



Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.

The Fresno County Sheriff's Office and General Services Department (GSD) Fleet Services Division requires comprehensive vehicle upfitting services for County-owned vehicles.

The Sheriff's Office is the primary user of these services, while GSD Fleet Services Division serves as the secondary user and support various County departments, including but not limited to District Attorney, Probation, Security, and Public Works.

The vendor shall provide all labor, equipment, materials, installation, testing, warranty support, and related services necessary to fully equip County vehicles for operational use. The County needs these services for sedans, pickups, cargo vans, passenger vans, and SUVs.

The vendor shall provide upfitting services for fully marked patrol vehicles, unmarked detective vehicles, and any other vehicles used by County staff. Upfitting includes all needed products for Sheriff's vehicles and GSD Fleet Services Division's vehicles. Including but not limited to emergency lighting, radio equipment, graphics, and all security products (vehicle push bumpers, gun locks, storage, and prisoner cage inserts) for County vehicles.

Vehicle types covered: Fully marked patrol vehicles, unmarked detective and administrative vehicles, specialty and support vehicles (SWAT, Search and Rescue (SAR), Off-Highway Vehicle (OHV), and Boating Unit) utilized by County personnel.

Up-fitting components and equipment including but not limited to:

Emergency lighting systems, interior and exterior light bars, grille lights, visor lights, rear deck lighting, and siren/light control modules.

Communications equipment: Two-way radios, antennas, microphones, mobile data terminals (MDTs), and associated wiring and programming.

Graphics and identification: Vehicle decals, striping, insignia, and full or partial wraps for marked and unmarked vehicles.

Security and safety equipment: Push bumpers/grille guards, prisoner transport systems (cage inserts, partitions, rear seat modifications), gun locks and weapon mounting systems, secure storage compartments and consoles.

Electrical and mounting infrastructure: Custom wiring harnesses, control panels, consoles, brackets, and mounts to support all installed equipment.

Installation standards: All installations shall meet applicable federal, state, and local regulations. Equipment shall be installed to manufacturer specifications. Wiring shall be professionally routed, labeled, and protected to ensure durability and serviceability. Installations must maintain vehicle safety systems (e.g. airbags, sensors, Original Equipment Manufacturer (OEM) electronics).

Warranty and support: Vendor shall provide warranties on parts and labor. Ongoing maintenance, repair, and replacement services shall be available as needed.

Turnaround and delivery: The vendor shall meet agreed-upon timelines for vehicle completion.

2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

Cook's Communications Corp.; David Burchfield; 160 N. Broadway, Fresno, CA 93701; (559) 233-8873;
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.

The total contract cost is \$10,000,000 for five consecutive years, which includes a three-year base contract and two automatic one-year extensions. Of this amount, \$7,000,000 is allocated to the Sheriff's Office and \$3,000,000 allocated to GSD Fleet Services Division.

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 County requires specialized emergency vehicle upfitting services that include the installation, integration, and ongoing support of standardized law enforcement equipment systems. These systems include, but are not limited to, emergency lighting from Federal Signal, communications equipment from Kenwood, safety inserts from Troy Products, and push bumpers from Setina.

To support these systems, the required vendor must possess the following unique and specialized capabilities:

- Manufacturer authorization to install, service, and perform warranty work on standardized equipment.
- In-house service and repair capability for communications equipment, including radio (Kenwood) diagnostics and programming.
- Ability to meet minimum production capacity of two full vehicle builds or four partial builds per week.
- Capability to provide same-day repair service with a 24-hour turnaround time.
- Technical expertise in integrating multiple vehicle systems while maintaining OEM safety features (airbags, sensors, and electronic systems).
- Access to specialized tools, diagnostic software, and trained personnel required for emergency vehicle upfitting.

These capabilities are necessary to ensure compatibility with the existing fleet, maintain system reliability, minimize operational downtime, and support critical public safety operations. The combination of required manufacturer authorizations, production capacity, turnaround time, and in-house technical service capability significantly limits the number of vendors able to meet all specified requirements.

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 \$5,000 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.

The unique capabilities required for emergency vehicle upfitting services are essential to the County in order to maintain continuous fleet readiness and ensure uninterrupted public safety operations.

The County does not have sufficient capacity, specialized equipment, or manufacturer-authorized training to absorb additional upfitting responsibilities without negatively impacting existing operational demands. Attempting to perform these services internally would result in extended vehicle downtime and delayed return of critical patrol and specialty units to service.

The required turnaround capabilities, including rapid vehicle build schedules and 24-hour repair response times, are essential to maintaining patrol availability and ensuring that emergency response vehicles remain operational. Delays in upfitting or repair directly impact law enforcement staffing levels in the field and reduce the County's ability to respond to calls for service.

Additionally, in-house communications integration and repair capabilities for Kenwood radios are critical due to the reliance on standardized radio systems and mobile data equipment used across the fleet. Without immediate access to qualified service providers, equipment failures would result in extended downtime and degraded operational capability.

For these reasons, the required upfitting capabilities are essential to maintaining operational readiness, minimizing vehicle downtime, and ensuring the County can meet its public safety responsibilities without interruption.

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.

The County identified vendors capable of meeting the required operational, technical, and service criteria. Vendors evaluated included Cook's Communications Corp. (Fresno, CA), Dana Safety Supply (Fresno, CA), Cop Shop Installations (Yuba City, CA), and Silke Communications (Merced, CA).

Cook's Communications Corp: Is capable of performing these upfits within the scope and expectations set forth by the County. They have manufacturer authorization to install, service, and perform warranty work on standardized equipment intalled on County vehicles. They have in-house service and repair capability for communications equipment (Kenwood) and they have special training and tools to perform diagnostics and programming on the Kenwood radio system used by the County. They have the ability to meet minimum production capacity of two full vehicle builds or four partial builds per week. They have the capacity and ability to provide same-day repair service with a 24-hour turnaround time. They have technical expertise in integrating multiple vehicle systems while maintaining OEM safety features (airbags, sensors, and electronic systems). They have Access to specialized tools, diagnostic software, and trained personnel required for emergency vehicle upfitting.

Dana Safety Supply: Communication with Sales Manager Randy Robinson indicated that while they can perform installations, their estimated completion time is approximately 30 days per vehicle when parts are in stock, and 90–100 days if parts must be ordered. They do not provide in-house service or repair for Kenwood radios. These limitations do not meet required production capacity, turnaround time, or service requirements.

Cop Shop Installations (Yuba City) and Silke Communications (Merced): These vendors are not located within the immediate service area and cannot meet required response times for repairs, service, and vehicle turnaround. Use of these vendors would result in increased transportation costs, extended downtime, and reduced fleet availability.

Based on this evaluation, no identified vendor, other than Cooks Communication demonstrates the ability to meet all required criteria, including production capacity, turnaround time, in-house communications service capability, and regional responsiveness.

This determination is not based on preference for a specific vendor, but on the inability of other evaluated vendors to meet the County's minimum operational and technical requirements.

Toune.Syharath 6/24/2026 2:22:23 PM

Staff Analyst

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Requested By:

Title

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

Christopher.Torres 6/24/2026 3:19:41 PM

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Department Head Signature

rblackburn 6/29/2026 11:12:28 AM

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Purchasing Manager Signature