

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

195



**SUBMITTAL DATE:**  
03/31/14

**FROM:** Sheriff-Coroner-PA

**SUBJECT:** Approval of Helistream Incorporated as the Single Source Provider for Helicopter Pilot Training for the Sheriff's Aviation Unit, All Districts. [\$350,000 – 100% General Fund] FY 13-14 thru 16-1

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

1. Authorize the Purchasing Agent to issue a helicopter training Purchase Order to Helistream, Incorporated, on behalf of the Sheriff's Department, for a cost not to exceed \$100,000 per year until June 30, 2017, without securing competitive bids, in accordance with Ordinance 459.4.

*Will Taylor*  
Stanley L. Snuff Jr.  
Sheriff-Coroner-PA  
Will Taylor, Dir. of Administration

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost:	POLICY/CONSENT (per Exec. Office)
COST	\$ 50,000	\$ 100,000	\$ 350,000	\$ 0	Consent <input type="checkbox"/> Policy <input checked="" type="checkbox"/>
NET COUNTY COST	\$ 50,000	\$ 100,000	\$ 350,000	\$ 0	
<b>SOURCE OF FUNDS: 100% General Fund</b>				<b>Budget Adjustment: No</b>	
				<b>For Fiscal Year: 13/14 -16/17</b>	

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

BY: *Elizabeth J. Olson*  
**County Executive Office Signature** Elizabeth J. Olson

**MINUTES OF THE BOARD OF SUPERVISORS**

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

**Ayes:** Jeffries, Tavaglione, Stone, Benoit and Ashley  
**Nays:** None  
**Absent:** None  
**Date:** April 22, 2014  
**xc:** Sheriff, Purchasing

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

**Prev. Agn. Ref.:** 03/16/10 3.52 | **District:** All | **Agenda Number:**

3-66

PAUL ANGULO, CPA, AUDITOR-CONTROLLER  
BY: *Esteban Hernandez*

Departmental Concurrence

Purchasing: *Mark Seiler*  
Mark Seiler, Assistant Director

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

**SUBMITTAL TO THE BOARD OF SUPERVISORS, COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**  
**FORM 11: Approval of Helistream Incorporated as the Single Source Provider for Helicopter Pilot Training for the Sheriff's Aviation Unit, All Districts. [\$350,000 – 100% General Fund]**

**DATE:** 03/31/14

**PAGE:** Page 2 of 3 (BR 14-072)

**BACKGROUND:**

**Summary**

Since 2001, Sheriff's Aviation has been using the Airbus Helicopters' (formerly American Eurocopter) AS350B-3 for their primary operation, with four in the fleet and one Bell OH-58. The federal Aviation Administration requires special training to maintain compliance for commercial pilot rating and specialized certificates. Since 2009, the Department has used Helistream Inc, for helicopter pilot training. The Board approved the vendor as a sole source provider for this service pursuant to a three-year agreement on 3/16/10 (3.52). Based at John Wayne Airport in Orange County; it is the only facility in the southwest United States that offers all the required training for pilots in the Airbus AS350B-3.

Helistream Inc specializes in training law enforcement agencies in air operations. Government entities such as the Drug Enforcement Agency, the Sacramento and San Bernardino Sheriff's Departments, the Fresno, Huntington Beach and San Jose Police Departments, and the California Highway Patrol all attend training at Helistream Inc. In establishing training needs from a vendor for Department pilots, the following list was developed.

The vendor must:

Have access to an Airbus Astar AS350B3 and Bell 206.

Have Certified Flight Instructors in rotary aircraft.

Have Certified Flight Instrument Instructors.

Have Certified Night Vision Goggle Instructors.

Provide High Altitude training.

Provide turbine transition training.

Provide pilot training in all areas of rotary aircraft operations (private, commercial, certified flight instructor, instrument).

Provide FAA required biannual flight training.

The location of training should be convenient and in close geographical location.

Flexibility in the training needs of the Department.

Provide recurrency training (to include full touch down emergency procedures) based upon the needs of the Department but no less than two times a year.

Provide recurrency night vision goggle training to include full touch down emergency procedures.

Helistream Inc meets or exceeds all of the department needs.

**Contract History and Price Reasonableness**

As stated previously, Sheriff's Aviation has used Helistream for pilot training since 2009. The only other pilot training center in the U.S. that utilizes the Airbus AS350B-3 is the center at the Airbus Helicopter factory in Grand Prairie, Texas. However, Airbus does not offer initial commercial pilot training nor does it offer high altitude training, which Helistream does. In addition, to cost savings realized with training locally, Helistream offers its training at much lower prices as detailed below:

**Airbus Helicopters Pilot Recurrency Training:**

Flight Time      \$2,750 per hours for 4.5 hours.

Ground School    \$234 per hour for 6 hours.

**Total \$13,779 per pilot/student**

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**FORM 11: Approval of Helistream Incorporated as the Single Source Provider for Helicopter Pilot Training for the Sheriff's Aviation Unit, All Districts. [\$350,000 – 100% General Fund]**

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**PAGE:** Page 3 of 3 (BR 14-072)

**Helistream Pilot Recurrency Training:**

Flight Time        \$1,750 per hours for 4 hours.

Ground School    \$160 per hour for 6 hours.

**Total \$7,960 per pilot/student**

By using Helistream Inc, a cost savings of at least \$5,819 per pilot can be realized by the department, which does not include the savings in travel and per diem costs realized by training at a local facility.

The current costs for the Helistream core pilot training classes are as follows:

Pilot Recurrency Training for six pilots \$47,760  
(6 x \$7,960 = \$47,760)

Initial Commercial Pilot Training	\$29,385
High Altitude Training	\$ 9,070
Turbine Transition Training	\$ 9,070
Night Vision Goggle Flight Training	\$11,100

Since the Sheriff's purchase order with Helistream terminated on December 31, 2013, the Department is recommending that a new order with Helistream start as soon as it can be implemented, and that it continue through June 30, 2017. The Department has budgeted adequate funding for this service in this fiscal year, which it has estimated at \$50,000. Further, as recommended here, it has proposed the \$100,000 appropriation in its FY 14-15 Aviation Unit budget.

**Impact on Citizens and Businesses**

County citizens and businesses benefit from the skills of well-trained helicopter pilots providing aerial law enforcement support and search and rescue missions. Of further benefit, is the Department's access to a local training center that provides lower-cost training in the same aircraft that Department pilots fly daily.

Date: March 31, 2014  
From: Will Taylor, Chief of Administration Department/Agency: Sheriff/Aviation  
To: Board of Supervisors  
Via: Purchasing Agent  
Subject: Single Source Procurement; Request for helicopter pilot training

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 sole source.

1. **Supply/Service being requested:** Staff is requesting helicopter pilot training for the Aviation Unit.
2. **Supplier being requested:** Helistream Inc., Vendor #84895
3. **Alternative suppliers that can or might be able to provide supply/service:** The only other American Eurocopter Authorized Training Center in the western region of the United States is Airbus Helicopters (previously American Eurocopter) in Grand Prairie, Texas.
4. **Extent of market search conducted:** Staff conducted an internet search for vendors that specialize in providing helicopter pilot training on the American Eurocopter AS350B-3 and Bell OH-58.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Sheriff's Aviation's primary fleet consists of four American Eurocopter AS350B-3 and one Bell OH-58 helicopters. Helistream Inc. is the only facility in the southwest United States region that offers all the required training for pilots for the aircrafts we have in operation. Helistream Inc. specializes in training for law enforcement agencies in air operations. Government entities such as the Federal Drug Enforcement Agency, the Sacramento and San Bernardino Sheriff's Departments, the Fresno, Huntington Beach and San Jose Police Departments, and the California Highway Patrol all utilize Helistream Inc. for training.

Helistream provides the following required training for the Department.

- Have access to an American Eurocopter Astar AS350B3 and Bell 206.
- Have Certified Flight Instructors in rotary aircraft.
- Have Certified Flight Instrument Instructors.
- Have Certified Night Vision Goggle Instructors.
- Provide High Altitude training.\*
- Provide turbine transition training.
- Provide pilot training in all areas of rotary aircraft operations (private, commercial,\* certified flight instructor, instrument).
- Provide FAA required biannual flight training.
- Provide recurrency training (to include full touch down emergency procedures) based upon the needs of the Department, but no less than two times a year.
- Provide recurrency night vision goggle training to include full touch down emergency procedures.

\*Airbus does not offer initial commercial pilot training, nor does it offer high altitude training.

The Board previously approved Helistream as a sole source provider for helicopter pilot training on 3/16/10 (3.52).

- 6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** The Federal Aviation Administration requires all pilots to maintain compliance for commercial pilot rating and specialized certificates. Using Helistream Inc. will also allow the Department to completely train our pilots in the same type/model aircraft we currently operate. By training locally, the department will save the cost for travel, boarding, and per diem expenses, which would be incurred for training at a facility out of state.
- 7. **Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:**

The following compares the per student training cost for Airbus vs. Helistream:

**Aibus Helicopters Pilot Recurrency Training:**  
 Flight Time \$2,750 per hour for 4.5 hours  
 Ground School \$ 234 per hour for 6 hours  
**Total \$13,779 per pilot/student**

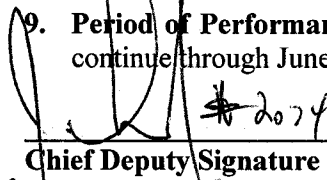
**Helistream Pilot Recurrency Training:**  
 Flight Time \$1,750 per hour for 4 hours  
 Ground School \$ 160 per hour for 6 hours  
**Total \$7,960 per pilot/student**

By using Helistream Inc, a cost savings of at least \$5,819 per pilot can be realized by the Department, which does not include the savings in travel and per diem costs realized by training at a local facility.

The Sheriff's Department is recommending that the annual cost for Helistream training shall not exceed \$100,000.

- 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

- 9. **Period of Performance:** The Department requests that training start as soon as possible and shall continue through June 30, 2015, with the option to renew annually for two (2) additional years.


 2014  
 Chief Deputy Signature Date 04/09/14

  
 Department Head Signature Date 4/9/14

Purchasing Department Comments:

Approve       Approve with Condition/s       Disapprove

Not to exceed: \$ 100,000      One time  Annual Amount through 6-30-2017

 3/31/14 14-430  
 Purchasing Agent Date Approval Number