

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

634



**FROM: SHERIFF'S DEPARTMENT**

**SUBMITTAL DATE:**  
02/25/14

**SUBJECT:** Approval of a Single Source/Special Opportunity Purchase of Services and Equipment from Hangar One Avionics for the Sheriff's Aviation Unit, All Districts. [\$257,332 – Department Budget]

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

1. Authorize the Purchasing Agent to purchase services and equipment for Sheriff's helicopters from Hangar One Avionics for an amount not to exceed \$257,332, without securing competitive bids in accordance with Ordinance No. 459.4.

**BACKGROUND:**

Summary

Hangar One Avionics is currently installing the PSEC equipment and critical communication operability radios in the last two of the Sheriff's American Eurocopter aircraft. To facilitate the equipment installation (Continued on Page 2)

*Stanley L. Spiff, Jr.*  
Stanley L. Spiff, Jr.  
Sheriff-Coroner-PA  
Will Taylor, Director of Administration

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost:	POLICY/CONSENT (per Exec. Office)
COST	\$ 257,332	\$ 0	\$ 257,332	\$ 0	Consent <input type="checkbox"/> Policy <input checked="" type="checkbox"/>
NET COUNTY COST	\$ 257,332	\$ 0	\$ 257,332	\$ 0	
<b>SOURCE OF FUNDS:</b> Department budget – General Fund				<b>Budget Adjustment:</b>	No
				<b>For Fiscal Year:</b>	13/14

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

APPROVE

**County Executive Office Signature**

*Elizabeth J. Olson*  
Elizabeth J. Olson

**MINUTES OF THE BOARD OF SUPERVISORS**

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

Ayes: Jeffries, Stone, Benoit and Ashley  
Nays: None  
Absent: Tavaglione  
Date: March 18, 2014  
xc: Sheriff, Purchasing

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

**Prev. Agn. Ref.:** 5/7/13 3-13 & 2/11/14 3-50 | **District:** All

**Agenda Number:**

FISCAL PROCEDURES APPROVED  
PAUL ANGULO, CPA, AUDITOR-CONTROLLER  
BY: *Paul Angulo* 3/4/14  
Departmental Concurrence

Purchasing: *Mark Sailer* Assistant Director

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

3-35

**SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**  
**FORM 11: Approval of a Single Source/Special Opportunity Purchase of Services and Equipment from**  
**Hangar One Avionics for the Sheriff's Aviation Unit, All Districts. [\$257,332 – Department Budget]**

**DATE: 02/25/14**

**PAGE: 2 of 3 (BR 14-064)**

**BACKGROUND:**

**Summary**

Continued

in one of the aircraft, many components have been removed to allow access to the main electrical panels and flight systems. While the aircraft is in this state, it provides the Department a prime opportunity to enlist Hangar One Avionics to conduct some additional installations.

Hangar One Avionics has experience and knowledge of the American Eurocopter aircraft, since it has been involved in several large projects with the Riverside Sheriff's Department. Most importantly, this vendor has been installing the PSEC equipment and the "critical communication operability" radios in the aircraft. From these projects, it has gained superior knowledge of the aircrafts' engineering and audio component layout. It also possesses the engineering designs necessary for troubleshooting this equipment in the event of failure.

In 2011, Riverside Sheriff's Aviation Unit received grant funding from a regional Urban Area Security Initiative (UASI) for the installation of video downlink equipment in two aircraft. Ontario Police Department was the grant lead agency and through a bid process it awarded Hangar One Avionics the contract to install and maintain the equipment. Again, Hangar One Avionics played a significant role in the engineering and component layout of the sheriff's aircraft. Aviation staff has been very satisfied with the operation of the video downlink system, and it budgeted in this fiscal year for the purchase and installation of two additional downlink systems.

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 required 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 affected citizens on the ground.

Based on Hangar One Avionics' experience alone, it makes sense to utilize this vendor to install the downlink systems. It makes even more sense to contract with this vendor now. With one of the helicopters already disassembled, we will save approximately \$45,000 in labor costs that would be expended to another vendor or perhaps again to Hangar One Avionics, if we bid the installation of downlink systems as a separate purchase order and the same components would have to be removed yet again.

Further, the Sheriff's Department has sought a bid from Rotorcraft Support Industries for this work, another helicopter repair station in Southern California. As of this writing, Rotorcraft has not submitted a bid.

**Contract History and Price Reasonableness**

Hangar One Avionics is offering the Sheriff's Department a 10% discount on its usual \$100 per hour labor cost, which is consistent with the pricing it offers to all government agencies. It will also be procuring the video downlink systems from Helinet Technologies. Helinet provided the downlink systems installed with the UASI grant. On May 7, 2013 (3.13), the Board approved Helinet as the sole source provider for the

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**DATE:** 02/25/14

**PAGE:** 3 of 3 (BR 14-064)

downlink systems. In an e-mail to the Sheriff's Department, Helinet stated that it is offering the County preferential pricing on the downlink equipment because of the original UASI grant project.

**Equipment Cost:**

monitor	\$16,020.24
moving Map	2,500.00
Airborne Downlink Antenna System x 2	<u>152,109.00</u>
	<b>\$170,629.24</b>

**Labor Cost:**

Monitor	\$1,350.00
Moving Map	9,000.00
Airborne Downlink Antenna System x 2	<u>62,000.00</u>
	<b>\$72,350.00</b>

**Additional Charges**

Shipping	\$650.00
<b>Sales Tax (8.00%)</b>	<b>\$13,702.34</b>

<b>Total</b>	<b>\$257,331.58</b>
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**Impact on Citizens and Businesses**

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 required 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 affected citizens on the ground.

Utilization of Hangar One Avionics to perform the installation work is predicated on the vendor's superior knowledge of our helicopters' engineering and audio component layout. In addition, the Department will save approximately \$45,000, by performing one of the downlink installations when that helicopter has a number of its components already removed.

Date: February 19, 2014  
From: Will Taylor, Chief of Finance Department/Agency: Sheriff/Aviation  
To: Board of Supervisors/Purchasing Agent  
Via: Purchasing Agent  
Subject: Single Source Procurement; Request for Hangar One Avionics

The below information is provided in support of my Department requesting approval for a single source. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for single source.

1. **Supply/Service being requested:** The Department is requesting approval for Avionics upgrades/installations for two American Eurocopter helicopters.
2. **Supplier being requested:** Hangar One Avionics, Vendor #1054461
3. **Alternative suppliers that can or might be able to provide supply/service:** Rotorcraft Support Industries, Van Nuys, Ca., Big Valley Aviation, Stockton, Ca. and Advanced Helicopter Services, Woodland, Ca.
4. **Extent of market search conducted:** A market search was conducted in California and Nevada. The Department has sought a bid from Rotorcraft Support Industries; after Hangar One Avionics, it is the next closest repair station to the Aviation facility. As of the writing, Rotorcraft has not responded with a bid. This project has a critical time schedule since the funding for this project has been budgeted for this fiscal year.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** The Sheriff's Department currently has one aircraft at Hangar One Avionics undergoing an equipment installation. To facilitate the installation, many components have been removed to allow access to the main electrical panels and flight systems. While the aircraft is in this state, it provides the Department a prime opportunity to enlist Hangar One Avionics to conduct some additional installations. Since the parts removal process is labor intensive, the Department can realize a cost savings in labor by having the vendor do the additional work while the aircraft is partially unassembled and accessible. Furthermore, each time a component or panel is removed, the chance it could be damaged or become unserviceable increases. Hangar One Avionics is a fully FAA certified repair station and parts vendor.

Hangar One Avionics has experience and knowledge of the American Eurocopter helicopters since it has been involved in several large projects with the Riverside Sheriff's Department. Most importantly, this vendor installed the PSEC radios and the "critical communication operability" radios in the aircraft. From these projects, it has gained superior knowledge of the aircrafts' engineering and audio component layout. It also possesses the engineering designs necessary for troubleshooting this equipment in the event of failure.

In 2011, Riverside Sheriff's Aviation Unit received grant funding from a regional Urban Area Security Initiative (UASI) for the installation of video downlink equipment in two aircraft. Ontario Police Department was the grant lead agency and through a bid process awarded Hangar One Avionics the contract to install and maintain the equipment. Again, Hangar One Avionics played a significant role in the engineering and component layout of the Sheriff's aircraft. Aviation staff has been very satisfied with the operation of the video downlink system, and it budgeted in this fiscal year for the installation of two additional systems.

6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** Hangar One is in the process of installing PSEC and Homeland Security grant "critical communication interoperability" radios in an American Eurocopter helicopter. The Department is proposing to take this opportunity to, at the same time, also install the video downlink system and an upgraded monitor and moving map. Utilizing this opportunity, we will eliminate the need to send the aircraft to another location, which will reduce down time for the aircraft and increase its availability to the Sheriff's Aviation Unit, and we will save on labor cost from an additional disassembly of the aircraft. All parts used have a Federal Aviation Administration specific type certificate and are install ready, which reduces time and cost spent on modifications before installation.
7. **Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:** Since the parts removal process is labor intensive, the Sheriff anticipates to save \$45,000 in labor cost (500 hours X \$90 = \$45,000). Hangar One Avionics offers a 10% discount on labor costs, which is consistent with pricing they provide to other municipalities. On average, vendors charge \$100 per hour for labor; Hangar One Avionics is offering \$90 per hour labor rate.

**Equipment Cost:**

monitor	\$16,020.24
moving map	2,500.00
airborne downlink antenna system x 2	<u>152,109.00</u>
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**Labor Cost:**

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	<b>\$72,350.00</b>

**Additional Charges**

Shipping	<b>\$650.00</b>
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**Taxes on Equipment and Shipping: \$13,702.34**

**Total cost \$257,331.58**

Hangar One Avionics will purchase the Airborne Downlink Antenna Systems from Helinet Technologies, which the Board approved as a sole source provider for these systems on 05/07/13 (3.13). In an e-mail to the Sheriff's Department, Helinet stated that it is offering the County preferential pricing on the downlink equipment because of the original UASI grant project.

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. However, because of the experience that Hangar One Avionics has gained by conducting the installation work detailed above, it would be sensible to obtain quotes from the vendor for future repairs, as necessary.
9. **Period of Performance:** Request for a one time service for equipment and installation not to exceed \$257,332.

Chief Deputy Signature

Date

*W. M. Taylor*

Department Head Signature

Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$ 257,332  One time      Annual Amount through \_\_\_\_\_

*M. R. [Signature]*

2-28-14

14-378

Purchasing Agent

Date

Approval Number  
(Reference on Purchasing Documents)