

**SUBMITTAL TO THE FLOOD CONTROL AND
WATER CONSERVATION DISTRICT BOARD
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

601B



FROM: General Manager-Chief Engineer

SUBMITTAL DATE:
January 31, 2012

SUBJECT: Proposed Purchase of FARO Focus 3D Laser Scanner

RECOMMENDED MOTION:

1. Authorize the Sole Source purchase of a FARO Focus 3D Laser Scanner.
2. Authorize and direct the Purchasing Agent to issue a purchase order to Allen Instruments & Supplies on behalf of the District in the not to exceed amount of \$57,000.00.

BACKGROUND:

The District needs to acquire a FARO Focus 3D Laser Scanner to assist with digital data and to stay current, and to develop a workable product that is accurate and fast. The District researched several companies who carry this product after seeing it demonstrated at several Survey conferences.

Continued on Page 2

WARREN D. WILLIAMS
General Manager-Chief Engineer

FINANCIAL DATA	Current F.Y. District Cost:	\$57,000.00	In Current Year Budget:	Yes
	Current F.Y. County Cost:	\$ N/A	Budget Adjustment:	None
	Annual Net District Cost:	\$ N/A	For Fiscal Year:	2011-2012

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

C.E.O. RECOMMENDATION:

APPROVE

BY:
Michael R. Shetler

County Executive Office Signature

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

Prev. Agn. Ref.:

District: All

Agenda Number:

1 1 1

Shetler 1/18/2012

**FLOOD CONTROL AND WATER CONSERVATION DISTRICT BOARD SUBMITTAL
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

SUBJECT: Proposed Purchase of FARO Focus 3D Laser Scanner

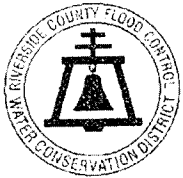
SUBMITTAL DATE: January 31, 2012

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The FARO Focus Scanner is the smallest, most lightweight and accurate laser scanner available for this price on the market today. The Faro Focus Scanner weighs 11 pounds, has a scan rate of over 950,000 points per second, and has a 70 megapixel camera with a cost of approximately \$57,000.00 for the complete system. The FARO is all inclusive with its software and is compatible with MicroStation. Most of our current survey equipment has been purchased through Allen Instruments & Supplies who has supplied us with equipment, training, software updates and radio frequency downloads and holds numerous warranties on our current equipment. They have dealt very fairly with the District in the past regarding our purchases of Trimble products, even offering trade-ins. Allen Instruments & Supplies is the only local distributor. The total cost for this scanner is approximately \$57,000.00.

FINANCIAL:

Funds for this purchase are included in the District's Surveying and Mapping Division fund for FY 2011-2012.



MEMORANDUM

RIVERSIDE COUNTY FLOOD CONTROL
AND WATER CONSERVATION DISTRICT

DATE: December 14, 2011

TO: Board of Supervisors
VIA: Purchasing Agent
FROM: Warren D. Williams, General Manager-Chief Engineer
RE: Sole Source Procurement – Allen Instruments & Supplies
Request for FARO Focus 3D Laser Scanner

The information provided below is in support of the District 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:** Sole Source Purchase Request-FARO Focus 3D Laser Scanner
2. **Supplier being requested:** Allen Instruments & Supplies
3. **Alternative suppliers that can or might be able to provide supply/service:** Faro Technologies, Inc.
4. **Extent of market search conducted:** The District has attended several Survey conferences where Trimble, Leica, Topcon and Faro products were on display. After several demonstrations on these products, it was determined that the Faro Focus 3D Scanner was the best scanner for the price. Topcon has scanners but the District would have to revamp its entire scanner system to accommodate them and it would prove to be too costly. The Trimble GX Scanner weighs 30 pounds, has a scan rate of 5,000 points per second but is no longer available. The cost was approx \$100,000.00 for this scanner. The Leica C10 weighs 30 pounds, has a scan rate of 10,000 points per second, has a 4 megapixel camera and is very costly to calibrate and maintain. We would have software compatible issues as well. The cost for this scanner is approx \$130,000.00. The Leica C5 Scanner weighs 30 pounds, has a scan rate of 5,000 points per second, has a 4 megapixel camera, is comparable to the Faro Scanner in cost but is a downgraded version of the Leica C10 Scanner and would need additional add-ons. We would have software compatible issues as well. The cost for this scanner alone is approx \$45,000.00. The Faro Focus Scanner weighs 11 pounds, has a scan rate of over 950,000 points per second, and has a 70 megapixel camera with a cost of approx \$57,000.00 for the complete system. The Faro is all inclusive with its software and is compatible with MicroStation.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** The Faro Focus Scanner is the smallest, most lightweight and accurate laser scanner available for this price on the market today. Allen Instruments & Supplies is the Sole Source supplier for Faro in Southern California.

TO: Board of Supervisors
RE: Sole Source Procurement – Allen Instruments & Supplies
Request for FARO Focus 3D Laser Scanner

- 6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** Most engineering firms now use digital data that is generated by laser scanning. Digital data has become a very necessary part of the District's need to stay current and develop a workable product that is accurate and fast. The purchase of this laser scanner is necessary for this data.
- 7. **Price Reasonableness:** The Flood Control District's Surveying Division has been enjoying the benefits of GPS products for almost 20 years. Most of our current survey equipment has been purchased through Allen Instruments & Supplies. Allen Instruments & Supplies has supplied us with equipment, training, software updates and radio frequency downloads and holds numerous warranties on our current equipment. They have dealt very fairly with the District in the past regarding our purchases of Trimble products, even offering trade-ins. Allen Instruments & Supplies is the only local distributor. The total cost for this scanner is approximately \$57,000.00.
- 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
- 9. **Period of Performance:** This is a one-time purchase.

Steve Thomas

12-14-2011

Department Head Signature

Date

ACTING FOR DUSTY WILLIAMS
Purchasing Department Comments:

Approve

Approve with Condition(s)

Disapprove

Not to exceed: \$ 57,000 One time Annual Amount through _____

[Signature]

1/11/2012

12-242

Purchasing Agent

Date

Approval Number

(Reference on Purchasing Documents)