




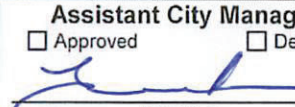


**CITY OF HUNTINGTON BEACH**  
**Sole-Source Justification**  
 (For use on all goods and services acquisitions.)

RECEIVED  
 MAR 15 2023

Finance Department

This justification document consists of two (2) pages. All information must be provided and all questions must be answered. The "Required Approvals" section must include a date for each signature, as appropriate for the transaction.

Requesting Department Information			
Date: February 28, 2023			
Requestor Name: Sgt. Jerry Goodspeed		Division Manager: Capt. Svendsbo <small>(Type names. Do not sign.)</small>	
Department: Police		Department Head: Chief Parra <small>(Type names. Do not sign. Must be same as signature below.)</small>	
Department Contact Information			
Contact Name: Jerry Goodspeed		Street Address: 18401 Gothard St., Huntington Beach, CA 92648	
Telephone: 714-536-5997		Shipping Address: Same	
Fax:			
Cellular phone:			
Required Contact Information			
Contractor/Supplier Name: Hanger One Avionics			
Contractor/Supplier Address: 2026 Palomar Airport Road			
Contractor/Supplier City/State/Zip: Carlsbad, CA 92011			
Original Contract Amount:* \$None <small>(*Includes original contract and previously approved amendments)</small>	Amendment Amount:* (if applicable) \$N/A <small>(*Current amendment only)</small>	New Contract Amount:* \$440,538.75 <small>(*Includes original contract and all amendments, including current amendment)</small>	
<b>Provide a brief description of the acquisition, including all goods and/or services the contractor will provide:</b>			
Installation and purchase of three new mapping system for helicopter			
Contract Type and Term			
Contract Type:  Select One: <input type="checkbox"/> Goods <input type="checkbox"/> Service <input checked="" type="checkbox"/> Goods & Services		Contract Term:  Begin:  End:	What account number will be used to purchase?  Business Unit:  Object Code:
Required Approvals			
<b>Department Head</b> <input checked="" type="checkbox"/> Approved <input checked="" type="checkbox"/> Denied  Signature 3/15/23 Date	<b>Principal Finance Analyst</b> <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied  Signature 3/16/2023 Date	<b>Chief Financial Officer</b> <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied  Signature 3/16/2023 Date	<b>Assistant City Manager</b> <input type="checkbox"/> Approved <input type="checkbox"/> Denied  Signature 3/19/2023 Date <small>(Transactions exceeding \$50,000 must be approved by City Council)</small>



# CITY OF HUNTINGTON BEACH

## Sole Source Justification (For use on all goods and services acquisitions.)

Complete responses must be provided for all of the following items.

### **A. THE GOOD/SERVICE REQUESTED IS RESTRICTED TO ONE SUPPLIER FOR THE REASONS STATED BELOW:**

**1. Why is the acquisition restricted to this goods/services/supplier?**

(Explain why the acquisition cannot be competitively bid.)

The Air Support Unit (ASU) has a mapping system in each Helicopter. The system is used in the helicopters to view and record the activity occurring on the ground. The current mapping system is outdated and the company has failed to provide customer support to rectify several ongoing mapping issues.

This Shotover "Augmented Reality Mapping System" is the industry-leading system to assist in the critical functions needed to complete the ASU mission. Hanger One Avionics (HOA) is the only company providing their proprietary installation system with the Shotover map. The change to the Shotover system with the HOA installation will allow the ASU to continue to provide the needed service to our police assets on the ground. When installed in each helicopter, it is wired for the specific mapping system used. The installation of a new mapping system can be a time-consuming process, but with HOA, the process will be completed in one day as no reconfiguration in the helicopters will be required and we will have little to no downtime of ASU services for the communities we serve. Shotover mapping with HOA installation is the only local, efficient option for the ASU.

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

The current mapping system, Areocomputers Airborne Systems (AAS), began having trouble identifying addresses while the helicopters were in flight. Contact was made with AAS and during a three month process they were unable to fix the problem with their system and failed to provide timely and adequate feedback and explanation as to why the system was failing. AAS has recently advised the ASU the series UC6000 mapping we are currently using is going to be phased out in the coming year and will not be updated. All of the events combined have forced us to look into other mapping computer systems.

**3. Describe the uniqueness of the acquisition (why was the good/service/supplier chosen?).**

The mapping system is one of the most crucial parts of the helicopter allowing us to provide information to the ground units in a timely and effective manner. The mapping system allows us to record the video being captured by our camera and provide these pictures as evidence to each incident. It allows the pilot and flight observer to quickly find locations, as well as relay timely information to the ground units.

The Shotover mapping system is 66% lighter than the AAS systems, allowing us to save on fuel costs. Shotover is the only system which would allow us to move forward without having to retool or adjust the camera, light, or wiring in the helicopter. Shotover mapping with HOA installation is the only local, efficient option for the ASU.

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

As stated above the current AAS system we have is being phased out, is not fully operational, and would leave the ASU with out one of the most crucial pieces of equipment in the helicopter.

**5. What market research was conducted to substantiate no competition, including evaluation of other items considered?**

(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 names 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.)

**During the research of purchasing a new mapping system, we discovered there were no vendors comparable to Shotover and no installation companies in or around California who would be able to meet or match HOA's pricing and customer service. During this research process we discovered that 10 ASU units have moved to the Shotover system, including Ontario PD, Riverside PD, LAPD, Las Vegas PD and Atlanta PD, and the California agencies have used Hanger One Avionics as their installation company.**

**B. PRICE ANALYSIS**

**1. How was the price offered determined to be fair and reasonable?**

(Explain what the basis was for comparison and include cost analyses as applicable.)

**The price was consistent with current market values for similar services and products.**

**2. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier.**

**There are no additional costs associated with this product or installation.**

Remit completed form to:

City of Huntington Beach – Purchasing Division  
2000 Main Street, Huntington Beach, CA 92648-2702

# SHOTOVER

5660 Airport Blvd., Suite 101  
Boulder, CO 80301  
Phone +1. 720.943.4ARS (4277)  
[www.shotover.com](http://www.shotover.com)

Attn: Sergeant Jerry Goodspeed  
Huntington Beach Police Department  
Air Support Unit  
[jgoodspeed@hbpd.org](mailto:jgoodspeed@hbpd.org)

Date: January 31, 2023

RE: Sole Source – Shotover ARS-750C

Dear Sgt Goodspeed,

Churchill Navigation dba Shotover Systems is the sole source designer, manufacturer and supplier of the ARS-750C Augmented Reality System.

ARS is a mapping system for airborne applications providing an augmented reality mapping display. This means that critical information needed to accomplish the mission, such as street names, addresses, parcel information, business names and distance to target can be displayed directly over the live full motion video. This product has a wealth of characteristics, options and features unmatched in the market and has been acquired under Sole Source Justification by many agencies. These unmatched items include: size, weight, features, interoperability with current aircraft systems, overlay quality, warranty and support and as such is the best value now and in the future.

**Details:**

As the inventor of Augmented Reality for Airborne Law Enforcement, Churchill Navigation, now Shotover Systems, provides a higher level of maturity not found in any other Augmented Reality mission management system available on the market. Shotover's Augmented Reality Systems are in use in a wide range of airborne platforms across the United States, Canada and the world. The system has been proven in flight in over 675 rotor-wing and fixed wing applications over the past twelve years. The COTS nature of this system mitigates all risk as the system is completed, flight tested and installed in fielded aircraft.

The integration and interface to the gyro stabilized cameras has been tested and is included in the ARS software at no extra charge.

Over years of operating and maintaining Mission Management Systems, the Shotover ARS system has proven to be the most reliable Mission Management System with the highest reliability rate compared to other mission management systems. When factoring turnaround time for repairs, Shotover offers the

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[www.shotover.com](http://www.shotover.com)

quickest repair and support turn-around times, and free use of spare systems shipped within one day, aiding us in keeping the system in use and in the air.

Shotover's Augmented Reality System includes benefits and features not found in other digital Moving map systems to include:

## **Hardware**

- The ARS-750C hardware is a small single box solution. This rugged and compact system saves weight, space and installation time on the aircraft.
- The ARS-750C is a light weight system weighing only 2.9 lbs.
- The ARS Augmented Reality and 2D mapping and two SD/HD digital video channels that can be recorded on the hardware. No additional Digital Video Recorders are needed on the aircraft.

## **Software Features**

- The ARS-750C includes street labels, roof top addresses and business names for the entire Continental US.
- The address lookups can be entered simply and quickly, by entering the address or business name and does not require the entry of the state, county or city. Destinations are listed by proximity to the aircraft/camera.
- ARS includes built-in Speed Measurement feature that calculates average speed similar to VASCAR. This data is automatically recorded, allowing pursuit vehicles to focus on following the vehicle and not on tracking the speed.
- The system includes Aerial synthetic imagery that can be used to see the layout of a target property prior to arriving on-scene, when unable to view from the camera in cases of fog, cloud cover or smoke, or to aid in night missions.
- The system allows the path of the aircraft, path of the camera, markers, perimeters, screen shots and video to be saved via removable media sources.
- The system includes on-screen control of the search light and downlink.
- The camera interface is included in the software at no additional charge.

## **Digital Video Recorders**

- The ARS includes recording of two HD channels, saving weight, space and cabling.
- The ARS records two channels simultaneously as well as Meta data.
- The recorders allow for on-screen display and control of recording.
- The Recorders offer Playback of video WHILE RECORDING.
- The recorders offer "TiVo" feature where a 30 second buffer is being recorded prior to the record button being selected. (Never miss a thing.)
- The ARS on-board recorders can record High Definition signals in 720p or 1080p.

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## Warranty

- Shotover is the ONLY mapping provider to offer a 100% Satisfaction Guarantee for the first year. If not completely satisfied we will refund 100% of the purchase price.
- The purchase price includes Lifetime map updates.
- The purchase price includes Lifetime software updates.
- There is No additional charge for training & travel by our team.
- No charge for software customization.
- No charge for additional GIS integration such as Parcel data or additional map data.
- No charge for integration of other systems, now or in the future.
- The purchase price includes a 3 Year hardware warranty.
- Shotover offers the use of spares if a problem does occur and that system will be shipped overnight within 24 hours at no charge.

Please let me know if you have any questions or if I can help in any way.

Sincerely,

Erin E. Sperling



Vice President of Sales  
Churchill Navigation /Shotover Systems  
(850) 748-7471  
[erin@shotover.com](mailto:erin@shotover.com)