

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20030298

1. REQUESTED MOTION:

ACTION REQUESTED: Approve Bid Waiver # W-030384 to waive the formal quotation procedure, and allow the Lee County Division of Public Safety (Emergency Medical Services – EMS) to purchase helicopter airframe parts, as well as the repair/labor of airframe parts, from American Eurocopter Corporation. A bid waiver has been requested because American Eurocopter Corporation is the sole distributor of helicopter parts for Eurocopter Aircraft operating within the United States geographic area (please see attachment #2). It is also requested that the term of this waiver be for one (1) year with a not-to-exceed amount of \$100,000.00.

WHY ACTION IS NECESSARY: According to 9.4.1 of the Lee County Purchasing & Payment Procedures Manual, approved by the Board on 7/9/02, purchases over \$50,000.00 must be approved by the Board.

WHAT ACTION ACCOMPLISHES: This allows Public Safety-EMS to purchase required parts, etc. on an as-needed basis in order to keep the helicopter fully operational.

**2. DEPARTMENTAL CATEGORY:
COMMISSION DISTRICT #**

A 7A

3. MEETING DATE:

04-08-2003

4. AGENDA:

CONSENT
 ADMINISTRATIVE
 APPEALS

 PUBLIC
 WALK ON
 TIME REQUIRED:

**5. REQUIREMENT/PURPOSE:
(Specify)**

STATUTE
 ORDINANCE
 ADMIN. AC-4-1
 CODE
 OTHER

6. REQUESTOR OF INFORMATION:

A. COMMISSIONER _____
 B. DEPARTMENT _____
 C. DIVISION Public Safety
 BY: *John D. Wilson, Director*
FOR

7. BACKGROUND:

--BACKGROUND BEGINS ON PAGE TWO--

8. MANAGEMENT RECOMMENDATIONS:

9. RECOMMENDED APPROVAL:

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
<i>met 3-12-03</i>	<i>Janet Sheehan 3-11-03 3-11-03</i>	<i>N/A</i>		<i>KLS 3/12/03</i>	<i>OA P.M. 3/13/03</i>	<i>OM 3/13</i>	<i>Risk 3/13/03</i>	<i>GC P.M. 3/13/03</i>	<i>002 3-13-03</i>

10. COMMISSION ACTION:

APPROVED
 DENIED
 DEFERRED
 OTHER

Rec. by CoAtty
 Date: *3/12/03*
 Time: *2:45 pm*
 Forwarded To:
*City Admin
3/12/03 3:00 PM*

RECEIVED BY
 COUNTY ADMIN. *AM*
3-12-03
3:15
 COUNTY ADMIN.
 FORWARDED TO: *DS*
3/13 2003

--BACKGROUND CONTINUED FROM PAGE ONE--

On March 6, 2003, the Division of Purchasing received a request from the Division of Public Safety (Emergency Medical Services-EMS) to waive the formal quotation procedure to allow for the purchase of helicopter airframe parts, as well as the repair/labor of airframe parts, from American Eurocopter Corporation.

A bid waiver has been requested because American Eurocopter Corporation is the sole source distributor of helicopter parts for Eurocopter Aircraft operating within the United States geographic area (please see attachment #2).

Public Safety is aware that these parts are available through various distribution/service centers in American Eurocopter Corporation's authorized network. However, Public Safety's research has shown that these parts can be obtained at a greater discount by purchasing them directly from American Eurocopter Corporation. (The results of this research have been verified by American Eurocopter.) It should also be noted that all other parts not manufactured by American Eurocopter will be competitively quoted (i.e., engine parts and accessories).

Therefore, it is requested that the Board approve Bid Waiver # W-030384 to waive the formal quotation procedure, and allow the Lee County Division of Public Safety (Emergency Medical Services-EMS) to purchase helicopter airframe parts, as well as the repair/labor of airframe parts, from American Eurocopter Corporation. It is also requested that the term of this waiver be for one (1) year with a not-to-exceed amount of \$100,000.00 per fiscal year.

Funds are available:

KF5260100100.504670.71 (Parts)

KF5260100100.504630.71 (Labor)

Attachments:

- (1) Department's Request for a Bid Waiver
- (2) Parts Source Verification Letter from American Eurocopter Corporation

ATTACHMENT #1**MEMORANDUM
FROM THE
DIVISION OF PUBLIC SAFETY**

To: Janet Sheehan, Purchasing Manager
From: John D. Wilson, Director
Subject: Bid Waiver Request-American Eurocopter Corporation
Date: March 6, 2003

This memo is to respectfully request assistance to prepare a bid waiver to use American Eurocopter Corporation as Lee County Division of Public Safety-EMS's sole source for helicopter airframe parts, and the repair/labor of airframe parts.

The rationale for this request is based on the following:

- 1) American Eurocopter is the sole manufacturer of airframe parts for our helicopter.
- 2) American Eurocopter offers discount pricing to governmental entities greater than those that can be offered by its service centers, (e.g. Rocky Mountain Helicopter, etc.)

This action is necessary because of costs with this vendor generally exceed single vendor spending limits during a given fiscal year. Since these airframe parts are costly, the BOCC directed Public Safety-EMS to bring this issue before for approval on an annual basis.

This action would allow Public Safety - EMS to have an open-ended bid waiver that would not exceed \$100,000 annually. This would be for American Eurocopter/MBB for helicopter airframe parts funded through the following budget line items:

PARTS=#KF5260100100.504670.71

LABOR=#KF5260100100.504630.71

All other parts not manufactured by American Eurocopter will be competitively bid out. Examples of this would be engine parts and accessory items.



ATTACHMENT # 2

March 6, 2003

Lee County Emergency Medical Service
14752 Six Mile Cyprus Parkway
Fort Meyers, FL. 33912

Attn: Fred Ungerer

Dear Fred:

Eurocopter International, Paris France, has established subsidiaries and agents worldwide for the support of the Eurocopter fleet. Each agent or subsidiary is authorized to provide service within an assigned geographic market area. American Eurocopter Corporation is the sole distributor of helicopter parts for Eurocopter aircraft operating within the North American geographic area. American Eurocopter Corporation's market is helicopter operators, service centers and government agencies.

Prices charged to government agencies are based on a percentage discount from our published price list. The discount extended to government agency is 10% for spare parts (new and overhauled) and 5% for exchanges.

If you have any questions, please contact me at (972) 641-3676.

Regards,

Cathy Griffith
Manager, Spares Support