

Date Received

CHIEF ADMINISTRATIVE OFFICE
Procurement and Contracts Division

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	2420220 24HSG20 2400300 C40EQ60EQ NA	
Contact Name:	Subobject:	User Code:
Dep. Mike Muckerheide	6040	
Telephone:	Fax:	
530-642-4732		

Required Supplier / Vendor Information

Vendor / Supplier Name:	Vendor / Supplier Address:
AEROVIRONMENT INC.	900 INNOVATORS WAY
Contact Name:	
GINA DRISCOLL	SIMI VALLEY, CA 93065
Estimated Purchase Price/Contract Amount:	Vendor / Supplier Email Address:
\$151,503.00	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:

Telemax EOD Robot Parts - such as T001/Robo Command MPU5 2.2-2.5GHz,
EOD robot telemax EVO PRO upgrade kit, MPU5 radio, 2-way-audio module,
360 degree camera f.tE ODr EVO a. telemax EVO,
Aiming system, optical auto crosshair, pan,
Remote video streaming, robo command, MPU5.
Site travel time and training.

Department Head: **Monica Ferguson** Digitally signed by Monica Ferguson
Date: 2022.12.15 13:26:00 -08'00'
Signature

Purchasing Agent:
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.)

The Sheriff's Office owns Telerob/Telexmax robots, and these parts are only sold by AeroVironment who acquired Telerob in 2021. We cannot service our robots without the parts that are available only through this company.

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

Robots have been purchased from Telerob in prior years. In order to maintain these robots, we need the parts that are only available through this vendor. These purchases will be funded through the 2020 Homeland Security grant.

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

This vendor is the only distributor of these parts for service of our currently owned robots.

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

Our current robots will be unusable if they are not updated and serviced.

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.)

AeroVironment officially acquired Telerob USA Inc., on May 3rd, 2021. AeroVironment Inc. is a publicly traded company and the sole provider of the Telemax EOD robots along with their accessories in the United States. This includes the Telemax batteries. AeroVironment Inc. has locations across the US and with most engineering and support of Telemax products in Erie PA to better provide service to US customers. The entire design and IP of the Telemax robot, parts and accessories are proprietary to AeroVironment Inc.

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.)

AeroVironment has the only provider of the Telemax robots so there is no comparable vendor. The expenses are funded with Homeland Security Grant funds.

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

The Homeland Security Grant provides the funding, and this funding would be lost if we do not service the robots that were purchased by earlier grant cycles.