

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

403



FROM: Stanley Sniff, Sheriff - Coroner - PA

SUBMITTAL DATE:
03/15/13

SUBJECT: Approval of a Sole Source Purchase of Interoperable Downlink Communications Equipment from Helinet Technologies for the Sheriff's Aviation Bureau

RECOMMENDED MOTION: Move that the Board of Supervisors:

1. Authorize the Purchasing Agent to award a sole source purchase for the Sheriff's Department of one complete interoperable downlink communications ground mobile viewer from Helinet Technologies, in the amount of \$70,100, without obtaining competitive bids in accordance with Ordinance 459.4
2. Authorize the Purchasing Agent to procure replacement parts/upgrades, and repair and inspection services from Helinet Technologies during the useful life of the downlink communications equipment, at a cost not to exceed \$25,000 annually.
3. Approve and direct the Auditor-Controller to make the budget adjustments on the attached Schedule A. FISCAL PROCEDURES APPROVED

(Continued on PAIR-1000), CPA, AUDITOR-CONTROLLER

BY: Lisette Rose
Lisette Rose

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

FINANCIAL DATA

Current F.Y. Total Cost:	\$70,100	In Current Year Budget:	No
Current F.Y. Net County Cost:	\$2,100	Budget Adjustment:	Yes
Annual Net County Cost:	\$0	For Fiscal Year:	2012-13

SOURCE OF FUNDS: State Homeland Security Grant Program (97%)
and Sheriff's Aviation Budget (3%)
BR 13-070

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

MINUTES OF THE BOARD OF SUPERVISORS

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

Ayes: Jeffries, Tavaglione, Stone and Ashley
Nays: None
Absent: Benoit
Date: May 7, 2013
xc: Sheriff, RCIT, Purchasing, Auditor, EO

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

3-13

ACIT [Signature] 240 p13
 Departmental **Kevin K Crawford, CIO**
 Purchasing: [Signature] **Mark Seller, Assistant Director**

Dept't Recomm.: Policy
 Per Exec. Ofc.: Policy

CLERK REC'D BY DEPT. CLERK
RECEIVED RIVERSIDE COUNTY

**Sole Source Approval for the Purchase of Downlink Aviation
Communications Equipment from Helinet Technologies**

BR 13-070

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BACKGROUND AND SOLE SOURCE JUSTIFICATION: The department is seeking Interoperable downlink communications equipment and installation between a mobile ground command vehicle and Sheriff's helicopters and the fixing aviation fleet. The purchase and installation of this equipment will complement the current Homeland Security Grant project to upgrade the aviation fleet communications interoperability.

In 2011, the Riverside County Sheriff's Department took part in a regional homeland security grant involving Riverside Police Department, Ontario Police Department and San Bernardino Sheriff's Department and installed downlink technology in its helicopters. The vendor chosen by the grant administrator after an extensive bidding process was Helinet Technologies. They were required to furnish equipment, train, and provide warranty repairs.

The Riverside County Sheriff's Aviation Unit has installed the Helinet Technologies downlink system in two of its five aircraft. Helinet provides customized parts for our aircrafts, and it is crucial that we keep the continuity throughout our fleet. The type of equipment that Helinet Technologies uses is specific to their company and they own the F.A.A. type certificate needed to install and attach the equipment to the aircrafts. Using the same type of equipment reduces down time for training, improves the ability of the user to manipulate the instrument by not having to remember different types of equipment, decreases maintenance downtime and costs by having the availability to swap out components between aircraft.

Downlink technology allows images seen by the aircrew to be broadcasted to a predetermined location such as a command post. The Riverside County Sheriff's Department has used the downlink technology during tactical situations, natural disasters and other incidents where real time images of the affected area are needed to be seen by law enforcement and/or fire command staff. The real time images allow law enforcement to develop tactical strategies in severe situations and coordinate missions accordingly to visuals. This will ensure the safety of our personnel and allow them to communicate through the downlink technology.

In addition to the law enforcement agencies specified above, this downlink technology is currently being used by major southern California law enforcement agencies such as the Los Angeles Police Department and Los Angeles County Sheriff's Department. The technology allows any law enforcement agency using the dedicated frequency to broadcast to another agency. Since the installation of downlink, the Riverside County Aviation Unit has been requested to assist the City of Riverside to provide downlink images during civil unrest incidents and major city events. During a protest that occurred on the border of Riverside County and the City of Ontario, the Riverside County Aviation Unit not only broadcasted images to the Riverside County Command post but also to the Ontario Police Command post.

**Sole Source Approval for the Purchase of Downlink Aviation
Communications Equipment from Helinet Technologies**

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The purchase of the communications equipment will be paid for under the remaining funds of the department's current State Homeland Security Grant Program for 2011 award (\$68,000), with the balance being absorbed by the departmental Aviation budget (\$2,100).

PRICE REASONABLENESS: The pricing structure for this purchase is consistent with the price Helinet is currently offering to local, state, and federal agencies. As a further demonstration of price reasonableness, Helinet provided Sheriff's staff with a June 2012 price quote for a Los Angeles County Sheriff's Department downlink communications equipment and installation project very similar to our current project. In the interim between the two projects, the unit prices for some pieces of equipment have increased and the cost for project engineering also increased, but the installation price is identical for both projects. Helinet Technologies will also provide in-service training at our facility and 24-hour technical assistance without cost to the county.

Schedule A

Increase Appropriations:

10000-250-030-0000-546070	Equipment – Vehicle Communication	\$68,000
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Increase Estimated Revenues:

10000-250-030-0000-767220	Federal – Other Operating Grants	\$68,000
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Date: April 23, 2013
From: Will Taylor, Director of Finance Department/Agency: Sheriff/Aviation
To: Board of Supervisors/Purchasing Agent
Via: Purchasing Agent
Subject: Single Source Procurement; Request for Helinet Technologies Parts and Services

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:** Interoperable downlink communications equipment and installation between a mobile ground command vehicle and Sheriff's helicopters and the fixed-wing aviation fleet. The purchase and installation of this equipment will complement the current Homeland Security Grant project to upgrade the aviation fleet communications interoperability.
2. **Supplier being requested:** Helinet Technologies, Vendor #108631
3. **Alternative suppliers that can or might be able to provide supply/service:** None
4. **Extent of market search conducted:** Internet Search of California & Nevada Helicopter Service Centers.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:**

In 2011, a regional homeland security grant under the Urban Area Security Initiative (UASI) awarded funding to the City of Riverside Police Department, the City of Ontario Police Department and the San Bernardino County Sheriff's Department. Under that grant, funding was utilized to install downlink technologies in two Riverside County Sheriff's Department helicopters. After an extensive bidding process, the vendor chosen by the grant administrator to provide and install the equipment was Helinet Technologies. Helinet furnished and installed the equipment, provided training and all repair warranties.

The Riverside County Sheriff's Aviation Unit currently has an award under the State Homeland Security Grant Program (SHSGP) and would like to complement the existing Helinet Technology downlink systems already installed in the aircraft with a mobile downlink ground unit. Helinet uses customized parts specific to each installation and systems equipment proprietary to their company. It is critical we keep the continuity throughout our fleet, particularly with regards to the communications equipment. Continuity between the equipment reduces down time due to system conflicts, training, optimizes equipment use and familiarity, and decreases maintenance downtime and costs by having the availability to swap out components between aircraft. Helinet maintains the appropriate F.A.A. certification necessary to install the communications equipment in the aircraft.

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

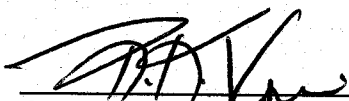
Downlink technology allows images seen by the aircrew to be broadcast to a predetermined location such as a command post. This downlink technology is currently used by major southern California law enforcement agencies such as the Los Angeles Police Department and Los Angeles County Sheriff's Department. The technology allows any law enforcement agency using the dedicated frequency to broadcast to another agency. Since the installation of downlink, the Riverside County Aviation Unit has been requested to assist the City of Riverside to provide downlink images during civil unrest incidents and major city events. During a protest that occurred on the border of Riverside County and the city of Ontario, the Riverside County Aviation Unit not only broadcasted images to the Riverside County Command post but also to the Ontario Police Command post. The Riverside County Sheriff's Department has used the downlink during tactical situations; natural disasters and other incidents where real time images of the affected area are need to be seen by law enforcement and/ or fire command staff. Helinet Technologies provides in-service training at our facility and 24-hour technical assistance without cost to the county.

7. Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:

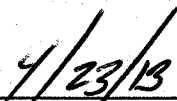
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8. Does moving forward on this product or service further obligate the county to future similar contractual arrangements or any ongoing costs affiliated with this sole source? (Maintenance, support, or upgrades, if so, please explain). Yes, the Department may need to utilize Helinet for equipment maintenance and support.

9. Period of Performance: Current purchase: March 1, 2013 – November 1, 2013. The department is also requesting on-going support from the firm for the useful life of the downlink communications equipment with an annual spending authorization of \$25,000.



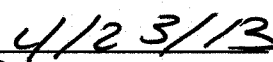
Chief Deputy Signature



Date



Department Head Signature



Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$ 70,100.
for the life of the equipment.

One time

Annual Amount of \$25,000 for service/support


Purchasing Agent

4-23-13

Date

13-456 & B-456 'A'

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

24385
Tracking Number for
Internal Use Only

3/21

REQUESTED PURCHASE: INSTALLATION OF INTEROPERABLE DOWNLINK COMMUNICATION																	
DEPARTMENT/AGENCY: SHERIFF-AVIATION																	
CONTACT NAME/PHONE: CARLOS SALVADOR (951) 955-9709																	
PURCHASE REQUEST: <input checked="" type="checkbox"/> NEW EQUIPMENT/SERVICES <input type="checkbox"/> UPGRADE <input type="checkbox"/> REPLACEMENT																	
PURCHASE TYPE: <input type="checkbox"/> PROFESSIONAL SERVICES <input checked="" type="checkbox"/> SOFTWARE <input checked="" type="checkbox"/> HARDWARE <input type="checkbox"/> RENEWAL																	
DESCRIBE REQUESTED PURCHASE	The installation of the interoperable downlink communication equipment between a mobile ground command vehicle and Sheriff helicopters will provide a clear image from the aircrew down to personnel on the ground. This technology will be utilized during tactical situations, natural disasters, and any other incidents where this technology can be crucial. This will allow better vision from our helicopters to better assist and plan tactical movement and deployment. The vendor is Helinet Technologies.																
BUSINESS NEEDS ADDRESSED	The Interoperable Downlink Communication will accomplish the missions of the Sheriff Aviation Team: <ol style="list-style-type: none"> 1. Tactical situation planning 2. Real time imaging to better provide service and security 3. Emergency 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 checked="" type="checkbox"/> Improve Customer Service <input checked="" type="checkbox"/> Improve Operational Efficiencies																
BUSINESS RISKS	Financial: None Operational: None Customer: None																
ALTERNATIVE SOLUTIONS	1. Helinet Technologies is the proprietary vendor 2.																
TRANSACTION	<input checked="" type="checkbox"/> Cash Purchase <input type="checkbox"/> Lease Purchase Lease Years: _____																
PURCHASE COSTS Hardware: \$45,260	COST BENEFIT ANALYSIS <table border="1"> <thead> <tr> <th></th> <th>ALTERNATIVE REMOTEC</th> <th>ALTERNATIVE</th> <th>ALTERNATIVE</th> </tr> </thead> <tbody> <tr> <td>Current Annual Cost</td> <td>\$70,100.25</td> <td></td> <td></td> </tr> <tr> <td>Ongoing Annual Cost</td> <td>0</td> <td></td> <td></td> </tr> <tr> <td>Annual Cost Savings</td> <td>No Savings</td> <td></td> <td></td> </tr> </tbody> </table>		ALTERNATIVE REMOTEC	ALTERNATIVE	ALTERNATIVE	Current Annual Cost	\$70,100.25			Ongoing Annual Cost	0			Annual Cost Savings	No Savings		
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TSOC explanation for denied requests:

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: _____

RCIT explanation for non-recommended requests:

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

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

BY: _____ Date: _____

Chief Information Officer Signature: _____ Date: _____

RCIT - APPROVED 3/27

Department Head Signature: *Frank P. Brown* Date: 3/19/13

Software: \$	Net Annual Savings	0
Labor: \$19,200	Project Implementation Cost	
TOTAL COST: \$70,100.25	Project Payback Period? yrs	



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

Tracking Number for Internal Use Only

26385

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