

CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division

Date Received
 EL DORADO COUNTY
 7:00 FEB 29 PM 4:00

NON-COMPETITIVE BID PURCHASE JUSTIFICATION

Required for all sole source acquisitions in excess of \$5,000.00.

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's Office	Index Code: 242114
Contact Name: Sgt. Anthony Prencipe	Subobject: User Code: 6045
Telephone: (530 621-7652)	Fax:

Required Supplier / Vendor Information

Vendor / Supplier Name: TriVan Truck Body LLC	Vendor / Supplier Address: 1385 West Smith Road
Contact Name: Ryan Vandriel	Ferndale Wa 98248
Estimated Purchase Price: \$ 137,764.00 139,661.88 + 8.9% tax =	Vendor / Supplier Email Address: rvandriel@trivan.com
Telephone: (360) 380-0773	Fax:

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

16 x 8 foot TriVan Aluminum Specialty EOD Truck Body, custom design, engineered, manufactured, and installed. The truck body is designed to be placed on a vehicle chassis. This vehicle will replace an outdated vehicle and become the mission ready deployment vehicle for the El Dorado County Sheriff's Office Bomb Squad.

Department Head:		2-25-19
	Signature	Date
Purchasing Agent:		3/4/19
	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.)

TriVan is the only manufacturer that will design, engineer, manufacture, install and deliver a custom truck body that fits the needs and operability of EDSO Bomb Squad. There are many vendors which make custom truck bodies. However, many wish to install on their own vehicle chassis and others provided quotes above our budgeted allotment.

TriVan also has a proprietary construction system using interlocking, "Snap Lock" wall panel systems to construct the exterior walls. The panels snap together side by side, making a rivet free and puncture resistant exterior skin. This construction adds a layer of security above other vendors, which is important for a vehicle transporting and maintaining explosives.

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

The current EOD Truck is 14 years old and the need for replacement is immediate. The truck is plagued with electrical problems both in the chassis and the up fitted box; the truck frequently requires two jump boxes to start which detracts from its response-ready capability. It has suffered a blown head gasket, brake fire, and is currently in need of repainting. Additionally, the increase of equipment associated with the technological development of the specialty means we have outgrown the storage capacity of the current truck, the smallest in the region. In general, we must climb over equipment to get to the items we need, or spend more time to unload the robot. When we need to carry both robots on the truck, we cannot work around them and both robots and their related equipment must be removed before we can be operational on scene.

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

TriVan was chosen due to (1) the work quality, (2) ability to customize to our specific needs and (3) the ability to put on a chassis of our choosing. (1) We noticed the work quality based on another team owning truck body from TriVan. We have found that numerous Law Enforcement and Government bodies have used them for custom work. (2) Our equipment needs have outgrown our current vehicle. We also own two large sized robots that we need to transport and work with. TriVan has specifically designed a drop-pod area (drop floor design) which allows for us to transport both robots in a safe manner without impacting workspace in the vehicle. This area also allows for easier loading and unloading of the robots and minimizing the dangers of fall off a steep ramp. There is also plans for our explosives magazines to be stored in the floor well, adding additional security and safety measures (3) El Dorado County is unique in it's geography and the different locals that a unit can respond to. The EOD team needs to be able to respond to situations in different locals and terrains. Selecting a chassis of our choosing allowed us to better respond to missions in our county. TriVan is able to customize the Truck Body to fit with the chassis.

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

The current EOD truck will continue to degrade in reliability and increase in maintenance and repair costs. This is a vehicle that carries over \$500,000.00 dollars in equipment and explosives, along with passengers. With that in mind, we have already experienced a brake fire, blown head gasket, and electrical issues. There are times we need 2 vehicles and 2 jump boxes to jump start the vehicle, increasing response time to potentially life threatening situations.

These issues are magnified when looking at the storage area for our equipment. EOD is a highly technical and technological team. The current vehicle was not designed for EOD and has been used to the end of its limits.

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.)

We sent out requests for quotes from multiple vendors. We received numerous back, with many far exceeding our target budget. Of those we received, that included TriVan, Bruan Northwest, and EarthCruiser.

EarthCruiser provided a quote of a custom built body and required the purchase of a Mitsubishi-Fuso FG4x4 Chassis. This chassis does not fit the capabilities required for EOD to have a deployable response vehicle for all areas of El Dorado County. A test drive of the chassis proved it's less then desirable inoperability within our area.

Bruan Northwest designed custom ambulances on an International 4300 chassis. This chassis is comparable to that of a Kenworth, with pros and cons to each. However, they were not able to drop the body, similar to the TriVan's drop floor design, for our robots or our explosive magazines. Bruan was also initially the most expensive of the three quotes we received under our target budget.

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.)

The price of the TriVan custom truck body is comparable with other custom truck bodies and also comparable to full truck purchases (truck body and chassis) when the price of the chassis we wish to purchase is added in. TriVan was not the lowest (EarthCruiser was), it provides us with the truck body on a chassis that will work for our area, as opposed to a chassis designed for urban use. TriVan comes in similar in price to Bruan Northwest, the difference being custom design choices and again the chassis of our choosing. All other received quotes came in at a higher price point then TriVan and Bruan Northwest.

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

Purchasing the TriVan custom truck body will improve safety for our EOD team and their equipment, reduce maintenance and repair costs, and lower response times and mission ready time for our EOD team during active, dangerous and ever evolving situations. TriVan will also allow for better storage of our current EOD equipment which will also reduce maintenance and repara costs of those items.