

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

535



FROM: Stanley L. Sniff Jr., Sheriff-Coroner-PA

SUBMITTAL DATE:
01/04/11

SUBJECT: Approval of Aero Dynamix, Inc. as the Sole Source Vendor for the
Provision of Night Vision Goggle Compatible Helicopter Instrument Panels

RECOMMENDED MOTION: Move that the Board of Supervisors:

1. Authorize the Purchasing Agent to purchase two night vision goggle (NVG) compatible helicopter instrument panels and maintenance and repair work as required from Aero Dynamix, Inc, at a FY 2010-11 cost not to exceed \$105,000, without securing competitive bids, in accordance with Ordinance 459.4.
2. Authorize the Sheriff's Department Purchasing to utilize Aero Dynamix, Inc for maintenance and repair parts for the useful life of the instrument panels provided annual expenditures to the vendor do not exceed \$25,000.

BACKGROUND: (Continued on Page 2)

[Signature]

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

FINANCIAL DATA	Current F.Y. Total Cost:	\$105,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$105,000	Budget Adjustment:	No
	Annual Net County Cost:	\$25,000	For Fiscal Year:	FY 2010-11

SOURCE OF FUNDS: Departmental Budget
BR 11-058

Positions To Be Deleted Per A-30	☐
Requires 4/5 Vote	☐

C.E.O. RECOMMENDATION:

APPROVE

BY *[Signature]*
Robert Tremaine

County Executive Office Signature

DEPT RECOMMENDATIONS FILED WITH THE CLERK OF THE BOARD
 Per Exec. Ofc.: ☐ Policy ☒ Consent ☒ Policy ☒ Consent

The Department's recommendation to the Board today to forego a competitive bid for the purchase of two NVG compatible helicopter instrument panels is predicated on its extensive knowledge of the product of all three companies that would be noticed in a bid: Aviation Specialties Unlimited (ASU), REB Technologies and the recommended vendor, Aero Dynamix, Inc (AD).

The Sheriff's Department is required to purchase NVG compatible instrument panels from vendors certified by the Federal Aeronautics Administration (FAA). Although the Sheriff has purchased two NVG compatible panels for its helicopter fleet from ASU, this vendor has had its FAA certification suspended in the recent past. Further, the Department was not satisfied with workmanship of the ASU panels and their instrumentation lighting. The current proposal would replace the two ASU panels with the AD product.

Based on an endorsement of Eurocopter, the manufacturer of four of the five helicopters owned by the County, an instrument panel manufactured by REB Technologies was installed into a Eurocopter model B3. After testing the helicopter, the Sheriff's Chief Pilot found the panel's operating characteristics to be sub-standard and requested its replacement. Subsequently, the REB panel was replaced with an AD panel.

Sheriff's Aviation flight crews have rated the AD panel superior to that of the two other manufacturers because AD actually places the lighting behind the instruments. The other two manufacturers merely place a light filter over the instruments.

Further, AD is authorized by Garmin, which manufactures the helicopter instruments, to make repairs on their instruments; ASU has no such authorization. Therefore, when instrument problems are encountered, the parts must first be shipped to ASU for the panel removal and then shipped on to Garmin. Once the repairs are finished, the process is reversed, doubling the repair and shipping costs.

With the proposed purchase, the Sheriff's four Eurocopters will all have AD NVG instrument panels (the Sheriff also owns a Bell helicopter, a craft used mainly for training and only during daylight hours, which does not have a NVG instrument panel). Uniformity of the panel lighting and vision between each of the helicopters adds to the safety of critical night flight operations.

Price Reasonableness

AD's quoted unit price for the panel of \$45,000 is the same price it quoted the Sheriff's Department two years ago. Last year, AD sold a comparable NVG panel for a Eurocopter to the Los Angeles County Sheriff's Department for \$55,000.

The AD panel is approximately \$15,000 more than the ASU product. However, considering AD's superior lighting solution and the workmanship of its product, flight staff is confident it is money well-spent for added safety. In addition, when the repair and shipping cost savings are factored into the overall life-cycle cost of the product, the price margin is significantly diminished.

Date: December 30, 2010

From: Sgt. Adam Vallejo Department/Agency: RSO/SEB/Aviation

To: Board of Supervisors

Via: Purchasing Agent

Subject: Sole Source Procurement **Request for Aero Dynamix, Inc.**

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

Supply/Service being requested: Night Vision Goggle (NVG) compatible instrument panels for helicopters

Supplier being requested: Aero Dynamix, Inc

Alternative suppliers that can or might be able to provide supply/service: There are two alternative suppliers of the NVG panel lighting systems: Aviation Specialties Unlimited (ASU) and REB Technologies.

Extent of market search conducted: All vendors must be certified by the Federal Aviation Administration (FAA) for NVG instrument panels, and the certification is by helicopter model. The three panel manufacturers cited above are the companies that are certified to provide the panels for the Sheriff's Eurocopters.

Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide: Sheriff's Aviation flight crews have rated the AD panel superior to that of the two other manufacturers, because AD actually places the lighting behind the instruments. The other two manufacturers merely place a light filter over the instruments. The aviation flight crews have had direct experience with the ASU and REB panels and have found them to be inferior to the AD product. In fact, the current proposal would replace two ASU panels. The lighting solution for the ASU and REB panels tends to "bleed through", which may obscure the reading of the helicopter instruments.

Based on an endorsement of Eurocopter, the manufacturer of four of the five helicopters owned by the County, an instrument panel manufactured by REB Technologies was installed into a Eurocopter model B3. After testing the helicopter, the Sheriff's Chief Pilot found the panel's operating characteristics to be sub-standard and requested its replacement. Subsequently, the REB panel was replaced with an AD panel.

As stated above, the vendors must be certified by the Federal Aviation Administration (FAA) for NVG instrument panels; it must be noted that ASU's certification was temporarily suspended by the FAA in the recent past.

By purchasing the panels through AD we are assured an excellent quality of equipment and workmanship.

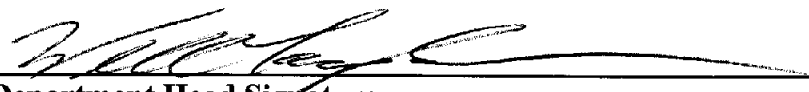
Reasons why my department requires these unique features and what benefit will accrue to the county: The panels are essential for night operations and rescues, especially in the mountainous terrain throughout Riverside County. The Sheriff's aviation flight crews have judged AD's lighting solution for the instrument panel as superior and safer than other products. Further, installation of the AD panel in all the Sheriff's active helicopters would assure uniformity and familiarity of the equipment for the flight crews, which leads to safer flight operations. Installation of one specific panel throughout the fleet would also reduce down time, since the mechanic staff is required to trouble shoot and repair only one manufacturer's panel.

Price Reasonableness: AD's quoted unit price for the panel of \$45,000 is the same price it quoted the Sheriff's Department two years ago. Last year, AD sold a comparable NVG panel for a Eurocopter to the Los Angeles County Sheriff's Department for \$55,000.

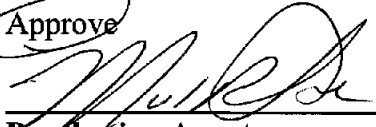
The AD panel is approximately \$15,000 more than the ASU product. However, considering the AD's superior lighting solution and workmanship of its product, flight staff is confident it is money well-spent for added safety. In addition, when the repair and shipping cost savings are factored into the overall life-cycle cost of the product, the price margin is significantly diminished.

Does moving forward on this product or service further obligate the county to future similar contractual arrangements? Yes, annual repair and maintenance is required to assure the continued safe operation of the systems.

Period of Performance: The useful life of the equipment. This vendor is the sole source of replacement parts and repairs for the NVG compatible instrument panels.



Department Head Signature **Date**
Purchasing Department Comments:

Approve  Approve with Condition/s Disapprove

Purchasing Agent 2/3/11
Date

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