

Agenda Item Summary

1. Action Requested/Purpose: Approve Bid Waiver # W-050286 to waive the formal quotation procedure, and allow Public Safety-EMS to purchase helicopter airframe parts, as well as the repair/labor of airframe parts, from American Eurocopter. A waiver has been requested because American Eurocopter is the sole distributor of helicopter parts for Eurocopter Aircraft operating within the United States geographic area (please see Attachment #3). It is also requested that the term of this waiver be for one year with a not-to-exceed amount of \$100,000.

2. What Action Accomplishes: Allows Public Safety-EMS to purchase required parts, etc. on an as-needed basis in order to keep the helicopters fully operational.

3. Departmental Category: A7A **4. Meeting Date:** 03-15-2005

| | | | | |
|--------------------------------|---|---------------|------------------------------|---|
| 5. Agenda: | 6. Requirement/Purpose (specify) | | 7. Request Initiated: | |
| | <input type="checkbox"/> Statute | | | Commissioner Department Division <u>Public Safety</u> By: <u>John Wilson, Director</u> <i>For</i> |
| | <input checked="" type="checkbox"/> Ordinance | | | |
| | <input checked="" type="checkbox"/> Admin. Code | <u>AC-4-1</u> | | |
| <input type="checkbox"/> Other | | | | |

8. Background: On February 23, 2005, the Division of Purchasing received a request from Public Safety-EMS to waive the formal quotation procedure to allow for the purchase of helicopter airframe parts – and repair/labor of these parts – from American Eurocopter Corporation.

Funds are available: KF5260100100.504635.71 & KF5260100100.504450.71 & KF5260100100.504630.71

Please see attachments:

- (1) Request for Bid Waiver
- (2) Justification for Waiver Purchase
- (3) Parts Source Verification Letter from Eurocopter

9. Review for Scheduling

| Department Director | Purchasing or Contracts | Human Resources | Other | County Attorney | Budget Services | | | | County Manager / P.W. Director |
|----------------------------|-------------------------|-----------------|-------|--------------------|------------------------------|------------------------------|------------------------------|------------------------------|--------------------------------|
| | | | | | Analyst | Risk | Grants | Mgr. | |
| <i>3-1-05 JMC/2005</i> | <i>[Signature]</i> | | | <i>[Signature]</i> | <i>[Signature]</i> 3/2/05 | <i>[Signature]</i> 3/2/05 | <i>[Signature]</i> 3/2/05 | <i>[Signature]</i> 3/2/05 | <i>[Signature]</i> |

10. Commission Action


Approved Deferred Denied Other

Rec. by CoAtty
Date: 3/2/05
Time: 4:55
Forwarded To:
Admin: 9:05

RECEIVED BY
COUNTY ADMIN:
3/2/05
11:15 AM
COUNTY ADMIN
FORWARDED TO: 11:15 PM
3/3/05
5:20

**MEMORANDUM
FROM THE
DIVISION OF PUBLIC SAFETY**

To: Janet Sheehan, Purchasing

From: John D. Wilson, Director 

Subject: Sole Source Bid Waiver

Date: February 23, 2005

Would you please prepare a bid waiver to use Eurocopter as a sole source for helicopter airframe parts and repair of airframe parts.

The bid waiver is necessary because Eurocopter is the sole distributor of helicopter parts for aircraft operating in North America. Helicopter parts are costly and will generally exceed single vendor spending limits in a fiscal year.

This action allows Public Safety – EMS to have an open-ended bid waiver that will not exceed \$100,000.00 annually.

Account strings are:

KF5260100100.504635.71 & KF5260100100.504450.71 & KF5260100100.504630.71

Thanks.

/mln

cc: Chris Hansen, Deputy Director

JUSTIFICATION FOR SOLE SOURCE AND/OR WAIVER PURCHASE

REQUISITION NUMBER _____

DATE 2/23/05

DEPARTMENT Public Safety

BUSINESS UNIT EMS

SUGGESTED VENDOR

American Eurocopter LLC

**ITEM DESCRIPTION AND REASON FOR SOLE SOURCE AND/OR WAIVER:
(MAY ALSO BE ATTACHED AS A MEMO)**

Helicopter parts and supplies

TECHNICAL CHARACTERISTICS:

REASON FOR REQUESTING SOLE SOURCE:

ITEM MUST MATCH EXISTING EQUIPMENT, WHICH IS:

Eurocopter EC145 Helicopter

ITEM IS A REPAIR PART FOR EXISTING EQUIPMENT, WHICH IS:

Eurocopter EC145 Helicopter

ITEM IS TO BE ATTACHED TO EXISTING ITEM, WHICH IS:

Eurocopter EC145 Helicopter

Revision Date:

TECHNICAL CHARACTERISTICS OF REQUESTED ITEM ARE ESSENTIAL TO OUR NEEDS
BECAUSE:

NO OTHER MANUFACTURER OF THIS TYPE OF PRODUCT EXISTS

OTHER MANUFACTURERS OF THIS TYPE OF PRODUCT DO NOT MEET OUR MINIMUM
REQUIREMENTS:

MANUFACTURER'S NAME: _____

REASON: _____

MANUFACTURER'S NAME: _____

REASON: _____

MANUFACTURER'S NAME: _____

REASON: _____

OTHER _____

MUST PERFORM PRICE OR COST ANALYSIS OR ATTACH NEGOTIATED PRICE QUOTE
FROM VENDOR; LETTER FROM MANUFACTURER STATING SOLE SOURCE.

A) PRICE ANALYSIS PERFORMED

BASED ON:

Revision Date:

B) COST ANALYSIS PERFORMED:

BASED ON:

Rich O'Neil

 SIGNATURE AND TITLE OF REQUESTER

I, *Robert D. Franceschini*, AUTHORIZED BUYER,
 CONCLUDE THE FOLLOWING:

- SOLE SOURCE JUSTIFICATION IS ADEQUATE AND PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.
- SOLE SOURCE JUSTIFICATION IS INADEQUATE AND REQUISITION IS RETURNED TO DEPARTMENT.
- DUE TO TIME RESTRAINTS PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.
- COMPETITIVE/NON-COMPETITIVE BID WAIVER APPROVED.

Robert D. Franceschini 3-1-05
 BUYER

Janet B. Sheehan 3-1-05
 PURCHASING DIRECTOR



February 23, 2005

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

Attn: Rick O'Neal

Dear Rick:

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 LLC is the sole distributor of helicopter parts for Eurocopter aircraft operating within the North American geographic area. American Eurocopter LLC's market is helicopter operators, service centers and government agencies.

In addition Lee County is eligible to receive a 10% municipality discount on the purchase of spare parts and a 5% discount on standard exchanges. This discount does not apply to special pricing for competitively priced items, services, repairs, overhauls, and Zero TAT exchange purchases.

If you have any questions, please contact me at 972-641-3611.

Sincerely,

Mike Muniz
Director, Logistics