

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

905



FROM: TLMA - Transportation Department

SUBMITTAL DATE:
November 3, 2011

SUBJECT: Sole Source Purchase of TOPCON Land Surveying Equipment from Lewis & Lewis Enterprises.

RECOMMENDED MOTION: That the Board of Supervisors:

1. Accept the other than low bid for TOPCON Land Surveying equipment from Lewis & Lewis Enterprises in the amount of \$119,294, and;
2. Approve TOPCON Land Surveying equipment as a County standard for future purchases that exempts the Purchasing Agent from competition pertaining to brand, and;
3. Authorize the Purchasing Agent, in accordance with Ordinance 459.4, to sole source with Lewis & Lewis Enterprises for the Topcon equipment, and to issue the purchase orders not to exceed \$75,000 annually for the equipment for a five year period, and;
4. Approve and direct the Auditor-Controller's Office to execute a budget adjustment:

Juan C. Perez
Director of Transportation

JCP:edh
(Continued On Attached Pages)

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 119,294	In Current Year Budget:	No
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	Yes
	Annual Net County Cost:	\$ 0	For Fiscal Year:	2011/2012

SOURCE OF FUNDS: Survey Fund Balance (100%) There are no General Funds used in this project.	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input checked="" type="checkbox"/>

C.E.O. RECOMMENDATION:

APPROVE

BY:
Tina Grande

County Executive Office Signature

FISCAL PROCEDURES APPROVED
 PAUL ANGULO, CPA, AUDITOR-CONTROLLER
 BY:
 SAMUEL WONG, Auditor-Controller
 Purchasing:
 Mark Seiler, Assistant Director

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

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

3.11

The Honorable Board of Supervisors

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Increase Appropriations

20260-3130200000-546160 Equipment Other \$119,294

Decrease Fund Balance

20260-3130200000-321101 Restricted Program Money \$119,294

BACKGROUND: RFQ #TLARC-299 for TOPCON Robotic Total Stations and TOPCON GPS Receivers with apparatuses, received two bid responses. The most responsive bid of \$119,294 from Lewis & Lewis Enterprises for TOPCON Land Surveying equipment meets all the specifications requested by the Department. In addition, the Transportation Department currently uses TOPCON equipment and software that is compatible with the new equipment requested without losing productivity. Therefore the Transportation Department requests that TOPCON survey equipment be the standard.

The other bid received for a total of \$110,490, was not TOPCON equipment and did not meet all the specifications listed in the RFQ, because the proposed equipment did not have a "Hot Swappable" battery. The "Hot Swappable" batteries available on the TOPCON GPS equipment allow for continuous non-stop operation during battery changes. Without this feature, the equipment is shut down during the battery change and the cell phone data service and satellite signals can be lost entirely for extended periods of time. When a cellular or radio signal is acquired and locked-in, it can be maintained throughout the shift thus averting situations that would make it difficult to re-acquire communication signals if lost. This equipment is used regularly around heavy equipment in construction zones and near heavy traffic on freeway ramps and other public roadways. In addition, the other equipment provides a lower battery charge than the existing TOPCON equipment which may require additional batteries, standby equipment, battery monitoring, and may cause down time. The "Hot Swappable" batteries significantly increase crew safety by reducing the time the crews are exposed to hazardous conditions.

Equipment demonstrations were completed and it was confirmed that the competitor's proposed equipment did not meet the form, fit and function specifications as required, and was compared to existing equipment for compatibility. The tests confirmed that the proposed equipment uses a different operating system software that is similar to the county's current system, so the proposed software would be another application to transition at an additional cost to the county which may lead to costly errors.

All of the existing TOPCON controllers, software, mirrors, chargers, batteries, various cords, and connectors will not work with the other proposed equipment. To make the County's existing TOPCON equipment compatible with the newly proposed equipment will require the purchase of additional interfaces, or requires substantial modifications to some existing TOPCON equipment. The TOPCON equipment provides a consistent equipment base to eliminate down time, interchangeable errors, additional applications, and/or compatibility accessories to

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function. With the other equipment there may be an additional monthly expense of approximately \$190 with Verizon to carry both GPS units. Additionally, in our experience over several years with multiple TOPCON models, the equipment is very robust and reliable with minimal down time and minimal repair costs. Lastly, TOPCON provides free software upgrades and responsive technical support.

Price Reasonableness

The additional cost of approximately \$9,000 for the TOPCON equipment is offset by the inclusion of free firmware and software upgrades for which competitors charge \$1,000 per upgrade per device per year. This equates to an annual savings of \$4,000 per year or \$24,000 for the projected life of the equipment. In addition, the projected cost of lost productivity for just one day of training for the 7 field personnel that would be the primary users of the other equipment is \$8,500. Lewis & Lewis is honoring their quote and not passing on recent price increases by the manufacturer. In addition, Lewis & Lewis has committed to at least a 10% off retail prices towards the purchase of TOPCON survey equipment.

Overall, specifying the TOPCON equipment will therefore result in a cost savings to the County when factoring in operating and transition costs, provides for a higher degree of employee safety due to the swappable batteries, and reduces the likelihood of unproductive hours with down time or survey errors due to losing signals or from transitioning to a different software system.

Topcon Positioning Systems

7400 National Drive

Livermore, CA 94551

(925) 245-8300

www.topconpositioning.com



C O P Y

September 13, 2011

To whom it may Concern:

I am sending this letter to certify that Lewis & Lewis Enterprises is currently the only authorized Topcon Positioning Systems Survey Business Unit distributor in Southern California.

Please feel free to contact me if you have any questions or need further information.

Regards,

A handwritten signature in black ink, appearing to read 'Matthew Lehman'.

Matthew Lehman

Topcon Regional Sales Manager

541-602-4505

mlehman@topcon.com

A handwritten note on a grey background, written in black ink. The text reads: 'Letter stating Lewis & Lewis is the only distributor in So. Cal.'

Letter stating
Lewis & Lewis is the
only distributor in So. Cal.



LEWIS & LEWIS ENTERPRISES

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P. O. BOX 1328 - VENTURA, CA 93002-1328
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FAX (805) 644-5780 Toll Free (800) 342-3607 or (800) 235-3377 email: sales@lewis-lewis.net web site: www.lewis-lewis.net
SAN DIEGO: 540 S. Andreasen Dr. Escondido, CA 92029 (760) 747-8823 FAX (760) 480-5778 email: jimp@lewis-lewis.net

COUNTY OF RIVERSIDE
TLMA Survey Department
2950 Washington Street
Riverside, CA 92504

C O P Y

To whom it may Concern,

I am sending this letter to confirm that any equipment purchased by the County of Riverside TLMA Survey Department from Lewis & Lewis will receive at least 10% off of any Topcon Total Station, Robotic Total Station, RTK GPS, Data Collector, or GPS software from retail price.

Please feel free to contact me if you have any questions or need further details.

Regards,

Chad Dickey
Sales Representative
714-334-1436
chad@lewis-lewis.net

Letter
committing to
10% Discount
off Retail prices