



Sole Source Acquisition Request

1. Fully describe the product(s) and/or service(s) being requested.
Facility Services is requesting an agreement with vendor, Quinn Power Systems, to provide a maintenance and repair service program for two (2) proprietary Caterpillar generators at the Juvenile Justice Campus (JJC). The agreement will be for a 5 year term; a 3 year initial contract with 2 additional 1-year extensions.
 2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
Quinn Power Systems
George Ayala
Product Support Sales Representative
Quinn Power Systems
10273 S. Golden State Blvd Selma, CA
C: 559-351-9630
O: 559-891-6668
E: georgeayala@quinnpower.com
 3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.
Maximum compensation is \$174,134 for five years.
 4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a sole source acquisition.
Fresno County Facilities has 2 generators at the JJC that have proprietary Caterpillar software in the computer controls of the generator system. Any attempts at maintenance and repair needs to include a Caterpillar certified technician because they are only technicians allowed to access the computerized information on the unit.
Quinn Power Systems in Selma, CA is the closest Caterpillar certified dealer who is authorized to supply these services to Fresno County. Going into contract with the closest Caterpillar certified dealer is a crucial component of this agreement because maintenance and repair services to the generator systems need to be provided by a vendor who can provide fast on-site services within short time frames. Quinn Power Systems also has a parts store located in Fresno for any hardware and component needs. Thus, having an agreement with the closest authorized Caterpillar vendor is critical for continued JJC operations.
 5. Explain why the unique qualities and/or capabilities described above are essential to your department.
The JJC is a locked detention facility that primarily holds minors who have committed a law violation. It also provides a secure location for minors pending foster and group home placements. With such sensitive tasks, it is imperative that the generators at the JJC receive maintenance and repair services by the closest authorized vendor. In the JJC, the generators assist to maintain the health and living standards of inmates. It also helps preserve the safety of inmates and of County staff and citizens. Maintenance and repair services can also prevent financial loss on building damage and equipment. It allows JJC operations to continue uninterrupted in case of a blackout or power outage.
 6. Provide a comprehensive explanation of the research done to verify that there is only a sole vendor that is capable of providing the required service(s) and/or product(s). Include a list of all other vendors contacted with regard to providing the requested product(s) and/or service(s) and indicate their response.
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Please see attached letter from Quinn Power Systems wherein they validate their status as the only authorized Caterpillar dealer for the Fresno County area. Also attached is a map of the closest authorized Caterpillar dealers in the Fresno Area.

mvilanova 9/8/2017 8:23:31 AM

Requested By:

Title

[\[✕ Sign\]](#) Double click!

I approve this request to sole source for the service(s) and/or product(s) identified herein.

rbash 9/11/2017 8:17:19 AM

Department Head Signature

[\[✕ Sign\]](#) Double click!

gcornuelle 9/11/2017 10:47:39 AM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!



Quinn Power Systems
10273 S. Golden State Blvd
Selma, CA. 93662

May 11, 2017

Gabriela Rodriguez-Noland, Staff Analyst
Internal Services Department-County of Fresno
333 W. Pontiac Way
Clovis, CA 93612

Re: Authorized Caterpillar Dealer

Dear Mrs. Rodriguez-Noland:

Quinn Group Inc. is pleased to inform you that Quinn Company and Quinn Power Systems is and has been an authorized Caterpillar dealership since 1919. Over these years, Quinn has been selling Caterpillar product, and providing excellent customer service and support to Electric Power equipment buyers.

As Caterpillar's designated dealership in Fresno County, Quinn is Caterpillar's only authorized servicing dealer for your area.

We are sure you will find that Quinn has all the people and resources to satisfy your electric power generation needs.

Sincerely,

A handwritten signature in black ink that reads "Bill Padgett". The signature is written in a cursive style with a large, prominent "P" and "G".

Bill Padgett
Product Support Manager
Quinn Group Inc.



FIND YOUR DEALER

Need help finding a Cat dealer near you? To use the Cat dealer locator below, simply enter your address and select the type of equipment you're looking for. Or, if you already know the name of the dealer you're searching for, you can type in the dealer's name for a list of locations.

Address, City and State OR Country and Postal Code

Fresno, CA, USA

MORE SEARCH OPTIONS

Show this type of location

- Sales
- Parts & Services
- Rental

For this type of Equipment

- Machines
- Electrical Power
- Industrial And Rail Engines
- Oil & Gas
- Marine Engines
- Vocational Trucks
- On-Highway Truck Engines



Dark Gray pins Represent Home Dealer for Your Area

1

QUINN CAT
10273 S GOLDEN STATE BLVD
Selma California, 93662
18.9 Miles
[Driving Directions](#)
[View on Map](#)

Machines
1 559 891-6702 - FAX
1 559 896-4040 - GENERAL INFO

E-Mails:
INFO@QUINNCOMPANY.COM

Web:
www.quinncompany.com

Machines:
MONDAY 700 - 2400
TUESDAY 700 - 1800
WEDNESDAY 700 - 1800
THURSDAY 700 - 2400
FRIDAY 700 - 2400

SERVICES OFFERED

2

QUINN CAT
1219 12TH ST
Firebaugh California, 93622
41.8 Miles
[Driving Directions](#)
[View on Map](#)

Machines
1 559 659-7030 - FAX
1 559 659-3444 - GENERAL INFO

E-Mails:
INFO@QUINNCOMPANY.COM

Web:
www.quinncompany.com

Machines:
MONDAY 800 - 1700
TUESDAY 800 - 1700
WEDNESDAY 800 - 1700
THURSDAY 800 - 1700
FRIDAY 800 - 1700

SERVICES OFFERED

3

QUINN CAT
510 PICKERELL AVE
Corcoran California, 93212
50.4 Miles
[Driving Directions](#)
[View on Map](#)

Machines
1 559 992-8648 - FAX
1 559 992-2193 - GENERAL INFO

E-Mails:
INFO@QUINNCOMPANY.COM

Web:
www.quinncompany.com

Machines:
MONDAY 800 - 1700
TUESDAY 800 - 1700
WEDNESDAY 800 - 1700
THURSDAY 800 - 1700
FRIDAY 800 - 1700

SERVICES OFFERED

4

HOLT OF CALIFORNIA CAT

3440 E PACHECO BLVD
Los Banos California, 93635

62.2 Miles

[Driving Directions](#)
[View on Map](#)

Machines

1 209 826-6884 - FAX
1 209 826-4919 - GENERAL INFO

E-Mails:

INFO@HOLTCA.COM

Web:

www.holtca.com

Machines:

MONDAY 700 - 1700
TUESDAY 700 - 1700
WEDNESDAY 700 - 1700
THURSDAY 700 - 1700
FRIDAY 700 - 1700

SERVICES OFFERED

5

QUINN CAT

2200 PEGASUS DR
Bakersfield California, 93308

103.1 Miles

[Driving Directions](#)
[View on Map](#)

Machines

1 661 393-7052 - FAX
1 661 393-5800 - GENERAL INFO

E-Mails:

INFO@QUINNCOMPANY.COM

Web:

www.quinncompany.com

Machines:

MONDAY 800 - 1700
TUESDAY 800 - 1700
WEDNESDAY 800 - 1700
THURSDAY 800 - 1700
FRIDAY 800 - 1700

SERVICES OFFERED