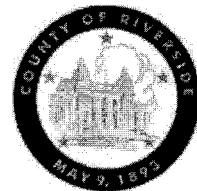


SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA



ITEM
3.53
(ID # 4770)

MEETING DATE:

Tuesday, July 25, 2017

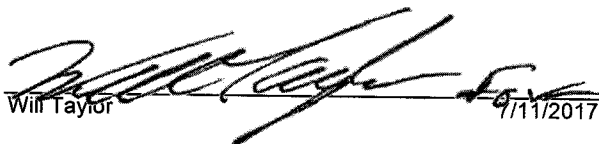
FROM : SHERIFF-CORONER-PA:

SUBJECT: SHERIFF-CORONER-PA: Approval of Airbus Helicopters, Inc. as a Single Source vendor for the Procurement of Helicopter Parts, Repairs, Inspection Services, Training and Certification of the Sheriff's Aircrafts Mechanics for Ten years. [All Districts], [\$5,000,000 – over 10 years]; 100% General Fund

RECOMMENDED MOTION: That the Board of Supervisors:

1. Authorize the Purchasing Agent to procure replacement parts, repairs, inspection services and mechanic training and certification for the Sheriff's fleet of Airbus AS350B3 helicopters directly from Airbus Helicopters, Inc. for a total aggregate amount of \$2,500,000 over five years, with the option to renew for an additional five years, in one year increments, without securing competitive bids, in accordance with Ordinance 459; and any resulting agreements or similar documents, other than purchase orders, shall be approved by County Counsel.

ACTION:

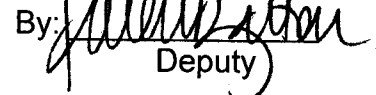

Will Taylor 7/11/2017

MINUTES OF THE BOARD OF SUPERVISORS

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

Ayes: Jeffries, Tavaglione, Washington, Perez and Ashley
Nays: None
Absent: None
Date: July 25, 2017
xc: Sheriff, Purchasing

Kecia Harper-Ihem
Clerk of the Board

By: 
Deputy

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

FINANCIAL DATA	Current Fiscal Year:	Next Fiscal Year:	Total Cost:	Ongoing Cost
COST	\$ 500,000	\$ 500,000	\$ 5,000,000	\$ 0
NET COUNTY COST	\$ 500,000	\$ 500,000	\$ 5,000,000	\$ 0
SOURCE OF FUNDS: 100% General Fund			Budget Adjustment: No	
			For Fiscal Year: 17/18-26/27	

C.E.O. RECOMMENDATION: [CEO use]

BACKGROUND:

Summary

The Riverside County Sheriff's Department has a fleet of five Airbus AS350B3 helicopters to provide airborne law enforcement services to the residents of Riverside County. These helicopters are also used to support Special Weapons and Tactics (SWAT) and search and rescue missions, and all hazard response including natural disaster assessment and personnel transport.

The Federal Aviation Administration (FAA) requires replacement parts for the helicopters to be certified by the aircrafts manufacturer and designed for use in the specific aircrafts type. Airbus Helicopter parts are purchased directly from Airbus Helicopters, Inc. for repairs made in-house by Sheriff's Aviation mechanics. Airbus Helicopters, Inc. is the most economical entity from which certified parts can be obtained.

Since the Sheriff's Department employs six (6) in-house helicopters maintenance staff, they will need to be trained and certified to perform routine maintenance and repairs for our fleet of helicopters. When extensive repairs, as well as specialty equipment modifications/installations extend beyond the training, certification, or tooling provisions of the Sheriff's aircrafts maintenance staff, the vendor is required to perform the service.

Airbus Helicopters, Inc. has two authorized helicopter service centers in Southern California: Rotorcraft Support, Inc. in Van Nuys, CA; and Advanced Helicopter Services in Woodland Hills, CA. These vendors are unable to provide a competitive pricing structure on the purchase of parts alone, cannot perform the engine overhaul services, nor the inspections required by the FAA. Advanced Helicopter Services is under contract with the Sheriff's Department for general maintenance and repairs; however, neither vendor can provide parts at the discount given by the manufacturer, nor do they provide certified training for the aircrafts mechanics.

Impact on Residents and Businesses

The use of the aircrafts provides safety for all residents of Riverside County through support of patrol operations countywide, critical missions for SWAT, hazards and natural disaster assessment and personnel transport. Sheriff's Aviation is the mandated first responder for search and rescue missions in which hoist extraction is used for otherwise inaccessible locations. Sheriff's Helicopters also provide ballot transportation for the Voter Registrar.

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

Contract History and Price Reasonableness

Airbus Helicopters' factory-direct pricing structure provides a ten percent (10%) discount from their list price on most items, which is consistent with the pricing they provide to other municipalities. Their approved service centers, Rotorcraft Support, Inc., and Advanced Helicopter Services are only able to provide a five percent (5%) discount and do not carry the volume of stock as the manufacturer; therefore, may not have parts readily available when needed.

Staff estimates that annual expenditures with Airbus should not exceed \$500,000 to cover parts, repairs and training. Additionally, two helicopters, N993SD and N994SD, are soon due for their 12-year inspections. N993SD is due in July 2018 and N994SD is due in December 2019. These inspections will require the purchase of parts and services, costing approximately \$130,000 for each inspection.

Attachment

Form # 116-333 Single Source Request


Misley Wang

7/10/2017


Lisa Brandl, Director of Purchasing and Fleet Services

7/10/2017

Date: May 16, 2017
From: Will Taylor, Director of Administration
To: Board of Supervisors
Via: Captain Danny Feltenberger, Sheriff's Department, 951-922-7680
Subject: Single Source Procurement; Request for the purchase of aircraft parts.

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. **Supplier being requested:** Airbus Helicopters Inc.
2. **Vendor ID:** 120003
3. **Supply/Service being requested:** Purchase of aircraft replacement parts, repairs, engine overhauls, inspection services and certification training of aircraft mechanics.
4. **Alternative suppliers that can or might be able to provide supply/service and extent of market search conducted:** Airbus Helicopters, Inc. (helicopter manufacturer) has two authorized service centers: Rotorcraft Support, Inc., Van Nuys, CA; and Advanced Helicopter Services, Woodland, CA. These vendors are unable to provide a competitive pricing structure on the purchase of parts alone, and cannot perform engine overhauls and the inspections on the aircraft required by the FAA. Advanced Helicopter Services is under contract for maintenance and repairs, but neither vendor can provide parts at the discount given by the manufacturer directly. The listed authorized services centers provide maintenance to many types of helicopters and only stock parts they generally use. Neither vendor offers training and certification for the aircraft mechanics.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** Since 2001, Sheriff's Aviation has been using Airbus Helicopters for their primary operations. The Sheriff's Aviation Unit currently has five Airbus AS350B-3 helicopters. Per the Federal Aviation Administration (FAA), replacement parts for aircraft must be certified by the aircraft manufacturer. Airbus Helicopters, Inc. is the OEM (Original Equipment Manufacturer). Purchasing replacement parts directly from Airbus Helicopters, Inc. reduces the aircraft down time since parts are stocked with FAA specific type certification and are delivered ready for installation. Airbus Helicopters, Inc. also provides training and certification for aircraft mechanics.
6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** The Sheriff's Department maintains a fleet of 5 Airbus Helicopters. The Aviation Unit provides support for patrol operations and search and rescue incidents County-wide. The Sheriff's Department also employs in-house aircraft maintenance staff who perform routine maintenance and repairs for our fleet of helicopters. Riverside County Risk Management requires the aircraft mechanics have training and certification from the manufacturer. Aviation aircraft must be maintained and inspected per FAA regulations and manufacturer specifications. Ongoing maintenance, purchase of parts and training of the aircraft mechanics is necessary to keep the airships available for mission critical and lifesaving events.

7. **Period of Performance:** From: 7/1/2017 to 6/30/2027
(total number of years)

Is this an annually renewable contract? ☐ No ☒ Yes
Is this a fixed-term agreement: ☒ No ☐ Yes

(A fixed-term agreement is set for a specific amount of time; it is not renewed annually. Ensure fixed-term agreements include a cancellation, non-appropriation of funds, or refund clause. If there is no clause(s) to that effect, then the agreement must be submitted to the Board for approval.)

8. **Identify all costs for this requested purchase. If approval is for multiple years, ongoing costs must be identified below. If annual increases apply to ongoing costs such as CPI or other contract increases, provide the estimated annual cost for each consecutive year. If the annual increase may exceed the Purchasing Agent's authority, Board approval must be obtained. (Note: ongoing costs may include but are not limited to subscriptions, licenses, maintenance, support, etc.)**

The request is not to exceed \$500,000 annually to cover cost of parts, repairs and training; although year-to-year actual expenditures will vary depending on needed repairs. Additionally, two helicopters, N993SD and N994SD, are soon due for their 12-year inspections. N993SD is due in July 2018 and N994SD is due in December 2019. These inspections will require the purchase of parts and services, costing approximately \$130,000 for each inspection. It is important to note that due to the time required for the inspections, the cost can cross over into the next fiscal year.

Description:	FY18	FY19	FY20	FY21	FY22	Total
One-time Costs:						
(Insert description)						
Ongoing Costs:	500,000	500,000	500,000	500,000	500,000	2,500,000
(Insert description)						
Total Costs	500,000	500,000	500,000	500,000	500,000	2,500,000

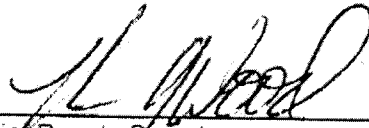
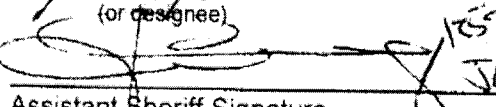

Note: Insert additional rows as needed

Description:	FY23	FY24	FY25	FY26	FY27	Total
One-time Costs:						
(Insert description)						
Ongoing Costs:	500,000	500,000	500,000	500,000	500,000	2,500,000
(Insert description)						
Grand Total Costs	500,000	500,000	500,000	500,000	500,000	5,000,000

Note: Insert additional rows as needed

9. **Price Reasonableness:** Airbus Helicopters' factory-direct pricing structure provides a ten percent (10%) discount from their list price on most items, which is consistent with pricing they provide to other municipalities. Their approved service centers, Rotorcraft Support, Inc. and Advanced Helicopter Services, are only able to provide a five percent (5%) discount and do not carry the volume of stock as the manufacturer.

10. **Projected Board of Supervisor Date (if applicable):** July 11, 2017
(Form 11s must accompany the sole source request for Purchasing Agent approval.)

	Lyndon Wood	6/19/17
Chief Deputy Signature (or designee)	Print Name	Date
	Joseph Cleary	6/20/17
Assistant Sheriff Signature (or designee)	Print Name	Date
		6/27/17
Department Head Signature (or designee)	Print Name	Date

Purchasing Department Comments:

Approve


Approve with Condition/s

Disapprove

Not to exceed: \$ 500,000.00

One time

Annual Amount through June 30, 2027
(Date)

	6/29/17	18-019
Purchasing Agent	Date	Approval Number (Reference on Purchasing Documents)

11. List Attachments: