



Macros Must Be Enabled -- Please Re-open and Enable

Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.
Up-fitting of Sheriff vehicles. This will include fully marked patrol units, unmarked detective units, and any other vehicles used by Sheriff's Office staff. Contract will also include County Fleet use as needed. Up-fitting includes all needed products for Sheriff vehicles. Emergency lighting, radio equipment, graphics, and all security products (vehicle push bumpers, gun locks and prisoner cage inserts).
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
Cooks Communications; David Burchfield; 160 N. Broadway, Fresno, Ca 93701; (559) 233-8818;
Davidb@cookscom.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.
Request is for a three year contract with two - one year extensions possible. Annual amount requested for both Sheriff and County fleet is \$ 1.2 million per contract year. Cost of the initial three-year term is \$3,600,000 or \$1,200,000 per year. Cost for each of two potential renewal terms is \$1,200,000 per year. Total contract cost for five year including two potential renewal terms is \$6,000,000.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.
The Sheriff's Office has identified equipment from various manufacturers for use in its departmental vehicles. The equipment currently in use and for future up-fittings is cost effective and reliable. This type of equipment is specific to emergency services and can only be installed at qualified vendors. These manufacturers include Federal Signal lighting, Kenwood radio equipment, Troy safety inserts and Setina push bumpers. This specialized sales and installation of such products in our immediate area is limited to Cooks Communication. Traveling out of the region to have vehicles up-fitted is not cost effective and does not continue the continuity of business currently in place.
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
 - ☐ In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
 - ☐ When the contract is with a federal, state, or local governmental agency.
 - ☐ When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$2,500 whichever is more.
 - ☐ When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
 - ☐ When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
 - ☒ When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.
Sheriff and other county vehicles are essential to our mission and serving the citizens of Fresno County. Cooks Communication has been a reliable vendor for both the Sheriff's Fleet and County Fleet. Being local, we have direct quality control and oversight on the work and equipment. They provide superior work product at a very reasonable rates. They are an authorized service and repair facility for Federal lighting and Kenwood electronics. This saves time and money not having to send products out for repair, thus greatly reducing vehicle down time and added repair costs. Cooks Communication has a high quality and reputation by the other vendors used that product availability is never in question. The Sheriff's Office has the following requirements for up-fitting vendors;
 - * Insured and Bonded.
 - * Same day walk in service on repairs with a 24 hour turn around time.
 - * No charge for pick up and delivery of vehicles.
 - * Guarantee 2 full vehicle builds or 4 partial builds per week.
 - * Authorized Federal Signal Lighting "Signature Partner" to perform all service and warranty work in house.
 - * Authorized Kenwood "P25" sales and service center. All service and repair done in house.
 - * Vendor for Troy, Setina, Proguard, Havis, Tuffy, and Santa Cruz gun locks
 - * Pricing discounts on all product sales

Product discounts are the following below MSRP. Federal 35%- Kenwood 35%- Troy- 25% Setina-15% Proguard 15%- Havis 20%-Tuffy 20%- Santa Cruz gun locks 20%

7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.

Research was conducted to locate emergency vehicle upfitters within the state of California, and specifically in our immediate area. Aside from Cooks Communications, two were located. Cop Shop installations in Yuba City and Silke Communications in Merced. Neither vendor is geographically situated to meet our requirements.

michael.severson 8/27/2021 11:24:18 AM

Requested By:

Sergeant

Title

[\[✉ Sign\]](#) Double click!

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

thomas.trester 8/27/2021 11:35:55 AM

Department Head Signature

[\[✉ Sign\]](#) Double click!

Purchasing Manager Signature

[\[✉ Sign\]](#) Double click!