

CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division

Date Received

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:	Org Code:	
24-Sheriff	2420200	
Contact Name:	Subobject:	User Code:
Anthony Prencipe	6040	
Telephone:	Fax:	
530-621-6628		

Required Supplier / Vendor Information

Vendor / Supplier Name:	Vendor / Supplier Address:
Aerovironment Inc.	900 Innovators Way Simi Valley, CA 93065
Contact Name:	
Gina Driscoll	
Estimated Purchase Price/Contract Amount:	Vendor / Supplier Email Address:
\$500,000.00	driscoll@avinc.com
Telephone:	Fax:
805-581-2187	

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:

Purchase of new EOD Robot and associated parts that include the purchase of the following: B/Liion battery 294WH BB2590 BT0791CG, Holder Multi block telemax, Lilon battery f. telemax 26V/50Ah, fixed-focus camera f. telemax, sensor platform with connection 'TEI' f telemax EVO AL POS 1A006A, side mount PAN Holder, side mount of Panshocktube initiator for DukePro Plus only, T mini controller, folding carton f. tEOD or EVO a. telemax MEVOP/PLUS V2 folding carton f. tEOD or EVO a. telemax EVO, US version, 360 degree camera I V2 folding carton, Duke pro shock tube initiator and on site training. AeroVironment Inc. and exemption from competitive bidding under Policy C-17 3.4 2 (b),(e) & (f).

Department Head: Monica Ferguson
Signature

Purchasing Agent: Michele Weimer
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.)

AeroVironment Inc (formerly Telerob USA Inc.) is the sole provider of the Telex Emergency Ordinance Disposal (EOD) robots along with their accessories in the United States. The entire design and intellectual property of the Telex robot, parts and accessories are proprietary to AeroVironment Inc. The Sheriff purchased its primary robot from purchase order 23000787 with a sole source exemption approved by the Purchasing Agent in January 2023. Sheriff EOD personnel have deployed and vetted this make and manufacturers since then. Standardization of maintenance, repair, training, and interoperability are being provided here; along with the efficiency of use and critical knowledge not available with another company.

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

The Sheriff's Office has conducted extensive research on robotics technology since 2013. Due to the age and limitations of the current equipment, the agency is in need of a new, updated EOD robot. The acquisition of this upgraded robot, along with its associated parts, is essential to ensure the continued modernization, reliability, and maintainability of the equipment, thereby supporting sustained operational readiness and optimal performance.

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

AeroVironment Inc. (formerly TelerobUSA) is the sole distributor for the United States for Telerob GmbH, who develops and manufactures these robotic systems and all parts and accessories. The entire design and intellectual property of the Telex robot, parts, accessories are proprietary to AeroVironment Inc. Additionally, the radio components are just one part of a complete

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

Without the necessary equipment, updates and maintenance capabilities, the EOD Unit's operational effectiveness may be significantly reduced. The proposed equipment purchase, along with the acquisition of a new EOD robot, will enhance the unit's ability to safely deploy robotic assets, identify and assess hazardous or potentially dangerous situations, and provide critical information to EOD personnel during operations. These upgrades will ensure the EOD Unit maintains the necessary capabilities, reliability, and situational awareness required to effectively respond to incidents involving suspicious or hazardous devices—while maximizing the safety of both personnel and the public.

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.)

The Sheriff began researching this robotics platform in 2013, then purchased in 2015, and has since stayed in regular contact with the distributor researching how emerging products could benefit operations. To date, there are no other companies that have produced any products for this robotics system largely due to the proprietary nature of these systems. No market research revealed any new companies and suppliers that could provide the standardization, efficiency of use and or critical knowledge better than this vendor.

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.)

AerVironment Inc. is the only provider for these robots so there is no comparable vendor. The expenses will be funded with special revenue funds.

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

By purchasing this equipment with special revenue funds it will provide cost savings for the county.