCE PURCHASE WITH DAILEY-WELLS COMMUNICATIONS, INC. TO PROVIDE SPARE PARTS FOR MA-COM RADIOS FOR RIVERSIDE COUNTY INFORMATION TECHNOLOGY (RCIT)**

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**PRICE REASONABLENESS:** Purchasing released a Request for Quote ITARC091, mailing solicitations to eight companies and advertising on the County's Internet. Purchasing received only one bid response from Daily Wells. Purchasing inquired as to the lack of responses from potential bidders, and the feedback from other potential bidders was that only Dailey Wells could provide pricing and product from the manufacturer, MA-Com.

The pricing discount extended to the County from the incumbent vendor, Dailey-Wells Communications, Inc., on their current pricing agreement is 22% off their manufacturer discount list pricing. Dailey-Wells Communications is offering the County an additional 5% discount for 27% off manufacturer's list price. The discount is applicable to the purchase of equipment over the next three years not to exceed \$600,000 annually, renewable in one-year increments.

It is requested that Dailey-Wells Communications, Inc. receives the award as the sole source vendor with the estimated annual amount of \$600,000.

**REVIEW/APPROVAL:** Purchasing concurs with this request.

Attachment



RIVERSIDE  
COUNTY  
INFORMATION  
TECHNOLOGY

We help make Riverside County run.

Matthew W. Frymire  
Chief Information Officer

## Memorandum

**To:** Billy Cornett, Purchasing Manager

**Date:** February 9, 2010

**Via:** Rebecca Gibson, Procurement Contract Specialist

**From:** Matt Frymire, Chief Information Officer

**Subject:** Sole Source Procurement for RCIT – Spare Parts for MA-Com Radios with Dailey-Wells Communications, Inc.

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.

- 1. Supply/Service being requested:**  
Spare Parts for MA-Com Radios
- 2. Supplier being requested:**  
Dailey-Wells Communications, Inc.
- 3. Alternative suppliers that can or might be able to provide supply/service:**  
This is proprietary equipment and there limitation of vendors that offer or repair this equipment. To date, County has found only one vendor, Daily Wells.
- 4. Extent of market search conducted:**  
Purchasing released three separate Request for Quote (RFQ) in an attempt to obtain competition. Purchasing advertised on the Purchasing website, and mailed the RFQ to eight vendors, with the initial two RFQ's released, no responses were received. Purchasing made a third attempt and released another RFQ, called the vendors to ensure they received the RFQ. At close of the third and final RFQ, only one bid response was received, from Daily Wells.
- 5. Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:**  
Proprietary spare parts for MA-Com Radios.
- 6. Reasons why my department requires these unique features and what benefit will accrue to the county:**  
For repair and replacement of communication radio equipment used by various County Departments.

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SOLE SOURCE PROCUREMENT

**7. Price Reasonableness:**

The pricing discount extended to the County from the incumbent vendor, Dailey-Wells Communications, Inc., on this commodity contract is 5% less than on their current pricing agreement. Dailey-Wells Communication's pricing discount range is from 10% to 27% off Manufacturers List Price. The agreement is for three years not to exceed \$600,000 annually, renewable in one year increments..

Usage of MA-Comm equipment will need to be maintained and repaired until the new Motorola System is fully functional.

**8. Does moving forward on this product or service further obligate the county to future similar contractual arrangements?**

No

  
Matt Frymire, Chief Information Officer

3/29/10  
Date

*Purchasing Department Comments:*

Approve

Approve with Condition/s

Disapprove

  
Billy Cornett, Purchasing Manager

3-17-10  
Date