

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



ITEM: 3.33
(ID # 13652)

MEETING DATE:
Tuesday, December 15, 2020

FROM : SHERIFF-CORONER-PA:

SUBJECT: SHERIFF-CORONER-PA: Approve FLIR Surveillance, Inc. as a Sole Source vendor for the repair, parts and inspections of Sheriff's Aviation FLIR camera systems without seeking competitive bids for five years. All Districts. [\$500,000 - 5 Year Cost; 100% Sheriff's Budget]

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve FLIR Surveillance, Inc. as a Sole Source vendor for the repair, parts and inspections of Sheriff's Aviation FLIR camera systems without seeking competitive bids for five years.

ACTION: Policy


Donald Sharp, Assistant Sheriff 12/8/2020

MINUTES OF THE BOARD OF SUPERVISORS

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

Ayes: Jeffries, Spiegel, Washington, Perez and Hewitt
Nays: None
Absent: None
Date: December 15, 2020
xc: Sheriff

Kecia R. Harper
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	\$ 100,000	\$ 100,000	\$ 500,000	\$ 0
NET COUNTY COST	\$ 0	\$ 0	\$ 0	\$ 0
SOURCE OF FUNDS: 100% Sheriff's Budget			Budget Adjustment: No	
			For Fiscal Year: 20/21-24/25	

C.E.O. RECOMMENDATION: Approve

BR: 21-032

Prev. Agn. Ref.: N/A

BACKGROUND:

Summary

The Sheriff's Department is requesting FLIR Surveillance, Inc. as the Sole Source vendor for parts, inspections and repairs on the five FLIR 380 HDC Surveillance cameras owned by the department. Sheriff's Aviation has been using FLIR camera systems in their aircraft since 1993. FLIR Surveillance is the sole source manufacturer of the airborne thermal imaging system installed on the department owned helicopters. These cameras are used daily to support critical operations performed by the Aviation Unit.

The Federal Aviation Administration (FAA) requires that replacement parts are certified by the manufacturer prior to installation on the aircraft. FLIR Surveillance, Inc. is the original equipment manufacturer (OEM) for its equipment and can inspect and make repairs in a timely manner to ensure downtime is minimized on the department's aircraft. FLIR Surveillance, Inc. has a Supplemental Type Certification (STC) from the FAA for its components which enables the department's aviation maintenance personnel to quickly install FLIR Surveillance components without the need of a lengthy inspection process.

Contract History and Price Reasonableness

FLIR Surveillance, Inc. has been previously approved as the Sole Source vendor for the parts, inspections and repairs on the Sheriff's camera system. All of the camera systems have now exceeded the manufacturer's warranty period and repair costs are no longer covered by the manufacturer. The Sheriff's Department is requesting an increase to the approved Sole Source limits, not to exceed \$100,000 per year to cover the parts, inspections and repairs of the FLIR camera systems to ensure operation of these systems can continue.

FLIR Surveillance, Inc. offers a factory-direct pricing structure to allow for reduced costs with no distributor fees and a local representative will provide diagnostic evaluations at no charge.

Attachments

Sole Source Justification

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


Tina Grande, Director of Purchasing 11/20/2020


Gregory L. Priaplos, Director County Counsel 12/3/2020



Riverside County Sheriff's Department – Chad Bianco, Sheriff-Coroner

4095 Lemon Street • Riverside • California • 92501
www.riversidesheriff.org

Date: September 14, 2020
From: Will Taylor, Director of Finance
To: Board of Supervisors/Purchasing Agent
Via: Captain Paul Bennett | Special Enforcement Bureau (SEB) | Aviation Unit |
951-925-9591
Subject: Sole Source Procurement; Request for FLIR Surveillance Parts, Inspections and Repairs.

The below information is provided in support of my Department requesting approval for a sole source.

1. **Supplier being requested:** FLIR Surveillance, Inc.
2. **Vendor ID:** 132943
3. **Single Source** **Sole Source**
4. **Have you previously requested and received approval for a sole or single source request for this vendor for your department?**
 Yes **No**
SSJ# 17-144
- 4a. **Was the request approved for a different project?**
 Yes **No**
5. **Supply/Service being requested:** Purchase of FLIR Surveillance replacement parts, inspection, and repairs.
6. **Unique features of the supply/service being requested from this supplier.** Sheriff's Aviation has been using FLIR camera systems in their aircraft since 1993. FLIR Surveillance is the sole source manufacturer of the airborne thermal imaging system installed on all the Department's helicopters. The Department currently owns five (5) FLIR 380 HDC cameras that are used on a daily basis. The cameras are designed to maximize ground clearance on rotating aircraft without sacrificing capacity and performance. According to the Federal Aviation Administration (FAA), replacement parts must be certified by the manufacturer prior to installation on an aircraft. FLIR is the original equipment manufacturer (OEM) for its equipment and has the parts readily available for required repairs.

7. **Reasons why my department requires these unique features from the vendor and what benefit will accrue to the county:** The FLIR Surveillance system is used to support critical operations routinely performed by the Aviation Unit in low light environments. Having the ability to purchase parts directly from FLIR Surveillance minimizes downtime for the Department's aircraft. FLIR Surveillance has a Supplemental Type Certificate (STC) from the FAA for its components. The STC enables the Department's aviation maintenance personnel to quickly install FLIR Surveillance components without the need of a lengthy inspection process.

8. **Period of Performance:** From: 10/01/2020 to 6/30/2025
(total number of years)

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

Sheriff's Aviation requests \$100,000 per year to be dispersed aggregately over a five-year (5) contract for inspections, repairs, and parts.


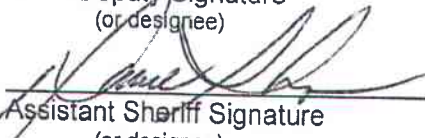
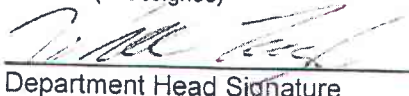
9. **Identify all costs for this requested purchase. In addition, please include any single or sole source amounts previously approved and related to this project and vendor in the section designated below for current and future fiscal years. You do not need to include previous fiscal year amounts. If 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.**

Description:	FY20/21	FY21/22	FY22/23	FY23/24	FY24/25	Total
One-time Costs:						
Ongoing Costs:						
Repairs, parts, and inspections	100,000	100,000	100,000	100,000	100,000	\$500,000
Previous SSJ Approved Amounts:						
Total Costs	100,000	100,000	100,000	100,000	100,000	\$500,000

Note: Insert additional rows as needed

10. **Price Reasonableness:** All the cameras have exceeded the manufacturer's warranty period and all future repair costs must be covered by the Department. The recent repair cost for one FLIR Surveillance camera was approximately \$90,000. Two of the five cameras owned by the Department are approaching ten years of use. It is expected they will require major servicing within the performance period listed above. FLIR Surveillance confirms that their prices are the same as those offered to other agencies. Their factory-direct pricing structure allows for reduced cost as no distributor fees are added, and a local representative will provide diagnostic evaluations at no charge.

11. **Projected Board of Supervisor Date (if applicable):** _____
(Draft Form 11s, service agreement and or quotes must accompany the sole source request for Purchasing Agent approval.)

	DAVID Lelovick	9/29/20
Chief Deputy Signature (or designee)	Print Name	Date
	DONALD SITARP	9/29/20
Assistant Sheriff Signature (or designee)	Print Name	Date
	Will Taylor	9/29/20
Department Head Signature (or designee)	Print Name	Date

The section below is to be completed by the Purchasing Agent or designee.

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Condition/s:

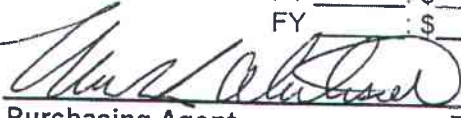
MUST BE BOS APPROVED - BOS EXPECTED DATE
12-15-20

Not to exceed:

One-time \$ _____

Annual Amount \$ 100,000 / per fiscal year through 6/30/25 (date)
(If Annual Amount Varies each FY)

FY _____	:	\$ _____
FY _____	:	\$ _____
FY _____	:	\$ _____
FY _____	:	\$ _____
FY _____	:	\$ _____

	11/14/2020	21-050
Purchasing Agent	Date	Approval Number (Reference on Purchasing Documents)

Whitesell, Mark

From: Lopez, Yasmin <ylopez2@riversidesheriff.org>
Sent: Friday, November 13, 2020 10:13 AM
To: Whitesell, Mark
Cc: Ortiz, Andy; De Guzman, Rachel; Navarro, Maria
Subject: FLIR SSJ 2020 (Additional Info)
Attachments: RE: FLIR Surveillance, Inc. SSJ; FLIR Surveillance SSJ #17-144.pdf; FLIR Sole Source- SEB Executive Signed.pdf; FLIR Surveillance, Inc. Form 11 - Emily Draft.doc

Good morning Mark,

Per our discussion yesterday, please see below additional justification. If you can please approve the SSJ, we appreciate it. I attached the current SSJ#17-144, the new SSJ signed by executives and the Form 11 which has been reviewed by Susanna Oh. If you can please approve, we appreciate it. Thank you!

Our Aviation Unit confirmed with FLIR and they are the only vendor who can sell and repair the FLIR Safire 380 HD. The other authorized dealers that you recommended might be able to repair small FLIR cameras that are mostly available to the general public, however, the specialized aviation FLIR cameras owned by the department and installed on the Department's helicopters can only be repaired/labor by FLIR.

Thank you,

Yasmin Lopez

Administrative Services Supervisor

Department Buyer II

Riverside County Sheriff's Department

Accounting & Finance Bureau- Purchasing

Phone: (951) 955-9148

Email: ylopez2@riversidesheriff.org