

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

Blue Sheet No. 20060837

1. ACTION REQUESTED/PURPOSE: Approve Bid Waiver # W-060511 to waive the formal quotation procedure, and allow Public Safety 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 the useful life of the helicopters; and for an annual amount of approximately \$300,000.

2. WHAT ACTION ACCOMPLISHES: Allows Public Safety to purchase required parts, etc. on an as-needed basis in order to keep the helicopters fully operational.

3. MANAGEMENT RECOMMENDATION: Approve as stated.

4. Departmental Category: *A7A*

5. Meeting Date: *6-27-06*

6. Agenda:
 Consent
 Administrative
 Appeals
 Public
 Walk-On

7. Requirement/Purpose: (specify)
 Statute
 Ordinance
 Admin. Code AC-4-1
 Other

8. Request Initiated:
 Commissioner _____
 Department _____
 Division Public Safety
 By: John Wilson, Director *JW*

9. Background: On June 15, 2006, the Division of Purchasing received a request from Public Safety to waive the formal quotation procedure to allow for the purchase of helicopter airframe parts – and repair/labor of these parts, from American Eurocopter.

Funds are available: KF5260100100.504635.71 & KF5260100100.503490.71

ATTACHMENTS:

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

10. Review for Scheduling:

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services				County Manager/P.W. Director
					Analyst	Risk	Grants	Mer.	
<i>[Signature]</i>	<i>[Signature]</i> <i>6-15-06</i>			<i>[Signature]</i> <i>6/15/06</i>	<i>[Signature]</i> <i>6/15/06</i>	<i>[Signature]</i> <i>6/15/06</i>	<i>[Signature]</i> <i>6/15/06</i>	<i>[Signature]</i> <i>6/15/06</i>	<i>[Signature]</i>

11. Commission Action:

- Approved
- Deferred
- Denied
- Other

RECEIVED BY COUNTY ADMIN: <i>[Signature]</i>
<i>6/15/06 3pm MP</i>
COUNTY ADMIN FORWARDED TO: _____

Rec. by CoAtty
Date: <i>6/15/06</i>
Time: <i>1:00pm</i>
Forwarded To: <i>Budget</i>
<i>6/15/06 2:55pm</i>

MEMORANDUM

FROM



DIVISION OF PUBLIC SAFETY

TO: Janet Sheehan, Director
Purchasing

FROM: John Wilson, Director
Public Safety

A handwritten signature in black ink, appearing to be "JW", written over the printed name of John Wilson.

Subject: Sole Source Waiver

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 stay in effect as long as we are operating AEC helicopters. The bid waiver amount should be approximately \$300,000.00 annually.

Account strings are: KF5260100100.504635.71 and KF5260100100.503490.71

JUSTIFICATION FOR SOLE SOURCE AND/OR WAIVER PURCHASE

REQUISITION NUMBER _____

DATE 6/12/2006

DEPARTMENT Public Safety

BUSINESS UNIT EMS

SUGGESTED VENDOR

American Eurocopter

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

Aircraft parts and services

TECHNICAL CHARACTERISTICS:

REASON FOR REQUESTING SOLE SOURCE:

ITEM MUST MATCH EXISTING EQUIPMENT, WHICH IS:

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

EC-145 Helicopter

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

BO-105 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:

Lick Oiled M&R Aircraft Operations
 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 6-15-06
 BUYER

Janet K. Sheehan 6-15-06
 PURCHASING DIRECTOR

Revision Date:



June 13, 2006

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