

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

128



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

SUBMITTAL DATE:
04/10/12

SUBJECT: Approval of a Sole Source Purchase of Helicopter On-Board Mapping Systems for the Sheriff's Department from AeroComputers Mapping

RECOMMENDED MOTION: Move that the Board of Supervisors:

- 1) Approve a purchase for the Sheriff's Department of two helicopter replacement on-board mapping systems from AeroComputers Mapping in the amount of \$122,000, without obtaining competitive bids in accordance with Ordinance 459.4, and;
- 2) Authorize the Purchasing Agent to utilize AeroComputers Mapping for the provision of software updates and hardware maintenance and technical support for four mapping systems, in one-year increments, for the systems' useful life, provided the annual total service cost does not exceed \$25,000.

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Will Taylor

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

FINANCIAL DATA	Current F.Y. Total Cost:	\$122,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$122,000	Budget Adjustment:	No
	Annual Net County Cost:	\$17,000	For Fiscal Year:	FY 2011-12

SOURCE OF FUNDS: Departmental Budget BR 12-083	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION: APPROVE

BY: *Elizabeth J. Olson*
Elizabeth J. Olson

County Executive Office Signature

- Policy
- Policy
- Consent
- Consent

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

3.16

Purchasing: *Mark Seller*
Mark Seller, Assistant Director
Departmental Concurrence

BOARD OF SUPERVISORS

FORM 11: Approval of a Sole Source Purchase of Helicopter On-Board Mapping Systems from AeroComputer Mapping

BR 12-083

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BACKGROUND: When the Sheriff's Department purchased two A-Star helicopters in 2000, the aircraft were outfitted with AeroComputers Mapping UC-3000 mapping systems. In fact, now all four of the Sheriff's A-Star helicopters are equipped with AeroComputers' systems. This system provides topographical navigation maps, as well as current land features with county and city planning and zoning information from an aerial perspective. It operates in conjunction with global positioning systems to locate a specific address and offer flight guidance for specific calls. It also provides coordinates and saves these latitudinal and longitudinal coordinates not commonly provided for drug eradication and search and rescue victims. The system is capable of saving this information, which can be recalled for subsequent flights.

Unfortunately, the UC-3000 system is outdated and is no longer compatible with new electronic equipment on the helicopters. AeroComputers no longer provides warranty repairs, components and software updates for the system.

The Sheriff's Department has continued to purchase the AeroComputers mapping system for its helicopters, not just for its many operating features, but also for its overall compatibility with the helicopters' other on-board ancillary navigation equipment, the primary flight display and the forward looking infrared radiometer (FLIR). Finally, uniformity of systems among the helicopters in the fleet is essential. This minimizes cross training for both pilots and mechanics. So, based on the compatibility and uniformity issues, and the costs and research involved in mixing and matching replacement equipment, the Department is recommending the purchase of the UC-5100 mapping system from AeroComputers, the developer and sole proprietor of the system software and hardware currently installed in the Department's A-Star aircraft.

In addition, the Department is recommending the purchase of software updates, street and map updates, FAA data updates, areoparcels and technical and hardware maintenance support from Aerocomputers for all four A-Star helicopters, at the current annual cost of \$4,250 per system.

Price Reasonableness: Aerocomputers Mapping states that it has not increased its pricing since 2010. It also demonstrated proof that it has recently offered the same unit prices for base components to local and out of state law enforcement agencies that it is currently offering the County. Beyond this, it is offering the County a repeat customer discount of \$3,150 or approximately 2.75% of the purchase price, excluding taxes.

Date: April 5, 2012

From: Will Taylor, Direct of Finance Department/Agency: Sheriff's Aviation / SEB

To: Board of Supervisors/Purchasing Agent

Via: Purchasing Agent

Subject: Sole Source Procurement; Purchase of updated AeroComputers mapping systems for two Sheriff's Helicopters.

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:** The Sheriff's Department is requesting the purchase of two UC-5100 mapping systems, software and hardware components to replace the existing equipment in Aero Star helicopters N991SD and N992SD. Sheriff's Aviation will also require annual software maintenance to update vital information essential in maintaining accurate geographic and mapping coordinates as well as maintaining compatibility with ancillary navigation equipment, primary flight display and the forward looking infrared radiometer (FLIR) currently installed on all the Aero Star aircraft.
2. **Supplier being requested:** AeroComputers Mapping Vendor # 2060
3. **Alternative suppliers that can or might be able to provide supply/service:** None. When helicopters N991SD and N992SD were purchased in 2000, they were outfitted with AeroComputers mapping system UC-3000. This system is now outdated and is no longer compatible with new electronic equipment installations on the helicopters. AeroComputers is no longer providing warranty repairs, components and software updates for the UC-3000 system. The Department has consistently recommended the AeroComputers systems because of its overall compatibility with other on-board equipment. To consider any other systems would be costly and time consuming. Finally, uniformity of systems among the helicopters in the fleet is essential. It minimizes cross training for both pilots and mechanics.
4. **Extent of market search conducted:** The Department believes a market search would be fruitless. Since this is replacement equipment, the Department requires uniformity of on-board equipment among its helicopters, and compatibility with other on-board equipments is precisely met with the AeroComputers system. The decision to utilize the AeroComputer system was made with the first Aero Star purchase and has been reaffirmed with successive helicopter purchases. This vendor is the developer and sole proprietor of the system, software and the hardware component currently installed in all four of the Department's Aero Star helicopters.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** This system provides topographical navigation maps, as well as current land features with county and city planning and zoning information from an aerial perspective. It operates

in conjunction with global positioning systems to locate a specific address and offer flight guidance for specific calls. It also provides coordinates and saves these latitudinal and longitudinal coordinates not commonly provided for drug eradication and search and rescue victims. The system is capable of saving this information, which can be recalled for subsequent flights.

6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** The new systems are replacing existing systems no longer supported by the manufacturer. The new systems are integrated and are compatible with the operation of the new equipment such as the FLIR that is currently in operation on the helicopters.
7. **Price Reasonableness:** The purchase cost for two systems including software, hardware, shipping and handling will not exceed \$122,000. Aerocomputers Mapping states that it has not increased its pricing since 2010. It also demonstrated proof that it has recently offered the same unit prices for base components to local and out of state law enforcement agencies that it is currently offering the County. The vendor has accorded the County a "repeat customer" status and discounted its regular price by \$3,150.
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?** Yes. Annual software maintenance will be required to update street and road map, FAA data, AeroParcels and technical support.
9. **Period of Performance:** At the conclusion of the system warranty period, Sheriff's Aviation recommends that AeroComputers provide annual software maintenance and repair services for the useful life of the system.



Chief Deputy Signature

4/27/12

Date

Department Head Signature

Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$ 122,000 One time Annual Amount through _____



Purchasing Agent

4-30-12

Date

12-506

Approval Number

(Reference on Purchasing Documents)