

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



ITEM: 3.48  
(ID # 17490)

**MEETING DATE:**

Tuesday, December 14, 2021

**FROM :** SHERIFF-CORONER-PA:

**SUBJECT:** SHERIFF-CORONER-PA: Ratify and approve the purchase of replacement parts, inspection services, and repairs for Sheriff's Aviation Teledyne FLIR camera systems from Teledyne FLIR Surveillance, Inc. without seeking competitive bids for an annual aggregate amount of \$400,000 with an option to renew for four additional one-year periods; All Districts [Total cost \$2,000,000]. 100% Sheriff's Budget

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

1. Ratify and approve the purchase of replacement parts, inspection services, and repairs for Sheriff's Aviation Teledyne FLIR camera systems from Teledyne FLIR Surveillance, Inc. without seeking competitive bids for an annual aggregate amount of \$400,000 with the option to renew for four additional one-year periods for a total of \$2,000,000 through September 30, 2026; and
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459, and as approved as to form by County Counsel, to issue Purchase Orders for FLIR Surveillance Inc. as a Sole Source vendor for the repair, parts and inspections of Sheriff's Aviation FLIR camera systems not to exceed an annual aggregate amount of \$400,000 through September 30, 2026.

**ACTION:**Policy

  
Donald Sharp, Assistant Sheriff

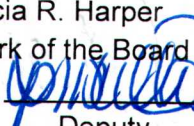
12/6/2021

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**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Washington, seconded by Supervisor Spiegel 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 14, 2021  
xc: SHERIFF-CORONER-PA

Kecia R. Harper  
Clerk of the Board  
By:   
Deputy

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<b>FINANCIAL DATA</b>	<b>Current Fiscal Year:</b>	<b>Next Fiscal Year:</b>	<b>Total Cost:</b>	<b>Ongoing Cost</b>
<b>COST</b>	\$ 400,000	\$ 400,000	\$ 2,000,000	\$ 0
<b>NET COUNTY COST</b>	\$ 400,000	\$ 400,000	\$ 2,000,000	\$ 0
<b>SOURCE OF FUNDS:</b> 100% Sheriff's General Fund			<b>Budget Adjustment:</b> No	
			<b>For Fiscal Year:</b> 21/22-26/27	

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

**BR: 22-042**

**Prev. Agn. Ref.: 3.33, 12-15-20**

**BACKGROUND:**

**Summary**

Sheriff's Aviation has been using Teledyne FLIR camera systems in their aircraft since 1993. Teledyne FLIR Surveillance, Inc. is the sole source manufacturer of the airborne thermal imaging system installed on all the Sheriff Department's helicopters. The Department currently owns five (5) FLIR 380 HDC Surveillance cameras and they are used daily to support critical operations performed by the Aviation Unit.

All the cameras are currently past the manufacturer's warranty period and all future repair costs must be covered by the Sheriff's Department. Two of the five cameras owned by the Department are nearing ten years of use. There are two FLIR Surveillance cameras that require immediate repair which is estimated to cost \$225,000. It is also expected that the cameras will need major servicing within the period of performance stated below. Per the Federal Aviation Administration (FAA), replacement parts must be certified by the manufacturer before installation on an aircraft. Teledyne FLIR Surveillance Inc. is the original equipment manufacturer for its equipment and has the parts readily available for required repairs.

The Teledyne FLIR Surveillance system is used to support critical operations conducted routinely by the Aviation Unit in low-light environments. The cameras are designed to maximize ground clearance on rotating aircraft without sacrificing capacity and performance. Having the ability to purchase parts and services directly from Teledyne FLIR Surveillance minimizes downtime for the Department's aircraft. Teledyne FLIR Surveillance possesses a Supplemental Type Certificate from the FAA for their components. The Supplemental Type Certificate allows the Department's aviation maintenance staff to quickly install Teledyne FLIR Surveillance components without the need for a lengthy inspection process.

On December 15, 2020 (3.33), the Board approved Teledyne FLIR Surveillance, Inc. as a sole source vendor, extending through June 30, 2025, with an annual amount of \$100,000. The Sheriff's Department is recommending that the Board approve an increase to the approved Sole



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Source limits for a total aggregate amount not to exceed \$400,000 per year, to cover the parts, inspections, and repairs of the Teledyne FLIR camera systems to ensure operation of these systems can continue. The Department further recommends that the Board authorize the Purchasing Agent to continue the use of Teledyne FLIR as the sole source provider of maintenance, services, and parts for the Sheriff's Aviation FLIR 380 HDC Surveillance cameras until September 30, 2026. Upon the Board's approval of an increase to the Sole Source limits as recommended, the Sheriff will utilize a Purchasing Agent to execute a purchase order for the necessary work, and the purchase order will be reviewed and approved as to form by County Counsel

**Impact on Residents and Businesses**

The use of Teledyne FLIR 380 HDC Surveillance cameras strengthen public safety and save lives by aiding Deputies to locate suspects and search and rescue victims.

**Additional Fiscal Information**

There will be no additional impact to the general fund as funding is on the Sheriff Department's 2021/2022 fiscal year budget.

Teledyne FLIR Surveillance confirms their pricing is the same being offered to other agencies. Their factory-direct pricing structure allows reduced cost since no distributor fees are added, and a local representative will provide diagnostic evaluations at no charge.


**Contract History and Price Reasonableness**

Teledyne 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 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

  
Suzanna Hackley, Assistant Director of Purchasing and Fleet Service

12/3/2021

  
Gregory L. Priamos, Director County Counsel

12/2/2021



Use this form to submit a single or sole source requisition for review by your Buyer and/or Procurement Contract Specialist. All procurements valued \$5,000 or more must seek competitive bids from a minimum of three suppliers, or the expectation that three or more suppliers will respond, or be justified by a Single/Sole Source. All purchases exceeding \$50,000 require a formal public bid. Procurement's may not be artificially segregated to lesser dollar amounts for the purpose of bypassing this requirement.

Sole/Single Source service requests that are greater than \$50,000 require additional Board of Supervisors approval.

### Supplier Details

**Vendor** Teledyne FLIR Surveillance Inc  
**Fulfillment Address** CCorp - Services: (preferred)  
 27700 SW Parkway Ave  
 Wilsonville, Oregon 97070 United States  
**Vendor Phone** +1 800-868-0639

### Distribution

The system will distribute purchase orders using the method(s) indicated below:

Check this box to customize order distribution information. ☒

Contract

### Background Information

**Please indicate if this is a single or sole source below**

Sole Source

**Have you previously requested and received approval for a sole/single source request for this vendor for your department?**

Yes

**If selected "yes", please provide the approved SSJ# below**

SSJ# 21-050

**If selected "yes", was the request approved for a different project?**

No

### Purchase Details

#### 1. Supply/Service being requested:

Purchase of Teledyne FLIR Surveillance replacement parts, inspection services, and repairs.

#### 2. Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:

Sheriff's Aviation has been using FLIR camera systems in their aircraft since 1993. Teledyne FLIR Surveillance is the sole source manufacturer of the airborne thermal imaging system installed on all the Department's helicopters. The Department currently

### Current Year Cost

#### 6. Identify all costs for this requested purchase.

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.



owns five (5) FLIR 380 HDC cameras which are used daily. All the cameras are currently past the manufacturer's warranty period and all future repair costs must be covered by the Department. The recent repair cost for two FLIR Surveillance cameras was approximately \$225,000. Two of the five cameras owned by the Department are nearing ten years of use. It is expected they will need major servicing within the period of performance stated below. Per the Federal Aviation Administration (FAA), replacement parts must be certified by the manufacturer before installation on an aircraft. Teledyne FLIR Surveillance Inc. is the original equipment manufacturer (OEM) for its equipment and has the parts readily available for required repairs. It is anticipated the Department will be purchasing two (2) new FLIR 380 HDC cameras in the 22/23 fiscal year at a total cost of approximately \$800,000.

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

The Teledyne FLIR Surveillance system is used to support critical operations conducted routinely by the Aviation Unit in low light environments. The cameras are designed to maximize ground clearance on rotating aircraft without sacrificing capacity and performance. Having the ability to purchase parts and services directly from Teledyne FLIR Surveillance minimizes down-time for the Department's aircraft. Teledyne FLIR Surveillance possesses a Supplemental Type Certificate (STC) from the FAA for their components. The STC allows the Department's aviation maintenance staff to quickly install Teledyne FLIR Surveillance components without the need of a lengthy inspection process.

**4. Period of Performance** 10/01/2021

From:

Period of Performance To: 9/30/2026

Is this an annually renewable contract or is it fixed term?

Annually Renewable

**5. Price Reasonableness:**

Teledyne FLIR Surveillance confirms their pricing is the same being offered to other agencies. Their factory-direct pricing structure allows reduced cost since no distributor fees are added, and a local representative will provide diagnostic evaluations at no charge.

Projected Board of Supervisor Date (if applicable): 11/16/2021

Commodity Code 68087

**Describe** all current fiscal year costs associated with this procurement in the box below. Insert all one time costs associated with this project in the table below.

**Insert all current fiscal year costs in the table below.** Label the 'description' as the item that is being purchased.

Current FY Costs

Description	Price
	400,000.00

**Enter all additional FY costs in the table below.** Only enter one fiscal year cost per line and identify the fiscal year that it pertains to. Fiscal year is from 7/1/00 to 6/30/00.. Example : FY 18/19 \$200

FY	FY 21/22 \$400,000
FY	FY 22/23 \$400,000
FY	FY 23/24 \$400,000
FY	FY 24/25 \$400,000
FY	FY 25/26 \$400,000

Additional FY Cost

**Describe all additional costs associated with this procurement in the box below.** Include the dollar amounts for subsequent fiscal years if it differs from above.

**Current Year Cost Total: 400,000.00**

**Supporting Documentation**

If this request is for professional services, attach the service agreement to this sole source request. The Purchasing Agent, or designee, is the signing authority for agreements unless the service is exempted by Ordinance 459, Board delegated authority or by State law.

Additional supporting documentation includes:

- Previously approved SSJ's
- other

For all other requests, attach the vendor's cost proposal

Internal Attachments

**Purchasing Approval**

	Approved by	Date Approved	Approval Conditions/Comments
<b>This section to be filled out by Purchasing Management only upon approval.</b>	Suzanna Hinckley	10/28/2021	

**Total**400,000.00