

**CHIEF ADMINISTRATIVE OFFICE  
Procurement and Contracts Division**

Date Received
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**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**

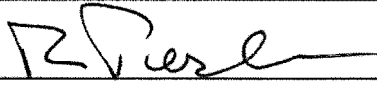
Department Sheriff's Office	Index Code 241140	
Contact Name Jon DeVille	Sub-Object Code 4462	User Code
Telephone 530-621-5691	Fax	

**Required Supplier/Vendor Information**

Vendor/Supplier Name Motorola	Vendor/Supplier Address
Contact Name	
Estimated Purchase Price \$216,500	Vendor/Supplier E-Mail
Telephone	Fax

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

Patrol Vehicle mobile workstations and accompanying cables.

Department Head  Date 9-8-15  
Signature Date

Purchasing Agent \_\_\_\_\_ Date \_\_\_\_\_  
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 MW810 specified hardened mobile digital computers are the only units compatible with existing in-car monitors and keyboards. The existing monitors in the Sheriff's Office Patrol Fleet are proprietary to Motorola. EDSO must place this order by October 1, 2015, for the MW810 Mobile Workstations. After October 1, 2015, the item will be discontinued. Unfortunately, the new items that will replace the MW810 will not be compatible with our current mobile equipment. If we do not make this deadline, then we will have to replace all monitors and other equipment which will increase the project costs significantly.

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

Currently used Mobile workstations in the EDSO's patrol vehicles are over six years old. They are no longer under warranty and have surpassed their useful life. Without these workstations deputies would not have access to critical crime data or have report writing capabilities.

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

The MW810 specified hardened mobile digital computers are the only units compatible with existing in-car monitors and keyboards. The existing monitors in the Sheriff's Office Patrol Fleet are proprietary to Motorola. Failure to procure the specified Motorola unit will increase the project costs by an estimated \$162,800 for the added purchase of compatible in-car screens, mounts, cables, and keyboards. Since the Sheriff's Office has been using this equipment for over 10 years, and this is a replacement of existing components, no consultation or configuration services are required, making Motorola Inc. the most economical source for these replacement parts.

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

Without these workstations deputies would not have access to critical crime data or have report writing capabilities. Failure to procure the specified Motorola unit will increase the project costs by an estimated \$162,800 for the added purchase of compatible in-car screens, mounts, cables, and keyboards.

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.)

N/A

**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.)

Competitively bidding the specified unit will yield no financial advantage to the County because there is only one Motorola authorized re-seller that services El Dorado County. We have received a quote from the re-seller and their pricing is higher than Motorola Inc. direct pricing.

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

Utilizing direct pricing with Motorola will result in a cost avoidance of \$1,715.92 compared to the next highest company allowed to quote. Going forward with the MW810 model will result in a cost avoidance on an estimated \$162,800, failure to procure the specified Motorola unit will increase the project costs because all new compatible in-car screens, mounts, cables, and keyboards would be required to be purchased.