







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 4, 2022			
Requestor Name: Sgt. Jeff Goodspeed		Division Manager: Capt. Haught (Type names. Do not sign.)	
Department: Police		Department Head: Chief Parra (Type names. Do not sign. Must be same as signature below.)	
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: Aerocomputers Corp.			
Contractor/Supplier Address: 2889 W. 5 th St. #111			
Contractor/Supplier City/State/Zip: Oxnard, CA 93030			
Original Contract Amount:*		Amendment Amount: (if applicable)	
\$None (*Includes original contract and previously approved amendments)		\$N/A (*Current amendment only)	
		New Contract Amount:*	
		\$122,775.74 (*Includes original contract and all amendments, including current amendment)	
Provide a brief description of the acquisition, including all goods and/or services the contractor will provide:			
Contract Type and Term			
Contract Type:		Contract Term:	
Select One: <input checked="" type="checkbox"/> Goods <input type="checkbox"/> Service <input type="checkbox"/> Goods & Services		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 4/4/22 Date		Principal Finance Analyst <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied  Signature 4/15/2022 Date	
		Chief Financial Officer <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Denied  Signature 4/15/2022 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 had three Aerocomputer mapping systems. Recently one was damaged beyond repair. The aircraft and peripheral systems can be only wired to one system. It would be impossible to use another vendor's system in our helicopters.

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

Each helicopter has an Aerocomputer map system installed. A new system needs to be purchased to replace the one that was recently damaged beyond repair.

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

The Air Support Unit chose the Aerocomputer moving map system for it being cost effective and its abilities several years ago. The same system needs to be purchased to function with the already existing systems.

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

The Air Support Unit would experience significant down times if this mapsystem is not purchased.

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.)

When the original map systems were purchased, significant research was done to determine the Aerocomputer system was the best and most economical option. At this point the Aerocomputer is the only option as the aircraft are already set up for that system.

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.)

When the map systems were originally purchased it was determined that the Aerocomputer system was less expensive than their competitors and their product was superior.

2. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier. To switch mapping systems would cost approximately \$500,000 dollars. This would be to retrofit the aircraft with the new system and purchase the necessary alternate brand of system. This option is not feasible.

Remit completed form to:

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



City of Huntington Beach

MATERIAL REQUISITION

Requestor:	Sgt. Goodspeed	Date of Request:	4-3-22
-------------------	----------------	-------------------------	--------

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

Vendor:	Aerocomputers Corp.	Ship to:	Huntington Beach Police Dept. Heliport
Address:	2889 W. 5 th #111	Address:	18401 Gothard St
City/State/Zip:	Oxnard, CA 93030	City/State/Zip:	Huntington Beach CA 92648
Attention:	Bruce Bowmar	Ship to Attention:	Lt. Nesmith

Quantity	Unit	Description	Amount
1		UC 6000	\$112,745.00
1		AK-4S Sliding KBD USB	\$1,200.00

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

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

Sub-Total:	\$113,945.00
Sales Tax:	\$8,830.74
Shipping:	N/A
TOTAL:	\$122,775.74



Estimate

03/31/2022

AeroComputers Corp.

2889 W. 5th St., #111
Oxnard, CA 93030
Phone: (805) 985-3390
Email: sales@aerocomputers.com

10245



Bill To:

Huntington Beach Police Dept
18401 Gothard Street
Huntington Beach, CA 92648

Ship To:

Huntington Beach Police Dept
18401 Gothard Street
Huntington Beach, CA 92648

Contact: Michael Cavanaugh

Memos

Created: 03/31/2022 Quote valid 90 days
By: bbowmar

Seller	Payment Terms	FOB Point	Ship Via
Bruce Bowmar	25% Deposit / Bal Net 30	Origin	U.S. FedEx Ground

Item #	Type	Item / Description	Unit Price	Qty Ordered	Total Price
1	Kit	UC-6000 Kit - UltiChart 6000 CPU Kit	\$ 0.00	1 ea	\$ 0.00
2	Sale	UC-6000 - Ultichart Mission System; ECCN: 7A994 P/N 301300A	\$ 112,745.00	1 ea	\$ 112,745.00
3	Sale	HW-3 Year - 3 Year Hardware Warranty	\$ 0.00	1 ea	\$ 0.00
4	Sale	SW-Free - Free UltiChart Software Updates for the Life of the System	\$ 0.00	1 ea	\$ 0.00
5	Sale	Support-Training - Installation Support and Remote Operator Training	\$ 0.00	1 ea	\$ 0.00
6	Sale	UltiChartSoftware - AeroComputers Proprietary Situational Software - ECCN: 7E994	\$ 0.00	1 ea	\$ 0.00
7	Kit	NAM-Selection Kit - North American Map Selection Kit	\$ 0.00	1 ea	\$ 0.00
8	Sale	Aero Maps-North America - Aero Maps for North America	\$ 0.00	1 ea	\$ 0.00
9	Sale	AeroParcels-NorthAmerica - Aero Parcels for North America	\$ 0.00	1 ea	\$ 0.00
10	Sale	Topos-NorthAmerica - 100K, 250K Topos for North America	\$ 0.00	1 ea	\$ 0.00
11	Kit	24K-Topo Qty 01 - Topo Graphic Maps 24K, SchB 9014.90	\$ 0.00	1 ea	\$ 0.00
12	Sale	CA - California, SchB: 9014.90	\$ 0.00	1 ea	\$ 0.00
13	Sale	AerialImagery-NorthAmerica - Aerial Imagery for North America	\$ 0.00	1 ea	\$ 0.00
14	Sale	FAASectionals-WorldCharts-NorthAmerica - FAA Sectionals, and World Area Charts for North America	\$ 0.00	1 ea	\$ 0.00



Estimate

03/31/2022

AeroComputers Corp.

2889 W. 5th St., #111
Oxnard, CA 93030
Phone: (805) 985-3390
Email: sales@aerocomputers.com

10245



Item #	Type	Item / Description	Unit Price	Qty Ordered	Total Price
15	Sale	NauticalCharts-NorthAmerica - Nautical Charts for North America	\$ 0.00	1 ea	\$ 0.00
16	Kit	10M-Elevation State Qty 01 - 10M-Elevation State, SchB 9014.90	\$ 0.00	1 ea	\$ 0.00
17	Sale	CA - California, SchB: 9014.90	\$ 0.00	1 ea	\$ 0.00
18	Sale	30M-ElevationData-NorthAmerica - 30M Elevation Data for North America	\$ 0.00	1 ea	\$ 0.00
19	Kit	Gimbal Selection Kit - Gimbal Selection Kit	\$ 0.00	1 ea	\$ 0.00
20	Kit	Wescam MX-10 - Wescam MX-10	\$ 0.00	1 ea	\$ 0.00
21	Sale	GC-L3 - Gimbal Control Software Level 3	\$ 0.00	1 ea	\$ 0.00
22	Sale	GI-MM - Gimbal Interface - Moving Map	\$ 0.00	1 ea	\$ 0.00
23	Sale	GP-422 - Gimbal Protocol - RS-422 Communications	\$ 0.00	1 ea	\$ 0.00
24	Sale	UC3D-VideoOverlay - US3D Video Overlay System	\$ 0.00	1 ea	\$ 0.00
25	Sale	HD-DVR - Dual Channel HD-DVR	\$ 0.00	1 ea	\$ 0.00
26	Kit	Install Kit UC6000 - Install Kit UC6000, ECCN: 7E994	\$ 0.00	1 ea	\$ 0.00
27	Sale	D38999/26WB2SA - Power Connector for 6000 - RFI Plug, 38999 SIII	\$ 0.00	1 ea	\$ 0.00
28	Sale	M85049/38-11W - D38999 CANNON PLUG BACK SHELL, SIZE 11 (B)	\$ 0.00	1 ea	\$ 0.00
29	Sale	D38999/26WE35PN - VGA/KBD Connector	\$ 0.00	1 ea	\$ 0.00
30	Sale	M85049/38-17W - D38999 CANNON PLUG BACK SHELL, SIZE 17 (E)	\$ 0.00	1 ea	\$ 0.00
31	Sale	D38999/26WG35PN - Aux Connector	\$ 0.00	1 ea	\$ 0.00
32	Sale	M85049/38-21W - D38999 CANNON PLUG BACK SHELL, SIZE 21 (G)	\$ 0.00	1 ea	\$ 0.00
33	Sale	PAU07 - Panda N600 Dual Band Wireless N USB Adapter Dongle	\$ 0.00	1 ea	\$ 0.00
34	Sale	3G15A-XT-1 - Active L1 GPS Antenna	\$ 0.00	1 ea	\$ 0.00
35	Sale	301320A - UC-6000 Tray Assembly	\$ 0.00	1 ea	\$ 0.00
36	Sale	AK-4S Sliding KBD USB NVIS PN: 100524A-3 - USB AK-4 Sliding Keyboard NVIS, EAR99, SchB 8471.60.20	\$ 1,200.00	1 ea	\$ 1,200.00
37	Shipping	Shipping - Packaging, Shipping and Handling	\$ 0.00	1 ea	\$ 0.00
38	Note	25% deposit due before shipment date. Balance due 30 days after shipment date.			



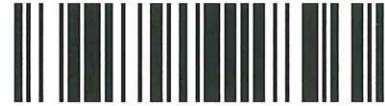
Estimate

03/31/2022

AeroComputers Corp.

2889 W. 5th St., #111
Oxnard, CA 93030
Phone: (805) 985-3390
Email: sales@aerocomputers.com

10245



Item #	Type	Item / Description	Unit Price	Qty Ordered	Total Price
39	Note	Please remit payment to: AeroComputers P.O. Box 17252 Reno, NV 89511 sallie@challenger aerospace.com Phone# 775-298-6111 x1002			
40	Note	To wire funds please contact AeroComputers Corp accounting: sallie@challenger aerospace.com 775-298-6111 x1002			

Subtotal:	\$ 113,945.00
Sales Tax:	\$ 8,830.74
Total:	\$ 122,775.74