

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

456



FROM: Stanley Sniff, Sheriff - Coroner - PA

SUBMITTAL DATE:
06/19/12

SUBJECT: Approval of a Sole Source Purchase of a Remotely Operated Vehicle System From ICOR Technology, Inc. for the Sheriff's Hazardous Device Team

RECOMMENDED MOTION: Move that the Board of Supervisors:

- 1) Approve a purchase for the Sheriff's Department of a Remotely Operated Vehicle (ROV) System from ICOR Technology, Inc., in the amount of \$72,893, without obtaining competitive bids in accordance with Ordinance 459.4, and;
- 2) Authorize the Purchasing Agent to utilize ICOR Technology, Inc for the provision of hardware maintenance and technical support for the ROV, in one-year increments, for the systems' useful life, provided the annual total service cost does not exceed \$25,000.
- 3) Approve and direct the Auditor-Controller to make the budget adjustments on the attached Schedule A.

(Continued on Page 2)

Samuel Wong

Stanley L. Sniff, Jr., Sheriff - Coroner - PA
Lee Wagner, Assistant Sheriff

FINANCIAL DATA	Current F.Y. Total Cost:	\$72,893	In Current Year Budget:	No
	Current F.Y. Net County Cost:	\$5,943	Budget Adjustment:	Yes
	Annual Net County Cost:	\$0	For Fiscal Year:	2012-13

SOURCE OF FUNDS: Federal Homeland Security Grant Program (92%) and Department budget (8%)
BR 13-006

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

C.E.O. RECOMMENDATION:

APPROVE

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

County Executive Office Signature

FISCAL PROCEDURES APPROVED
 PAUL ANGULO, CPA, AUDITOR-CONTROLLER
 BY: *Samuel Wong* 6/25/12
 SAMUEL WONG
 Departmental Concurrence
 Purchasing: *Mark Seiler*
 Mark Seiler, Assistant Director

ATTACHMENTS FILED
 Dept't Reporting TO THE CLERK OF THE BOARD
 Policy
 Policy
 Consent
 Per Exec. Ofc.:

Sole Source Approval for the Purchase of a Bomb Robot BR 13-006

Page 2

BACKGROUND: The Sheriff's Department is a Board-appointed member of the Anti-Terrorism Approval Authority (ATAA), and the Sheriff's Hazardous Device Team is a member of the County-wide HazMat Operations Group (CHOG). Federal pass-through funds awarded to the County under the State Homeland Security Grant Program and administered by the Community Health Agency, have been supporting CHOG drills and training for hazardous material emergencies. The ATTA has approved \$66,950 of this funding for the Sheriff's Hazardous Device Team to purchase a small ROV.

The Hazardous Device Team (HDT) requires a small remotely operated vehicle, commonly known as a "bomb robot" to accomplish its missions. HDT requires a robot with two arms that can operate independently of each other.

In September, 2009, the County competitively bid for a ROV with this specification. ICOR Technology was the only qualified bidder. Now, almost three years later, staff's market research indicates that ICOR is still the only manufacturer that offers a two armed ROV system with the small vehicle mobility and operational support which HDT requires. The Information Technology Department has approved this procurement.

PRICE REASONABLENESS: ICOR's current purchase price for the two-armed ROV is \$72,893, which is about a \$1,000 less than its 2009 price. All other systems researched were significantly higher in price, and the manufacturers did not offer the second ROV arm.

Schedule A

Increase Appropriations:

10000-2500300000-546160	Equipment - Other	\$66,950
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Increase Estimated Revenue:

10000-2500300000-767220	Federal – Other Operating Grants	\$66,950
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Date: May 1, 2012
From: Lee Wagner, Assistant Sheriff Department/Agency: RSO/SEB/HDT
To: Board of Supervisors/Purchasing Agent
Via: Purchasing Agent
Subject: Sole Source Procurement; Request for ICOR MK3-CALIBER EOD 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:** Request for a small Remotely Operated Vehicle (ROV) to accomplish the main missions of the Sheriff's Hazardous Device Team: 1) Destructive device mitigation; 2) Remote access to hazardous and/or inaccessible areas to perform monitoring, mitigation or rescue operations; 3) support the Emergency Service Team.
2. **Supplier being requested:** ICOR Technology, Inc., Vendor # 82582, Address: 5459 Canotek Road, Unit 1, Ottawa, ON K1J 9M3
3. **Alternative suppliers that can or might be able to provide supply/service:**
Allen-Vanguard, 2160 GThurston Dr., Ottawa, ON K1G 6E1
REMOTEC (division of Northrup-Grumman), 353 JD Yarnell Industrial Pkwy, Clinton, TN 37716
4. **Extent of market search conducted:** The County competitively bid in 2009 for ROV systems (PUARC-1112, and PO# SHA 0060859). Participating vendors were ICOR Technology (\$73,813), REMOTEC, Inc. (\$103,729) and Allen-Vanguard Tech (\$87,111). ICOR was the lowest bidder, which offered the desired specification of a two armed robot that could operate independently of one another. Further research with ROV manufacturers has indicated there are no other two armed ROV systems that can provide the service and mobility required to disable destructive devices and support the Emergency Service Team. Remotec, Allen Vanguard and QineticQ all confirmed that they do not have ROV systems with two arms or the ability to add an arm to one of their ROV systems. An internet search for two armed robots resulted in several assembly line production robots that cannot provide the small maneuverability, mobility and operational support that is required of the ROV system.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** While there are several other manufacturers of small ROV systems, none offer two armed robots. It is critical to have a robot with two arms that can work independently of one another, but simultaneously together. One arm accommodates two recoil-reduced destructive device disrupters, and the other arm is the manipulator. HDT has vetted the wireless remote control system offered with the ICOR MK3-CALIBER EOD ROV, comparing it to systems offered by competing vendors, and have found it to be superior.
6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** This robot has the capability of remotely disabling destructive devices with less

possibility of collateral damage. The ICOR ROV system is the only small remotely operated vehicle that can fulfill the necessary specifications of the Hazardous Device Team, including the ability to maneuver into inaccessible areas to find threats while also having two independently operating arms. This ROV system will best protect the members of the Hazardous Device team against the damage of destructive devices.

7. **Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:** The purchase price ICOR offered the Sheriff Department in 2009 for their two armed robot was \$73,813 (including tax and shipping). Currently, ICOR's purchase price is \$ 72,893, which is slightly less than the purchase price in 2009. All other systems researched were significantly higher in price. Allen Vanguard priced their robot at \$87,111, and this system does not provide the second arm that ICOR offers.
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. Although HDT maintains and repairs the robot themselves, there is some mechanical wear and tear that is complex in nature which requires the expertise and knowledge of the vendor.
9. **Period of Performance:** Request for a one-time purchase of one MK3-CALIBER EOD Remotely Operated Vehicle in the amount of \$72,893. HDT would also like to request for \$25K annually for repair services for the useful life of the robot.




 Chief Deputy Signature 6/21/12
 Date



 Department Head Signature 6/21/12
 Date

Purchasing Department Comments:

Approve Approve with Condition/s Disapprove
 Not to exceed: \$ 72,893 One time Annual Amount through Maintenance \$25,000 6-30-2017
 Purchase Maint
 _____ 13-012 13-013
 Purchasing Agent Date Approval Number
 (Reference on Purchasing Documents)



RIVERSIDE COUNTY INFORMATION TECHNOLOGY PROCUREMENT FORM
To be completed for all departmental purchases of IT systems, services or renewals

24339
Tracking Number for
Internal Use Only

6/19

REQUESTED PURCHASE: SMALL REMOTELY OPERATED VEHICLE																					
DEPARTMENT/AGENCY: SHERIFF-HAZARDOUS DEVICE TEAM																					
CONTACT NAME/PHONE: EMILY LONG (951) 955-2716																					
PURCHASE REQUEST: <input checked="" type="checkbox"/> NEW EQUIPMENT/SERVICES <input type="checkbox"/> UPGRADE <input type="checkbox"/> REPLACEMENT																					
PURCHASE TYPE: <input checked="" type="checkbox"/> PROFESSIONAL SERVICES <input type="checkbox"/> SOFTWARE <input type="checkbox"/> HARDWARE <input type="checkbox"/> RENEWAL																					
DESCRIBE REQUESTED PURCHASE	Purchase of a MK3 Caliber EOD/SWAT ROBOT- Small Remotely Operated Vehicle (ROV) from ICOR Technology to accomplish the missions of the Hazardous Device Team. Operated by a Command & Control Unit (CCU) with variable speed joystick and LCD Color Screen, battery chargers, robotic claw on telescoping arm, twin-disrupter on telescoping arm, PTZ camera, front and back drive camera, LED Lights, and 2-way audio system. The ROV system has two arms to assist the HDT in the disabling of destructive devices avoiding collateral damage. It is a small and maneuverable system that can find and protect the team against potential threats.																				
BUSINESS NEEDS ADDRESSED	The ROV system will accomplish the missions of the Sheriff Hazardous Device Team: <ol style="list-style-type: none"> 1. Destructive Device Mitigation 2. Remote Access to Hazardous and/or inaccessible areas to perform monitoring, mitigation or rescue operations 3. Emergency Service Team Support 																				
ARE THERE ANY OTHER COUNTY SYSTEMS THAT PROVIDE THE SAME FUNCTIONALITY? <input checked="" type="checkbox"/> NO <input type="checkbox"/> YES <input type="checkbox"/> UNKNOWN																					
BUSINESS CRITICALITY <input checked="" type="checkbox"/> Run the business <input checked="" type="checkbox"/> Grow the business <input type="checkbox"/> Transform the business	BUSINESS IMPACT (SELECT ALL THAT APPLY) <input checked="" type="checkbox"/> Support current operations <input type="checkbox"/> Reduce Expenses <input type="checkbox"/> Improve Customer Service <input checked="" type="checkbox"/> Improve Operational Efficiencies																				
BUSINESS RISKS	Financial: Lowest Priced System Operational: None Customer: None																				
ALTERNATIVE SOLUTIONS	1. None, the other Small ROV systems do not have the two arms and same maneuverability 2. [Solution]																				
TRANSACTION <input checked="" type="checkbox"/> Cash Purchase <input type="checkbox"/> Lease Purchase Lease Years: _____																					
PURCHASE COSTS Hardware: \$67,900 Software: \$ Tax/Shipping: \$5912.25	COST BENEFIT ANALYSIS <table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th>THESE ROBOTS DO NOT PROVIDE TWO ARMS</th> <th>ALTERNATIVE- ALLEN VANGUARD</th> <th>ALTERNATIVE- REMOTEC</th> <th>ALTERNATIVE- QINETICQ</th> </tr> </thead> <tbody> <tr> <td>Current Annual Cost</td> <td>\$103,728.77</td> <td>\$87,110.49</td> <td>\$117,572.68</td> </tr> <tr> <td>Ongoing Annual Cost</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>Annual Cost Savings</td> <td>No savings</td> <td>No savings</td> <td>No savings</td> </tr> <tr> <td>Net Annual Savings</td> <td>0</td> <td>0</td> <td>0</td> </tr> </tbody> </table>	THESE ROBOTS DO NOT PROVIDE TWO ARMS	ALTERNATIVE- ALLEN VANGUARD	ALTERNATIVE- REMOTEC	ALTERNATIVE- QINETICQ	Current Annual Cost	\$103,728.77	\$87,110.49	\$117,572.68	Ongoing Annual Cost	0	0	0	Annual Cost Savings	No savings	No savings	No savings	Net Annual Savings	0	0	0
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RIVERSIDE COUNTY INFORMATION TECHNOLOGY PROCUREMENT FORM
 To be completed for all departmental purchases of IT systems, services or renewals

24339
 Tracking Number for
 Internal Use Only

TOTAL COST: \$73812.25	Project Implementation			
	Cost			
	Project Payback Period 2 yrs			

Department Head Signature: *[Signature]* Date: 6/19/12

RCIT RECOMMENDATION – for purchases and renewals under \$100,000

Recommended: Yes No (Non-recommended requests submit to TSOC)

By: _____ Date: 6/20/12
 Chief Information Officer Signature: _____ Date: _____

RCIT - APPROVED

RCIT explanation for non-recommended requests:

[Empty box for RCIT explanation]

TSOC RECOMMENDATION: for purchases and renewals over \$100,000 and RCIT non-recommended purchases or renewals

Recommended: Yes No (In no, provide explanation below)

TSOC Chair Signature: _____ Date: _____

TSOC explanation for denied requests:

[Empty box for TSOC explanation]