



CITY OF HUNTINGTON BEACH

Sole-Source Justification

(For use on all goods and services acquisitions.)

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: April 11, 2022			
Requestor Name: Sgt. Jeff Goodspeed		Division Manager: Capt. Haught <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: Sgt. Jeff 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: Dallas Avionics			
Contractor/Supplier Address: 2525 Santa Anna Ave.			
Contractor/Supplier City/State/Zip: Dallas, TX 75228			
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:* \$98,065.43 <small>(*Includes original contract and all amendments, including current amendment)</small>	
Provide a brief description of the acquisition, including all goods and/or services the contractor will provide:			
Contract Type and Term			
Contract Type: Select One: <input checked="" type="checkbox"/> Goods <input type="checkbox"/> Service <input type="checkbox"/> Goods & Services		Contract Term: Begin: End:	
		What account number will be used to purchase? Business Unit: Object Code:	
Required Approvals			
Department Head <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied Signature 4/14/22 Date	Principal Finance Analyst <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied Signature 4/19/2022 Date	Chief Financial Officer <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied Signature 4/19/22 Date	Assistant City Manager <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied Signature 4/20/2022 Date (Transactions exceeding \$50,000 must be approved by City Council)



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 has one Technisonic radio system in each Helicopter. The radios are used to communicate with air traffic control and other aircraft, and are used as the police radio. This is a very specific radio found only in law enforcement aircraft, and each helicopter is wired specifically for this radio system. During the bidding process for the purchase of three replacement helicopters, the Air Support Unit determined that the radios in the existing helicopters could be upgraded and transferred into the new helicopters, saving the City approximately \$250,000 across all three radios/helicopters.

Unfortunately, one radio was recently damaged beyond repair and must be replaced. A sole source purchase is being requested as the replacement radio needs to be consistent with the radios in the other helicopters. Operational efficiency is optimized under this model, since the radios can be transferred from one helicopter to another in case of a malfunction. This is a time consuming process, but it can allow the Air Support Unit to continue providing helicopter services by minimizing the time a helicopter is grounded. Each radio system is wired differently, thus, using the same radios ensures compatibility across all three helicopters.

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

The Technisonic radio was destroyed in the crash of our helicopter, and must be replaced.

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

There is an operational necessity for the replacement radio to be consistent with the two currently being used in the existing helicopters. If a different radio system is purchased, the other two radios would also need to be replaced. Furthermore, the new helicopters are near completion and have already been wired for the Technisonic radio system. Purchasing a different radio model would require the new helicopters to be rewired, resulting in further costs and substantial delays in the delivery of the new helicopters.

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

As stated above, it is critical for all of the helicopter radios to be the same. Purchasing a different radio system would not only require the purchase of three new radios, but would also necessitate modifications to the wiring in each of the new helicopters, resulting in greater costs and substantial delays.

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.)

While researching the purchase of the new helicopters, the Air Support Unit reviewed the cost of buying new radio systems versus the cost of transferring the current radios. The cost difference was over \$250,000. Since two of the current radios are still functional, and since the new helicopters have already been wired for the existing radio system, it would be inefficient and costly to purchase three new radios instead of purchasing one replacement Technisonic radio.

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.
By staying with the Technisonic radio system, the City will not incur the costs of purchasing two additional radios and rewiring the three new helicopters. In addition, delays in the delivery of these new helicopters will also be avoided.**

Remit completed form to:

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

Dallas Avionics

ISO 9001:2015 and AS9100D

2525 Santa Anna Ave.

Dallas, Texas 75228

214-320-9770

QUOTE NO: 449225

PAGE NO: 1

SOLD TO: HUNTINGTON BEACH POLICE
18401 E.GOTHARD ST.
HELICOPTER SUPPORT
HUNTINGTON BEAC, CA 92648
USA

SHIP TO: HUNTINGTON BEACH POLICE
18401 E.GOTHARD ST.
HELICOPTER SUPPORT
HUNTINGTON BEAC, CA 92648
USA

CUSTOMER #	P.O. NUMBER	SHIP VIA/ACCOUNT #	SALES REP
104703	QUOTE		CB
1			

BUYER	DATE	SHIP INSTRUCTIONS	TERMS
JAY GOODSPEED	04/08/22		VISA/MC/AMEX/DC
jagoodspeed@hbgpd.org	12:31		

ORDER	PART NUMBER	DESCRIPTION	COND	PRICE UM	AMOUNT
-------	-------------	-------------	------	----------	--------

JAY, WHEN READY TO PROCEED PLEASE ISSUE A PO FOR UN2175
FOR S/N FTC10155, THEN CALL OR E-MAIL FOR AN RMA. PLEASE DO NOT SEND WITHOUT AN RMA OR THINGS
GET LOST.
SINCERELY,
CLINT

1	UN2175	TIL UPGRADE(HUNTINGTON BEACH P P93088NV TO P93643 S/N FTC10155	NE	6,785.00 EA	6,785.00
1	TDFM9300-P93643NV	TIL RADIO(HUNTINGTON BEACH PD) 111267-2-93-A88-AZZ-T1-P93643	NE	84,227.00 EA	84,227.00

* x

Our sales, return, export, drop shipment and warranty policies
can be viewed at <http://www.dallasavionics.com/terms/sales>
Prices Quoted are valid for 30 days from date of quote.

Thank you,

CLINT BORLAND

FRT/HANDLING	TBD
TAX	7,053.43
TOTAL (USD)	98,065.43



City of Huntington Beach

MATERIAL REQUISITION

Requestor:	Sgt. Goodspeed	Date of Request:	4-11-22
-------------------	----------------	-------------------------	---------

Approved by:	Lt. Nesmith <i>EN</i>
---------------------	-----------------------

Vendor:	Dallas Avionics	Ship to:	Huntington Beach Police Dept. Heliport
Address:	2525 Santa Anna Ave	Address:	18401 Gothard St
City/State/Zip:	Dallas, TX 75228	City/State/Zip:	Huntington Beach CA 92648
Attention:	Clint Borland	Ship to Attention:	Lt. Nesmith

Quantity	Unit	Description	Amount
1		P93088NV to P93643	\$6,785.00
1		TDFM9300-P93643NV	\$84,227.00

Account #:	
-------------------	--

Notes:	
---------------	--

Sub-Total:	\$91,012.00
Sales Tax:	\$7,053.43
Shipping:	TBD
TOTAL:	\$98,065.43