

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

508



PURCHASING & FLEET SERVICES
Lisa Brandl
Lisa Brandl, Director

FROM: Fire

SUBMITTAL DATE:
November 17, 2014

SUBJECT: Purchase of AMKUS® Extrication Systems Maintenance, Service and Parts from Diamondback Fire & Rescue Without Seeking Competitive Bids; All Districts; [\$40,000] General Fund 26%, Prop 172 and Structural Fire Taxes 33%, Contract Reimbursement 42%

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve and authorize the Purchasing Agent to sign a Purchase Order without seeking competitive bids with Diamondback Fire & Rescue for maintenance, service, and parts of AMKUS® Extrication Systems at a cost not to exceed \$40,000 annually with the option to renew for four (4) additional one year renewals; and,
2. Authorize Purchasing Agent, in accordance with Ordinance No. 459, to exercise the renewal option, based on the availability of fiscal funding, and to sign amendments to the compensation provision that do not exceed the annual CPI rates.

BACKGROUND:

Summary

Continued on Page 2

Glenn Patterson

Glenn Patterson, Deputy Chief for
John R. Hawkins, Fire Chief

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost:	POLICY/CONSENT (per Exec. Office)
COST	\$ 29,600	\$ 29,600	\$ 148,000	\$ 0	Consent <input type="checkbox"/> Policy <input checked="" type="checkbox"/>
NET COUNTY COST	\$ 10,400	\$ 10,400	\$ 52,000	\$ 0	

SOURCE OF FUNDS: General Fund 26%, Prop 172 & Structural Fire Taxes 33%, Contract Reimbursement 42%

Budget Adjustment:	n/a
For Fiscal Year:	14/15

C.E.O. RECOMMENDATION:

APPROVE

BY: *Rohini Dasika*
Rohini Dasika

County Executive Office Signature

MINUTES OF THE BOARD OF SUPERVISORS

- A-30
- 4/5 Vote
- Positions Added
- Change Order

Prev. Agn. Ref.:

District: All

Agenda Number:

3-14

Departmental Concurrence

**SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA
FORM 11: Purchase of AMKUS® Extrication Systems Maintenance, Service and Parts from
Diamondback Fire & Rescue Without Seeking Competitive Bids; All Districts; [\$40,000] General
Fund 26%, Prop 172 and Structural Fire Taxes 33%, Contract Reimbursement 42%**

DATE: November 17, 2014

PAGE: 2 of 2

BACKGROUND:

Summary (continued)

The Fire Department responds to over 10,000 traffic collisions annually. During these emergencies, our firefighters may need to provide vehicle extraction services using hydraulically powered tools. The Fire Department currently has sixty-five (65) AMKUS® extrication systems. These systems were purchased as part of a previous County contract. The most recent contract to purchase AMKUS® extrication systems expired in June 2009 (Contract #FPARC-34072-001-06/09).

Diamondback Fire & Rescue is the only authorized vendor in the State of California to work on extrication systems manufactured by AMKUS®. The Department is requesting to sole source purchase the maintenance, service and parts of our AMKUS® extrication systems with Diamondback Fire & Rescue.

Impact on Citizens and Businesses

Diamondback Fire & Rescue is a local vendor located in the City of Temecula. Proper maintenance of our extrication equipment is critical for Department readiness and to effectively respond to life threatening emergencies.

SUPPLEMENTAL:

Additional Fiscal Information

The Department will spend approximately \$40,000 annually and it is included in our FY 14/15 annual fire equipment maintenance budget.

Contract History and Price Reasonableness

Diamondback Fire & Rescue was Riverside County Fire's contracted vendor for the purchase of AMKUS® extrication equipment and bid under RFQ # PUARC-670. The purpose of establishing this new maintenance agreement is to maintain the AMKUS® extrication equipment per the manufacturer standards and to extend the useful life of the sixty-five (65) AMKUS® extrication systems currently in use by the Riverside County Fire Department. Diamondback Fire & Rescue is offering the County a 5% discount on parts and a \$495.00 fixed rate for the maintenance cost per system. This price is considered fair and reasonable based on comparison of similar extrication equipment maintenance cost of \$775.00 per system.

Date: November 17, 2014
From: Chief John R. Hawkins Department/Agency: Fire
To: Board of Supervisors/Purchasing Agent
Via: The Purchasing Agent
Subject: Sole Source Procurement; Request for AMKUS® Extrication Equipment Repair Service

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:** Repair and maintenance service on AMKUS® extrication equipment systems.
2. **Supplier being requested:** Diamond Back Fire & Rescue VC #0000000634
3. **Alternative suppliers that can or might be able to provide supply/service:** No other providers are available in the State of California. Per the manufacturer, Diamond Back Fire & Rescue is the only authorized dealer for the State of California. (letter attached)
4. **Extent of market search conducted:** Requested information from manufacturer on the location of all of their authorized dealers in the State of California.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Diamond Back Fire is the only authorized dealer for the State of California for AMKUS® extrication equipment.
6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** The Fire Department has approximately sixty-five (65) AMKUS® extrication equipment systems and all of them will require maintenance and/or repair at some point. The Fire Department currently uses National Fire Protection Association (NFPA) standard 1500 chapter 4 that states “all equipment carried on fire apparatus or designated for training shall be tested at least annually in accordance with manufacturer’s instructions and applicable standards.” The Department responds to over 10,000 traffic collisions annually and it is critical during an emergency to have properly maintained equipment
7. **Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:** Diamondback Fire & Rescue was Riverside County Fire’s contracted vendor for the purchase of extrication equipment; Contract # FPARC-34072-001-06/09. Diamondback is a local vendor out of Temecula. Diamondback Fire & Rescue will provide the county with a 5% discount on parts and a fixed cost on maintenance. The maintenance cost per system annually is \$495; a system is comprised of one power unit, one spreader, one cutter, and one ram. This price is considered fair and reasonable based on similar extrication equipment maintenance at a rate of \$775.00 per set of tools.
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. The Department most recent contract to purchase extrication equipment systems was for TNT Extrication Systems. As the Department replaces

equipment, the number of AMKUS® units in service may be reduced. Until all AMKUS® extrication systems have served their useful life, the service/repair will be required.

9. **Period of Performance:** One (1) year agreement with an option to renew for up to four (4) additional one (1) year periods.

[Handwritten Signature]

11/18/14

Department Head Signature

Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$40,000 Annually

[Handwritten Signature]

11-18-14

15-303

Purchasing Agent

Date

Approval Number
(Reference on Purchasing Documents)



October 15, 2014

Riverside County Fire Purchasing
Attn: Carlos Ortega

Please be advised that AMKUS, Inc. operates through a dealer network to provide our customers with the best and most efficient service. Each dealer is assigned a specific territory. That dealer is responsible for the customers in the given territory for all AMKUS sales and service.

The dealer is responsible for maintaining an inventory of spare parts to provide quick service to the customers in their territory. The dealer is responsible for installation, service, repair, maintenance and upgrading of the products in their territory using only genuine AMKUS parts.

Please be advised that Diamondback Fire & Rescue, of Temecula, CA is the authorized AMKUS Dealer for the state of California.

If I may be of further assistance, please do not hesitate to call.

Best regards,

Suzanne Le Roux

Sales Coordinator

AMKUS, Inc.