

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

120



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

**SUBMITTAL DATE:**  
09/06/11

**SUBJECT:** Approval of Ocean Innovations, Inc. as the Sole Source Provider of an Underwater Remotely Operated Vehicle for the Sheriff's Department

**RECOMMENDED MOTION:** Move that the Board of Supervisors:

1. Authorize the Purchasing Agent to purchase an underwater remotely operated vehicle from Ocean Innovations, at a cost not to exceed \$68,100, 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)

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

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$104,000	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

<b>SOURCE OF FUNDS: 100% Federal Grant Funds BR 12-021</b>	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**

FISCAL PROCEDURES APPROVED  
 PAUL ANGULO, CPA, AUDITOR-CONTROLLER  
 BY:  9/8/11  
 SAMUEL WONG  
 Departmental Controller

Purchasing:   
 Mark Seiler, Assistant Director

Policy  
 Policy  
 Consent  
 Consent

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

**Budget Adjustments for FY 2009 Buffer Zone Protection Program (BZPP)  
Grant BR 12-021**

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On July 26, 2011 (3.67), The Board approved the purchase of a mobile surveillance tower with FY 2009 BZPP grant funding. Now the Sheriff is requesting the Board's approval of a sole source purchase of an underwater remotely operated vehicle (ROV) with this grant funding.

The Sheriff's Underwater Search and Recovery team rates the use of an ROV for underwater searches as an essential diver safety tool. This piece of equipment allows underwater searches to be conducted with increased facility. It lessens diver time in the water, which reduces diver fatigue and stress. This in turn lessens the personnel costs (i.e. salary and overtime expenses) at a scene and substantially reduces the risk of personnel injuries (i.e. worker's compensation).

The Sheriff's Department is recommending the purchase of an ROV manufactured by Seabotix and distributed by Ocean Innovations. The Department is justifying sole source based on the vehicle's unique characteristics:

- . This unit has four powerful thrusters and a high strength, durable, low drag tether. This provides added stability in the water and the ability to rotate on a four axis plane. The other ROVs can only "fly" forwards and backwards. The enhanced maneuverability allows the operators to view and analyze what they are seeing without the need to constantly have the machine in motion. This is a critical asset when dealing with possible explosive devices.

- . The Seabotix' manipulating claw is far superior to those of its competitors. The claw is a three jaw, telescoping arm that gives the operator more room to see and grab items. The larger jaw is also beneficial during the recovery of bodies.

- . The monitor for this unit has "picture in picture" capability, which allows the operator to fly the machine towards its target utilizing sonar, color and black and white cameras all at the same time. Additionally, the monitor can be viewed directly in the sunlight.

The only other ROV on the market that is similar to the Seabotix ROV is manufactured by Video Ray in Phoenixville, Pennsylvania. The Video Ray ROV offers fewer essential features than those offered by Seabotix, and the Video Ray quote totaled \$72,200.

**Price Reasonableness:** The Sheriff's Department will purchase the Seabotix ROV from Ocean Innovations, of La Jolla, California. Ocean Innovations is the sole authorized distributor of Seabotix equipment in California, Hawaii and Nevada. This distributor has sold Seabotix systems to the Los Angeles County Sheriff, the Los Angeles and Long Beach Port Police, the Los Angeles Office of the FBI, the San Diego Harbor Police and a number of Northern California County Sheriff's Departments.

**Budget Adjustments for FY 2009 Buffer Zone Protection Program (BZPP)  
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Per an e-mail, Ocean Innovations has certified that the Riverside County price quote is its lowest and is the same quote offered to other law enforcement agencies.

Please note that the Sheriff's Department is reappropriating the remainder of its original grant award after accounting for the purchase of the mobile surveillance tower. After making this currently proposed purchase, the Department will have a remaining balance of \$35,900 in FY 2009 BZPP grant funds. Department staff still intends to purchase a portable lighting trailer with this funding.

Schedule A

**Increase Appropriations:**

10000-2500300000-546380	Vehicles-Other	\$104,000
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**Increase Estimated Revenues:**

10000-2500300000-767220	Fed – Other Operating Grants	\$104,000
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Date: August 18, 2011  
From: Joe Cleary, Chief Deputy Department/Agency: Sheriff/Emergency Response Team  
To: Board of Supervisors/Purchasing Agent  
Via: Purchasing Agent  
Subject: Sole Source Procurement; Request for Underwater Remotely Operated Vehicle

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:** Fully functioning, self-contained, underwater remotely operated vehicle system (ROV).
2. **Supplier being requested:** Seabotix. Seabotix is the world leading manufacturer of Mini ROV systems with a pedigree of underwater expertise. The Sheriff's Department will purchase the Saebotix ROV from Ocean Innovations, in La Jolla, California. Ocean Innovations is the sole authorized dealer for Seabotix equipment in California, Nevada and Hawaii.
3. **Alternative suppliers that can or might be able to provide supply/service:** The Riverside County Sheriff's Department Underwater Search and Recovery Team searched for other competitors in the Mini ROV market. Only one had similar features to the Seabotix ROV.

Video Ray, headquartered in Phonenixville, Pennsylvania, is a company that has a similar Mini ROV; however, it does not offer the features of the Seabotix ROV, which is one reason why Seabotix has become the industry standard for Public Safety Dive Teams in California.

4. **Extent of market search conducted:** The members of the Riverside County Sheriff's Underwater Search and Recovery Team have spent two plus years researching mini ROVs. During this research they have contacted many local and national public safety dive teams to inquire about the use of mini ROVs. Additionally, these members have gone to trade shows and Public Safety Diving symposiums and conferences, and have had "hands on" experiences with the two ROVs specified above.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** The Seabotix Mini ROV was designed for military and law enforcement applications. It is lightweight and easily transported anywhere in the county. At the same time it is rugged, intuitive and fully capable of meeting all the needs of the Riverside County Sheriff's Underwater Search and Recovery.

This unit has four powerful thrusters and a high strength, durable, low drag tether. This means the unit is very stable in the water and can rotate on a four axis plane. Whereas, the Video Ray ROV can only "fly" forwards and backwards. Its maneuverability is comparable to an airplane versus a helicopter. The Seabotix ROV allows the operators to view and analyze what they are seeing without the need to constantly have the machine in motion.

The manipulating claw is far superior to its competitors. The claw is a three jaw, telescoping arm that gives the operator more room to see and grab items. The larger jaw is also beneficial during the recovery of bodies.

The monitor for this unit has "picture in picture" capability, which allows the operator to fly the machine towards its target utilizing sonar, color and black and white cameras all at the same time. Additionally, the monitor is larger than that of the Video Ray and can be viewed directly in the sunlight.


- 6. Reasons why my department requires these unique features and what benefit will accrue to the county:** The addition of the Mini ROV to the Underwater Search and Recovery team aids the county in many ways. This piece of equipment allows underwater searches to be done quicker and easier. This lessens diver time in the water, which reduces the diver fatigue and stress. This in turn lessens the personnel costs (i.e. salary and overtime expenses) at a scene and substantially reduces the risk of personnel injuries (i.e. worker's compensation).

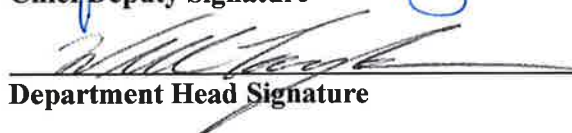
The stability of the unit allows for it to be used by Riverside County Sheriff's Hazardous Device Team (HDT) as well. HDT will be able to work in conjunction with the Underwater Search and Recovery Team to inspect possible Terrorism Targets within our county. If there is a device found in our waterways, this underwater ROV will be similar to robots used by HDT above water to disarm devices.

Since the Seabotix factory is located in San Diego, California, should any maintenance arise, turn around time will be quicker, which should reduce costs to the county. Additionally, training costs associated with this unit can be conducted in San Diego, which will significantly reduce costs (airfare, rental vehicle, hotel, per diem, etc.).

- 7. Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:** The cost of the Seabotix vehicle, within the specifications outlined here, is \$68,001.03. The cost of a similar vehicle by Video Ray (with fewer options) is \$72,229.00. There are no ongoing maintenance costs. Most routine preventative maintenance can be done by the purchaser (this is taught to the purchaser at the time of their training program).
- 8. 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 of a piece of equipment that has a life expectancy of ten plus years. Of course, catastrophic failure that requires repairs outside those covered under warranty would require that Seabotix analyze the failure and provide the repairs.
- 9. Period of Performance:** No. This is a one-time purchase.

*(Provide a defined period of performance. Please note multi-year terms require Board approval, unless renewable in one year increments and the Purchasing Agent approves the terms.)*

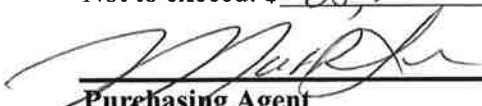
  
 Chief Deputy Signature 9/7/11  
 Date

  
 Department Head Signature 9/7/11  
 Date

Purchasing Department Comments:

Approve  Approve with Condition/s  Disapprove

Not to exceed: \$ 68,101  One time  Annual Amount through \_\_\_\_\_

  
 Purchasing Agent 9-7-11 12-198  
 Date Approval Number  
 (Reference on Purchasing Documents)