

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

460



**FROM: FIRE**

**SUBMITTAL DATE:**  
January 1, 2012

**SUBJECT:** Sole Source Professional Service Agreement with Northrop Grumman Systems Corporation

**RECOMMENDED MOTION:** Move That the Board of Supervisors:

1. Approve and authorize purchasing agent to execute one year sole source agreement with Northrop Grumman Systems Corp. for Computer Aided Dispatch (CAD) enhancements, enhancement's licensing, and enhancement's maintenance, not to exceed \$250,000 annually without seeking competitive bids, which includes an option to renew the agreement for four (4) additional one (1) year periods; and
2. Authorize Purchasing Agent, in accordance with Ordinance No, 459 to exercise the renewal option based upon availability of fiscal funding, and to sign amendments that do not change the substantive terms of the agreement, including amendments to the compensation provision that do not cause the contract to exceed \$250,000 annually.


**BACKGROUND:** Continued on Page 2

  
John R. Hawkins, County Fire Chief

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 250,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 62,500	Budget Adjustment:	No
	Annual Net County Cost:	\$ 62,500	For Fiscal Year:	11/12
<b>SOURCE OF FUNDS:</b> General Fund 25%, Structural Fire Taxes 31%, Contract Revenue 44%				Positions To Be Deleted Per A-30 <input type="checkbox"/>
				Requires 4/5 Vote <input type="checkbox"/>

**C.E.O. RECOMMENDATION:**

APPROVE

BY:   
Robert Tremaine

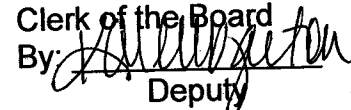
**County Executive Office Signature**

- Consent
- Policy
- Consent
- Policy

**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Ashley, seconded by Supervisor Buster 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: January 10, 2012  
xc: Fire, Purchasing

Kecia Harper-Ihem  
Clerk of the Board  
By:   
Deputy

Prev. Agn. Ref.: 5/5/09 3.11; 3/17/09 3.32; 4/11/06 3.14

District: All

Agenda Number:

3.36

Dept's Recomm.:  
Per Exec. Ofc.:

Departmental Concurrence

Purchasing:  Mark Seiler, Assistant Director

RE: Sole Source Professional Service Agreement with Northrop Grumman  
Systems Corporation  
Date  
Page 2

**BACKGROUND: (Continued)**

The Riverside County Fire Department (Fire) utilizes the Northrop Grumman Systems Corporation Altaris CAD system as provided under the contract for fire protection services with the California Department of Forestry and Fire Protection (CALFIRE) to dispatch emergency calls. The Altaris CAD system is a sole proprietary program of Northrop Grumman Corp. All enhancements and license maintenance is owned and controlled by Northrop Grumman Corp. and is not for sale to any third party vendors or companies at this time.

On May 5, 2009, Agenda #3.11, March 17, 2009, Agenda #3.32 and April 11, 2006, Agenda #3.14; Fire received approval for the purchase of the CommandPoint Automated Vehicle Location System (AVL) and CommandPoint Automated Vehicle Location System (AVL) enhancements to the Altaris CAD system along with additional software licenses. The Mobile and AVL enhancements to the Altaris CAD system decreased the response and reaction time of fire personnel to emergency calls for assistance.

In the future, Fire may have the need for future enhancements, additional licensing, and/or enhancement's maintenance. Due to our contract with CALFIRE, we must utilize Northrop Grumman for all CAD enhancements. Additional licensing and maintenance would be due to an increase in call volume, additional contract partners or additional enhancements. At this time, we are researching a CAD to Electronic Patient Care Reporting (ePCR) system enhancement. This system will allow seamless and accurate data transfer to the County's ePCR system.

**PRICE REASONABLENESS:**

The price to purchase additional licenses is \$320.00 per license. The price provided by Northrop Grumman reflects a discount of 20% off of license fees for CAL FIRE/Riverside County Fire.

Date: \_\_\_\_\_

From: John R. Hawkins, Fire Chief Department/Agency: Fire

To: Board of Supervisors/Purchasing Agent


Via: Purchasing Agent

Subject: Sole Source Procurement; Request for Contract with Northrop Grumman Systems Corporation

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:** Altaris Computer Aided Dispatch (CAD) enhancements and annual licensing and maintenance on those enhancements. This would include the CommandPoint Automated Vehicle Location System (AVL), CommandPoint Mobile System (Mobile) and any possible future enhancements needed by the Department.
2. **Supplier being requested:** Northrop Grumman Corporation (VC#80211)
3. **Alternative suppliers that can or might be able to provide supply/service:** None, the Altaris CAD system and enhancements are a sole proprietary program of Northrop Grumman Systems Corporation.
4. **Extent of market search conducted:** Through the contract between County of Riverside and California Department of Forestry and Fire Protection the CAD system has been provided for use in aiding to dispatch emergency calls. The market research was not extensive, due to the system being proprietary through Northrop Grumman.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Currently County Fire, under contract with CALFire, utilizes the Northrop Grumman Altaris CAD system in our Emergency Command Center for dispatching. This CAD system is a sole proprietary program of Northrop Grumman Systems Corporation and there are no other vendors who can provide enhancements, enhancement's licensing and maintenance, and service.
6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** The Northrop Grumman CAD system is being utilized throughout CALFire along with the County of Riverside Fire Department. Maintaining licensing and maintenance services annually of this system's enhancements ensures the continue use of those enhancements.
7. **Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:**
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).** The utilization of the CAD system is not likely to be replaced by CALFire in the near future. There will be continued licensing and maintenance for all of our current enhancements. There will also be continued licensing and maintenance on all future possible enhancements as well.

9. **Period of Performance:** January 2012 to January 2013; renewable in one year increments for five (5) years.

  
**Department Head Signature** 12/22/11  
**Date**

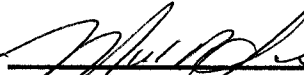
Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$ 250,000      One time      Annual Amount through 6/30-2016

  
**Purchasing Agent** 12-29-11  
**Date** 12-338  
**Approval Number**  
(Reference on Purchasing Documents)