

**CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division**

Date Received

NON-COMPETITIVE BID PURCHASE JUSTIFICATION

Required for all sole source acquisitions in excess of \$3,000.00.

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 Sheriff	Index Code
Contact Name Undersheriff Rich Williams	Sub-Object Code User Code
Telephone 530-621-5678	Fax 530-626-8091

Required Supplier/Vendor Information

Vendor/Supplier Name Lenco Armored Vehicles	Vendor/Supplier Address 10 Betnr Industrial Drive,
Contact Name James Massery, Government Sales Manager	Pittsfield, MA 01201
Estimated Purchase Price \$291,399.12	Vendor/Supplier E-Mail jmassery@lencoarmor.com
Telephone 413-443-7359	Fax 413-445-7865

Provide a brief description of the acquisition, including all goods and/or services the vendor/supplier will provide

Lenco armored "BearCat" vehicle to include; four-wheel-drive, rotating Hatch, diesel engine, intercom system, rear auxiliary air conditioning and heating system, light bar, lighting package, 22.5 inch tires and wheels, ballistic skip round shield, front mounted receiver, hydraulic ram, gas injector, rear tow hitch receiver, backup camera system, AC/DC power inverters, heated windshield, heat reducing insulation and sound reduction package, Beadrock paint and US State Department level "E" Armor.

Department Head  2/19/13
Signature Date

Purchasing Agent _____ / /
Signature Date

Board of Supervisors _____ Buyer Assignment _____
Date _____ Assigned To _____
Item _____ 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 bid. Explain if this is an emergency purchase or how the supplier is the only source for the acquisition.)

The US State Department is the sole rater an evaluator of tactical vehicles and their ballistic capabilities. The Lenco Beacat and the Lenco Bear are the only armored vehicles in production, available for purchase to law enforcement, which meets or exceeds the Department of the State (DoS) Level "E" ballistic specifications (able to withstand multiple hit damage up to .308 caliber, virtually all all handgun and high powered rifle rounds as well as 50 caliber rounds), the highest standard. The Lenco Bearcat is the only vehicle which meets all US State Department specifications and has a Level "E" ballistic rating.

These vehicles are highly specialized and are not sold through re-sellers. While there are several companies that will reinforce standard vehicles to varying levels of ballistic resistance, research found only two manufacturers of customized tactical vehicles with the capacity to transport an entire SWAT Team. The federal government has contracts with both manufacturers; however only Lenco meets the U.S. Department of State's highest ballistic standard (Level E armor). In addition, the vehicle is in use in several California jurisdictions, including Placer County. In mutual aid situations it is preferable to have equipment that is known by personnel from other agencies. Having the same equipment as other agencies also presents training opportunities. Lenco is offering the vehicle to El Dorado County at the same price as the federal government contract.

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

Based on U.S. Government information, continued attacks are imminent and certain. Local government officials are challenged to provide initial and secondary responses for large-scale catastrophes and attacks on crucial infrastructure, schools, government buildings, and strategic businesses, as well as large public gatherings. There will be an urgent need to provide a coordinated method of safely inserting emergency medical personnel, tactical officers and fire service personnel into hostile environments to allow the evacuation and treatment of numerous injured people. The Lenco Bearcat may be used as a victim recovery vehicle to preserve life.

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

Lenco was chosen because they are only manufacturer that has this rating through the US State Department. Lenco is the sole retailer of the Bearcat (No dealers).

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

The consequences of this could be catastrophic. It is not reasonable to provide an armored vehicle to law enforcement, which is not armored to the fullest and which could be susceptible to even smaller caliber rounds if they were armor piercing or jacketed. Furthermore, it is unacceptable to purchase a vehicle (much like a bullet proof vest or Fire Fighter Turnouts) which has no safety rating from a credible source. The US State Department regulates ballistic capabilities of armored vehicles. The US State Department conducts independent tests to determine the level of ballistic capability before issuing ratings.

5. What market research was conducted to substantiate no competition, including evaluation of other items consider?
(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.)

U.S. General Services Administration - www.gsaadvantage.gov - Search "State Department Armor Level E". The cost for the Lenco Bearcat is the same offered to the federal government (GSA Pricing). Sole Source Contacts have been awarded to the following agencies, Placer County, St. Charles County Sheriff's Office, New York State Police US State Department, Illinois State Police, Los Angeles Police Department, and the New Jersey State Police.

I spoke with Placer Capt. Ausnow who stated that their Bearcat was purchased on a sole sources contact because Lenco is the only manufacture who provides the US State Department approved Level E ballistic rating.

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.)

There are no re-sellers of this product and we are dealing directly with the manufacture. The cost to El Dorado County is the same for the price offered to the federal government (GSA Pricing).

2. Describe any cost savings or avoidance realized (1 time or on-going) by acquiring the goods/services from this supplier

N/A