

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



553

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

SUBMITTAL DATE:
10/05/10

SUBJECT: Sole Source Purchase of an Inmate Security Bus for the Sheriff's Department

RECOMMENDED MOTION: Move that the Board of Supervisors:

1. Approve the purchase of an inmate security bus without securing competitive bids, in accordance with Ordinance 459.4, from Motor Coach Industries (MCI) in the amount of \$468,124, and authorize the Purchasing Agent to award the contract.
2. Approve the purchase of a mobile radio from the County Information Technology Department.
3. Approve and direct the Auditor-Controller to make the budget adjustments on the attached Schedule A.

BACKGROUND: Annually, the Sheriff's Department transports approximately 106,000 inmates. Transportation destinations include state prisons throughout California, other county detention facilities, state hospitals, Riverside County courts, and various daily special transportation runs.
(Continued on Page 2)

BR 11-039

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

FINANCIAL DATA	Current F.Y. Total Cost:	\$543,555	In Current Year Budget:	No
	Current F.Y. Net County Cost:	\$0	Budget Adjustment:	Yes
	Annual Net County Cost:	\$0	For Fiscal Year:	FY 2010-11

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

C.E.O. RECOMMENDATION:

APPROVE
[Signature]
BY: Robert Tremaine

County Executive Office Signature

- Policy
- Policy
- Consent
- Consent

MINUTES OF THE BOARD OF SUPERVISORS

On motion of Supervisor Benoit, seconded by Supervisor Stone and duly carried, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Buster, Stone, Benoit and Ashley
Nays: None
Absent: Tavaglione
Date: November 2, 2010
xc: Sheriff, Auditor, RCIT, EO, Purchasing

Kecia Harper-Ihem
Clerk of the Board
By: *[Signature]*
Deputy

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

3.43

FISCAL PROCEDURES APPROVED
 ROBERT E. BYRD, AUDITOR-CONTROLLER
 BY: *[Signature]* SAMUEL WONG
 Purchasing: *[Signature]* Assistant Director
 Departmental: *[Signature]* Assistant Director
 RCIT: *[Signature]*
 Greg Stogard, CTO

Larry D. Smith Correctional Facility (SCF) will be expanding its inmate capacity by 582 beds, an increase of approximately 62% over SCF's current population. At any given time, about 60% of the SCF population is comprised of un-sentenced inmates who require transportation to and from the county's outlying courts. Currently, 80 inmates, about 9% of the un-sentenced population, require round-trip daily transportation for court. At build-out, the total number of inmates requiring daily transport for court appearances is expected to climb to 155. In addition, there will be an increase in the number of inmates transferred between detention facilities to maintain balanced headcounts. The transportation increase at SCF will require the addition of another MCI bus to facilitate inmate movement; each MCI is capable of transporting about 48 inmates.

The MCI 40-foot bus has become the bus of choice for the Sheriff's Departments in Los Angeles, Orange, San Bernardino and San Diego Counties. In fact, the San Diego County Board of Supervisors has decided to award MCI sole source vendor status. In 2001 the Federal Bureau of Prisons released a five-year study that compared the MCI bus against buses manufactured by Thomas, Bluebird and Eagle. At the time of that report, the Bureau owned 63 MCI buses. The study concluded that the MCI bus is the most durable and roadworthy bus for this critical long-haul type of transportation. It also is the least expensive bus to operate as shown through vehicle life cycle costing and miles between major repairs.

In 1999 and 2003, when County Purchasing disseminated an invitation for bids, MCI was the only qualified responsive bidder. In 2004, the Board again approved an award of contract for three replacement buses with MCI (3.21, 12/07/04). On 12/20/05 (3.33), the Board approved a sole source award to MCI for two buses.

There are a number of other advantages to purchasing from MCI. Corrections' Bus Operators prefer the MCI instrumentation panel, and the bus's operating diagnostic prompts facilitate troubleshooting problems on the road. In addition, training costs for both bus operators and bus mechanics are reduced when purchasing vehicles from the same manufacturer.

Price Reasonableness: MCI has provided a quote of \$430,444.00 with State taxes of \$37,663.85 and a \$15.75 tire tax for a total of \$468,123.60. The bus will also require the installation of interior and exterior cages estimated at \$18,931.00, as well as an 800MHz radio at \$6,500 for a total estimated cost of \$493,554.60. Delivery of the MCI is anticipated to be 240 days ARO or sooner.

Verification has been made that the price quoted to Riverside County is reasonable in comparison with recent purchases made by L.A., San Bernardino and the San Diego Sheriff's Departments.

The Sheriff's Department will also equip this bus with a digital video recording (DVR) surveillance system to aid in investigations and deter inmates from assaults, vandalism, escapes and hostage takeovers. The DVR system is estimated to cost \$50,000, and its purchase will be offered to a competitive bid.

Schedule A

Increase Appropriations:

10000-2500400000-520220	County Radio Systems	\$6,500
10000-2500400000-523600	Audiovisual Expense	50,000
10000-2500400000-546300	Vehicles-Buses/Heavy Trucks	<u>487,055</u>
	Total	\$543,555

Memo Line Only:

11085-2500400000-320132	DFB-Booking Fee Recovery	\$543,555
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Date: September 29, 2010
From: Lt. William DeLuna Department/Agency: Riverside Sheriff
To: Board of Supervisors/Purchasing Agent
Via: Purchasing Agent
Subject: Sole Source Procurement; Request for (insert commodity/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.

Supply/Service being requested:

One Forty foot bus for inmate transportation.

Supplier being requested:

Motor Coach Industries, Inc. (MCI)

Alternative suppliers that can or might be able to provide supply/service:

None. Based on comparisons of bus performance, the MCI vehicle is the only bus model that can meet the requirements of this specialized transportation service.

Extent of market search conducted:

County Purchasing conducted nationwide searches in 1999 and 2003, subsequently determining that MCI was the only qualified bidder. In 2004, the Board again approved an award of contract for three replacement buses with MCI (3.21, 12/07/04). On 12/20/05 (3.33), the Board approved a sole source award to MCI for two buses.

The Federal Bureau of Corrections also conducted a five year study that concluded the MCI was the most durable bus on the market for special transportation runs.

Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:

MCI is the oldest manufacturer of security buses. MCI's proven roadworthiness, chassis life and life cycle costs are superior to other bus manufacturers.

There are a number of other advantages to purchasing from MCI. Corrections' Bus Operators prefer the MCI instrumentation panel, and the bus's operating diagnostic prompts facilitate troubleshooting problems on the road. In addition, training costs for both bus operators and bus mechanics are reduced when purchasing vehicles from the same manufacturer.

Reasons why my department requires these unique features and what benefit will accrue to the county:

The Sheriff's Department is currently transporting 106,000 inmates annually. The expansion at Larry D. Smith Correctional Facility will add another 75 daily inmate round trips. The Sheriff's Department must have a bus which is dependable, with superior safety features for this crucial specialized transportation. MCI has manufactured a bus product that is superior to other bus manufacturers, and the firm has created a reputation as the leading bus designer for inmate transportation throughout the nation.

Price Reasonableness:

MCI provided the Sheriff's Department with a letter detailing its recent sales of forty foot buses. Our purchase price is in line with recent purchases of the Los Angeles, San Diego and San Bernardino Sheriff's Departments.

Does moving forward on this product or service further obligate the county to future similar contractual arrangements?

No

Period of Performance:

(Provide a defined period of performance. Please note multi-year terms require Board approval, unless renewable in one year increments and the Purchasing Agent approves the terms.)

This is a one-time purchase and it is anticipated that the bus has a life-expectancy of approximately ten years.



Department Head Signature

Date

Purchasing Department Comments:

Approve

Approve with Condition/s

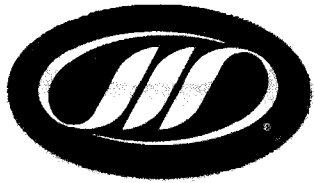
Disapprove



Purchasing Agent

10-21-10

Date



MOTOR COACH INDUSTRIES

October, 5, 2010

Lt. Perri Feinstein
Riverside County Sheriff's Department
Robert Presley Detention Center
4000 Orange Street
Riverside, CA 92501

RE: Motor Coach industries ISTV Competitive Pricing

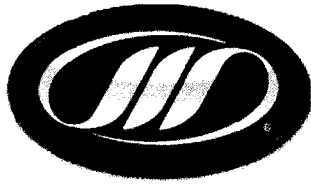
Dear Lt. Feinstein:

This letter is in response to your inquiry regarding the competitiveness of the pricing provided to the Riverside County Sheriff's Department for two (2) Inmate Security Transportation Vehicle (ISTV), manufactured by Motor Coach Industries, Inc. (MCI). Please find our response outlined below.

As a rule, the inmate transportation industry is highly specialized and every agency has its own unique product requirements. It is important to recognize that every ISTV manufactured by MCI is custom built to the customer's specifications. No two customers equip their coaches with exactly the same options. As a result, no two customers' units are priced exactly the same. However, it has been the practice of MCI to utilize the same pricing structure and procedure for all state, county and municipal ISTV units.

The MCI pricing structure is typically revised on an annual basis to reflect model year changes. MCI reserves the right to introduce product enhancements at other times of the year which may have an impact on product pricing across the board or relative to specific option combinations. In addition, MCI, and all vehicle manufacturers in general, are subject to compliance with revisions in federal or state laws that may mandate product modification, which could have an impact on product pricing (such as the recent 2010 emission regulations).

However, as a sample, below is pricing information for several recent ISTV orders placed by various agencies:



MOTOR COACH INDUSTRIES

<u>Agency</u>	<u>Cells</u>	<u>Seating</u>	<u>Year</u>	<u>Sell Price w/out Taxes</u>	<u>2010 Engine</u>	<u>Sell Price w/2010 Engine but w/out Taxes</u>
LA County	6	50	2010	\$456,044	\$18,000	\$474,044
Sheriff	6	52	2009	\$439,407	\$18,000	\$457,407
San Diego Sheriff	3	52	2009	\$448,500	\$18,000	\$466,500
San Bernardino Sheriff	4	57	2009	\$459,052	\$18,000	\$477,052
Kern County Sheriff	10	52	2010	\$441,095.75	\$18,000	\$459,095.75
State of CA	3	38	2010	\$441,872	\$18,000	\$459,872

In summary, the ISTV pricing being provided to the Riverside County Sheriff's Department was developed utilizing the same pricing method and structure that we have used for all state, county and municipal IS customers.

For a new production coach delivered FOB Riverside, CA in the 2010 calendar year with the attached specifications, the pricing would be as follows:

MCI ISTV with a 2010 engine and with segregation cells is $\$456,359.00 + \$39,931.41 + 15.75 = \$496,306.16$ per coach.

MCI ISTV with a 2010 engine but without segregation cells but with a is $\$430,444.00 + \$37,663.85 + 15.75 = \$468,123.60$ per coach.

Note: Delivery would be 240 days ARO or sooner. The current California State Tax Rate for Riverside Sheriff is 8.75%. There is an additional tire tax of \$1.75/tire X 9 tires. If a 2009 engine is available and Riverside Sheriff specifies a 2009 engine, the per unit price is \$ 18,000 less.

MCI Is pleased to provide this quotation to the Riverside County Sheriff's Department. If you have any questions or requests for additional information, please contact me at (847) 909-9469.

Warmest regards,
Thomas J. Wagner
Thomas J. Wagner
Director of Business Development Public Sector

CC:
Mark Reuter
Mike Harpin
Ron Senter

TJW/pdl