

CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division

Date Received
2/16/2023

NON-COMPETITIVE PURCHASE REQUEST JUSTIFICATION

Required for all (non-emergency) sole source acquisitions in excess of \$5,000.00 and sole source service requests in excess of \$100,000.00.

This justification document consists of three (3) pages. All information must be provided and all questions must be answered. **Department Head approval is required.**

Requesting Department Information


Department: 87-Other Agencies	Org Code: 5400000	
Contact Name: Cathy Larsen	Subobject: 	User Code:
Telephone: (530) 621-6313	Fax: (530) 387-2171	


Required Supplier / Vendor Information

Vendor / Supplier Name: TriVan Truck Body, LLC	Vendor / Supplier Address: 1385 West Smith Road, Ferndale, WA 98248
Contact Name: Ryan VanDriel	
Estimated Purchase Price/Contract Amount: \$254,253.14	Vendor / Supplier Email Address: rvandriel@trivan.com
Telephone: (360)380-0773	Fax: (360) 312-1398

Provide a brief description of the request, including all goods and/or services the vendor/supplier will provide and supporting exemption reference from Board Policy C-17 - Procurement Policy:

2023 Ford Transit EL T-350 HD XL AWD with a high roof and 148WB. Upfit to include insulation of body walls & ceiling, and lining the full interior with painted aluminum. 2 room design: Includes forward interview room with interview counter, overhead cabinet, round sink with folding faucet, hinged lid and all holding tanks required. Rear room includes a fold-down counter, a long work counter with fridge and printer shelf below. Van interior walls & ceiling are sprayed in urethane insulation and lined in white aluminum sheeting. Marine grade service panel with electrical outlets, a 30 amp shore power inlet (weatherproof), dual roof mounted RV style air conditioner and one Cummins Gas quiet generator, a 30A shore power inlet. Rear lab includes a Fisher scientific fridge and inverter system. All cabinets are aluminum and painted with urethane paint. Auxiliary 12V battery is provided on chassis with recharge circuit. Loncoin rubber flooring installed.

Department Head: 
Olivia Byron-Cooper (Feb 16, 2023 08:16 PST)
Signature

Purchasing Agent: 
Michele Weimer (Feb 16, 2023 09:26 PST)
Signature

Board of Supervisors:
Date:
Item:

P&C Assignment:
Assigned To:
Date:

A. The good/service requested is restricted to one supplier for the reason stated below:

1. Why is the acquisition restricted to this goods/services supplier? (Explain why the acquisition cannot be competitively sourced. Explain how the supplier is the only source for the acquisition.)

El Dorado County submitted a Purchase Order (PO #22000097) to Downtown Ford on 08/03/2021 for a customized, 2022 Ford Transit EL T-350 HD XL AWD with the TriVan upfit. We had to update the PO to a 2023 vehicle due to time lapse. This vehicle is still not available, nor do we even have a build date. It is highly unlikely we will receive this vehicle before our funding expires. A 2023 Ford Transit EL T-350 HD XL AWD and made available to us by TriVan. It is a highly unusual find and rare to locate one of these vehicles. TriVan is the only source to acquire a 2023 Ford Transit EL T-350 HD XL AWD vehicle. TriVan Truck Body is the only vendor/manufacturer that offers a sound-attenuated generator compartment (with Cummins Generator) incorporated seamlessly into the Ford Transit van. The insulation specifications enable normal or whisper conversations inside the van while the generator is running. TriVan Truck Body also uses an insulation process unique in the industry which involves urethane expanding foam in all interior cracks and crevices to ensure complete R13 insulation to prevent sagging, squeaks and entry by insects and rodents. TriVan Truck Body uniquely offers Loncoin rubber flooring installed (with plywood underlay) to reduce leg fatigue working in the vehicle for extended hours. Also, the above features reduce sound transmission, necessary to maintain patient confidentiality and HIPAA compliance. This highly specialized outreach health vehicle requires a vendor with experience and a proven track record in all of these areas. Lastly, on July 1, 2021, the TriVan Truck Body quote was approved for purchase by the CDC and CDPH under grant we received from the Coronavirus Response and Relief Supplemental Appropriations Act of 2021, P.L. 116-260.

2. Provide the background of events leading to this acquisition.

Over the past several years, our public health nurses and staff struggled to reach our more vulnerable populations living out in the more remote regions of our vast county to provide COVID-19 related services, including testing and vaccinations. Our ability to reach these communities with adequate supplies and vaccine is hampered by lack of adequate transportation. The acquisition of a 4WD specialty van capable of navigating our roadways with laboratory testing supplies and essential vaccines would be an important tool in the fight against COVID-19 and other emerging infections in El Dorado County. In March 2021, El Dorado County received a grant to purchase a vehicle through the Coronavirus Response and Relief Supplemental Appropriations Act of 2021 to provide additional critical support as we continue to address COVID-19 within our communities. Staff contacted Kent Taylor, Fleet Superintendent at DOT, who then put us in contact with TriVan Truck Body. We requested a quote and submitted it to the state for approval. The purchase of the 2023 Ford Transit EL T-350 HD XL AWD with the TriVan upfit under this funding was authorized and approved by both CDPH and the CDC.

3. Describe the uniqueness of the acquisition. (Why was the goods/services supplier chosen?)

TriVan Truck Body is the only vendor that has a 2023 Ford Transit EL T-350 HD XL AWD vehicle. TriVan Truck Body also has been identified as a vendor that has extensive experience engineering, testing & building custom public health vans and emergency response vehicles across the US. TriVan is unique in that it offers a network of authorized warranty outlets in 12 California locations, including Sacramento and Davis. The El Dorado County Sheriff's Office is already in possession of 2 custom TriVan vehicles in its fleet: an EOD truck custom manufactured in 2019 and a 34' custom command center trailer for the Office of Emergency Services. A third custom vehicle, a Crime Scene Investigation vehicle, will be manufactured later this year for the Sheriff's Office. TriVan demonstrates familiarity with the design and engineering requirements of specialty vehicles, including all aspects of 12V and 120V electrical, engineering, insulation, generator power systems, interior aluminum cabinetry, exterior storage compartments, plumbing systems, and all aspects of AutoCad design. No other supplier will satisfy El Dorado County Health and Human Services Agency requirements. This custom Ford Transit conversion is only available from one vendor and that is TriVan Truck Body.

4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?

TriVan Truck Body is able to custom build this highly specific public health vehicle, which will be made to fit our unique needs as a flexible mobile vaccine/laboratory vehicle. If we do not go forward with this purchase, we will not be able to get a vehicle and public health nurses will not have a working mobile vaccine & laboratory vehicle. This comprises the ability to provide outreach and point of care in the more remote areas of our county. Many high risk and vulnerable populations will be without services due to transportation barriers.

5. What market research was conducted to substantiate no competition, including the evaluation of other items or service providers? (Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The name and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.)

TriVan's customized specialty vehicles have been fabricated and deployed by many California agencies, including Sacramento, Shasta and Kern County Sheriff Offices, CAL FIRE, Brentwood Police Department, California Conservation Corp and El Dorado County Sheriff's Office. TriVan is unique in that it offers a network of authorized warranty outlets in 12 California locations, including Sacramento and Davis. The Sheriff purchased the EOD truck and a custom command center trailer. The Sheriff has determined TriVan to be a custom engineered company with no like-for-like competition. El Dorado County Public Health serves the entire county, and this specialized vehicle needs to be capable of traveling through a variety of different landscapes, in a wide range of temperatures and environmental conditions, including remote county locations. Such locations will require a vehicle with robust upfitting (cabinetry, counters, electrical) that can operate safely in a wide range of weather conditions (climate control, insulation). This custom Ford Transit conversion is only available from one vendor and that is TriVan Truck Body.

B. Price Analysis:

1. How was the price offered determined to be fair and reasonable? (Explain what basis was used for comparison and include cost analysis as applicable.)

We cannot provide price comparison for the vehicle as there is only one available, and that is through TriVan. In terms of the Upfit, TriVan Truck Body has offered prices comparable to those from the several agencies, many California agencies, including Sacramento, Shasta and Kern County Sheriff Offices, CAL FIRE, Brentwood Police Department, California Conservation Corp and the El Dorado County Sheriff's Office.

2. Describe any cost savings or avoidance realized (one-time or ongoing) by acquiring the goods/services from this supplier.

Purchasing the TriVan Truck Body custom upfit will realize on-going cost avoidances when service and repairs are needed. Using an existing vendor will also add to the cost savings. Authorized warranty outlets for service and repairs are located in Sacramento and Davis. Service and repair of custom engineered vehicles would, otherwise be costly to identify and purchase.








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Final Audit Report

2023-02-16

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