

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

457



FROM: Stanley L. Sniff Jr., Sheriff-Coroner-PA

SUBMITTAL DATE:
07/05/11

SUBJECT: Approval of ICX Technologies/FLIR as the Sole Source Vendor for the Provision of a Mobile, Elevated Platform Surveillance Tower

RECOMMENDED MOTION: Move that the Board of Supervisors:

1. Authorize the Purchasing Agent to purchase a mobile elevated platform surveillance tower from ICX Technologies/FLIR Corporation, at a cost not to exceed \$90,000, without securing competitive bids, in accordance with Ordinance 459.4.
2. Approve and direct the Auditor-Controller to make the budget adjustments on the attached Schedule A.

BACKGROUND: On January 11, 2011, the Board accepted a \$199,820 award from the California Emergency Management Agency (CalEMA) and the Federal Department of Homeland Security under the FY 09 Buffer Zone Protection Grant Program (BZPP). BZPP provides equipment and management funding to Operational areas to protect and secure critical infrastructure and key resource sites across the country.

(Continued on Page 2)

Will Taylor for

Stanley L. Sniff Jr., Sheriff-Coroner-PA
Will Taylor, Director of Administration

FINANCIAL DATA	Current F.Y. Total Cost:	\$90,000	In Current Year Budget:	No
	Current F.Y. Net County Cost:	\$0	Budget Adjustment:	Yes
	Annual Net County Cost:	\$0	For Fiscal Year:	FY 2011-12

SOURCE OF FUNDS: 100% Federal Grant Funds
BR 12-004

Positions To Be Deleted Per A-30	<input type="checkbox"/>
Requires 4/5 Vote	<input checked="" type="checkbox"/>

C.E.O. RECOMMENDATION:

APPROVE

BY: *Robert Tremaine*

County Executive Office Signature

Robert Tremaine

FISCAL PROCEDURES APPROVED
PAUL ANGULO, CPA, AUDITOR-CONTROLLER
BY: *Samuel Wong*
SAMUEL WONG
Deputy Auditor-Controller

Purchasing: *Mark Seiler*
Mark Seiler, Assistant Director

Policy
 Policy
 Consent
 Consent

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

3.67

The Sheriff's Emergency Response Team (SERT), in its grant project submission, proposed the purchase of a moveable trailer elevated platform tower to enhance security during large public events and infrastructure protection incidents. The Department of Homeland Security approved the purchase, recognizing the essential characteristic of the moveable trailer. After an extensive search of the Internet and attendance at Homeland Security, Defense Department and other government and private sector trade shows, SERT staff concluded that the SkyWatch tower is the only surveillance tower installed on a trailer. The SkyWatch also utilizes a patented arched ascent and descent system (non-scissor lift system). The highest vantage point in the two person cab is 25 feet or approximately two stories.

The SkyWatch is currently used by all branches of the armed forces worldwide, numerous law enforcement agencies throughout the United States including those in the San Diego Area of Operation and the Los Angeles Area of Operation.

Price Reasonableness

The Sheriff's Department was able to negotiate a special opportunity purchase of a year-old fully-equipped demonstration model of the SkyWatch. The unit price of a new SkyWatch model with the same equipment as that of the demonstrator would be \$133,365. The special opportunity price is \$83,529, a savings of \$49,836. Including tax, transportation and training the total price is \$90,000.

Schedule A

Increase Appropriations:

10000-2500300000-546160	Equipment-Other	\$90,000
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Increase Estimated Revenues:

10000-2500300000-767220	Fed – Other Operating Grants	\$90,000
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Date: June 7, 2011

From: Will Taylor, Director of Finance Department/Agency: Sheriff-SERT

To: Board of Supervisors/Purchasing Agent

Via: Purchasing Agent

Subject: Sole Source Procurement: Request for purchase of the ICX/FLIR SkyWatch Tower as a regional asset under the FY09 BZPP Grant.

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: SkyWatch Frontier (2 man cab) Surveillance and deterrent mobile elevated platform tower.

1. **Supplier being requested:** ICX Technologies / FLIR Corp.
2. **Alternative suppliers that can or might be able to provide supply/service:** Skywatch is the only system of its type. This unique unit is a trailer mounted unit, allowing for enhancements to exterior lighting, public address systems and CCTV / DVR systems.
3. **Extent of market search conducted:** The Sheriff's Emergency Response Team (SERT) Bureau has explored this product on several occasions and during real life events. The unit meets the needs of the Sheriff's department during large scale events and meets the requirements of the DHS FY09 Buffer Zone Protection Plan Grant. This grant submission requires the above capability in a moveable trailer form. The SERT Bureau has searched the internet and attended dozens of Homeland Security, Defense Department, other government and private sector trade shows in search of an alternative to this technology in a trailer form. SkyWatch operates with an arched ascent and descent (non-scissor lift) system. To this date, no other system is available. This system is currently used by all branches of the armed forces worldwide, numerous law enforcement agencies throughout the United States including the San Diego Area of Operation and the Los Angeles Area of Operation.
4. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** SkyWatch comes as one complete package to include lighting, camera systems, public address systems, self sustaining diesel powered generator with shore power ability, 2 man cab configuration, onboard weather station to detect wind speeds, dual generator operation switches both at ground level and within the cab, electrical outlets in the cab, tinted glass on all sides that slide open and closed, onboard cab workstation, air conditioning and heater, cab mounted camera (fixed) to watch under cab while descending. The SkyWatch arched ascent system will lift an operator and spotter to a height of 25 feet or approximately

two stories. Finally, as stated above, no other manufacturer has developed this platform in a trailer form.

6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** The Sheriff's Department is the mutual aid coordinator for the entire operational area and the conduit to Cal-EMA in Sacramento for resources. This purchase was approved by the Department of Homeland Security for the FY09 BZPP Grant Process due to a gap analysis for large events and infrastructure protection incidents. This unit would support all sheriff's stations and contract cities as well as other law enforcement agencies within the Riverside County Operational Area.
5. **Price Reasonableness:** The Sheriff's Department was able to negotiate a special opportunity purchase of a year-old fully-equipped demonstration model of the SkyWatch. The unit price of a new SkyWatch model with the same equipment as that of the demonstrator would be \$133,365. The special opportunity price is \$83,529, a savings of \$49,836. Including tax, transportation and training, the total price is \$90,000.
6. **Does moving forward on this product or service further obligate the county to future similar contractual arrangements or any ongoing costs affiliated with this sole source? (Maintenance, support, or upgrades, if so, please explain).** No. This is a one time purchase to meet the requirements of the FY09 BZPP Grant. Any upgrades to the unit would be separate. The County garage will handle maintenance and repairs. There is no expectation of ongoing business with this company based on the purchase of this unit.
7. **Period of Performance:** One time purchase not to exceed \$90,000.


Department Head Signature

7/14/11
Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove


Purchasing Agent

Date