

THE BOARD OF SUPERVISORS OF THE COUNTY OF STANISLAUS  
ACTION AGENDA SUMMARY

DEPT: SHERIFF

BOARD AGENDA # \*B-4

Urgent

Routine

AGENDA DATE January 15, 2013

CEO Concurs with Recommendation YES  NO   
(Information Attached)

4/5 Vote Required YES  NO

SUBJECT:

Approval For The Sheriff To Purchase Panasonic Laptop Computers And Mounting Hardware From Lehr Automotive For Law Enforcement Vehicles Based On Sole Source/Sole Brand Criteria

STAFF RECOMMENDATIONS:

1. Authorize the Sheriff to purchase Panasonic laptop computers and mounting hardware/equipment from Lehr Automotive based on sole source/sole brand criteria.
2. Authorize the Department to use the Committed Fund Balance in the Sheriff's Dedicated Fund (1743) as a partial funding source.

FISCAL IMPACT:

The Sheriff will be expending \$585,000 of existing appropriations in the Operations Legal Budget Unit to replace laptop computers in law enforcement vehicles. This project will be funded from \$325,000 of Special Revenue Dedicated Funds as approved in the 2012-2013 Final Budget and \$260,000 of existing Net County Cost funding in the Operations budget. As of December 31, 2012, the Dedicated Fund has a Fund Balance of \$326,579. \$150,312 of this is classified as committed and therefore needs Board of Supervisors approval to use for this project. There will be no additional financial impact to the General Fund.

BOARD ACTION AS FOLLOWS:

No. 2013-26

On motion of Supervisor Withrow, Seconded by Supervisor O'Brien

and approved by the following vote,

Ayes: Supervisors: O'Brien, Withrow, Monteith, De Martini and Chairman Chiesa

Noes: Supervisors: None

Excused or Absent: Supervisors: None

Abstaining: Supervisor: None

1) X Approved as recommended

2) \_\_\_\_\_ Denied

3) \_\_\_\_\_ Approved as amended

4) \_\_\_\_\_ Other:

MOTION:



ATTEST: CHRISTINE FERRARO TALLMAN, Clerk

File No.

Approval For The Sheriff To Purchase Panasonic Laptop Computers And Mounting Hardware From Lehr Automotive For Law Enforcement Vehicles Based On Sole Source/Sole Brand Criteria

**DISCUSSION:**

The Sheriff's Department instituted the concept of laptop computers in law enforcement vehicles several years ago. This was a good decision at the time and continues to be an effective tool for law enforcement. These are specialized computers, equipped to function in the most difficult of environments. As these units have now reached the end of their life cycle and need to be replaced with newer up-to-date technology, it is now necessary to completely replace approximately 98 of the units. The Department will also be stocking five additional computer units to have on-hand for any unforeseen future requests. The Panasonic Toughbook is currently deployed by other agencies in the County and to maintain consistency; the Sheriff's Department is requesting that Panasonic be authorized as the sole brand to be used. In addition to the computers, the vehicles need to be equipped with mounts and docking stations to accommodate the new all-in-one laptop configuration.

A very limited number of vendors exist that can accommodate the technology of law enforcement vehicle "on board" computer systems. A three-vendor study was completed of Panasonic, Getac, and Amrel. The study consisted of criteria including modem technology, price, service, availability, and the special ruggedized construction. Amrel was originally authorized as a Sole Source Vendor by the Purchasing Department back in 2005. However, during the three-vendor study, Amrel could not provide the minimum specifications as set and therefore was disqualified from the study. Although the demo laptop provided by Getac met the requested specifications, it was not a Panasonic brand which was deemed a priority to maintain consistency with the other agencies in the County. Lehr Automotive was identified as the only authorized vendor for Panasonic products who could provide all requirements and necessary specifications of Panasonic Laptops, including mounting hardware and installation guidance to successfully complete this project in the specified time frame. To insure consistency in computers, programming, mounting, installation and maintenance, staff is recommending Lehr Automotive as a sole source provider for this project.

<b>Description</b>	<b>Qty</b>	<b>Unit Cost</b>	<b>Total</b>
Laptop units for vehicles	103	\$ 3,844.32	\$ 395,964.96
Mounting docks & antennas	103	\$ 742.00	\$ 76,426.00
Mounting hardware in vehicles	103	\$ 440.00	\$ 45,320.00
Extended 5 year warranty	103	\$ 225.00	\$ 23,175.00
<b>Total Before Tax</b>		<b>\$ 5,251.32</b>	<b>\$ 540,885.96</b>
Tax @ 7.625%		\$ 400.41	\$ 41,242.55
Freight		\$ -	\$ 2,575.00
<b>Final Total</b>		<b>\$ 5,651.73</b>	<b>\$ 584,703.51</b>
<b>Cost per Unit</b>			<b>\$ 5,676.73</b>

Approval For The Sheriff To Purchase Panasonic Laptop Computers And Mounting Hardware From Lehr Automotive For Law Enforcement Vehicles Based On Sole Source/Sole Brand Criteria

**POLICY ISSUES:**

Approval of this action supports the Board of Supervisors goal of A Safe Community and Efficient Delivery of Public Services.

**STAFFING IMPACT:**

There is no new staffing impact associated with this request. Existing staff from both the Sheriff's Department Information Technology Department and Fleet Services will coordinate the installation of the new equipment.

**CONTACT INFORMATION:**

Adam Christianson, Sheriff-Coroner. Telephone: (209) 525-7015.

T #29773

**COUNTY OF STANISLAUS  
JUSTIFICATION FOR SOLE SOURCE/SOLE BRAND**

Requisition Number: \_\_\_\_\_

Dated: \_\_\_\_\_

Item: Panasonic CF-31 Toughbooks, Docks and Mounts from Lehr Auto Electric Inc.

**SOLE BRAND**

1. The products are not a one-of-a-kind item.
2. The vendor was chosen based off of the following criteria.
  - a. Must be a Panasonic authorized reseller (TP3).
  - b. Must have a physical store location with on-hand inventory.
  - c. Must be within 95 miles of Stanislaus County.
  - d. Must have a mobile technician available, and guarantee a less than 24 hour response time.
  - e. Must be an authorized Havis distributor with supporting inventory in stock.
2. The product was chosen based off the following criteria.
  - a. Well known in Law Enforcement/Public Safety applications for ruggedness and reliability.
  - b. Current units deployed within our JPA of Public Safety. (Fire & DA's Office)
  - c. Important and beneficial in troubleshooting issues in the future with our CAD (Computer Aided Dispatch) system, if our laptops are concurrent models with others deployed.
3. Other vendors contacted, are as follows.
  - a. Other vendors were contacted. See question 5.
4. Unique features that are required for this project are as follows.
  - a. A vendor that can install and support the equipment supplied.
  - b. Provide timely and attentive technical support both over the phone and in-person.
  - c. Understand our current vehicle configuration, and provide the same quality and level of detail currently provided.
5. Other models available
  - a. AMREL (Vendor and Manufacture)  
Contact: Javier Camarillo  
Tele: 800-882-6735

We requested a demo laptop from AMREL. The laptop supplied from AMREL was to be its newest available product. The product included a Core 2 Duo processor, a last year product. There was also no option of LTE (advanced 4G data) connectivity. We requested to be at least a minimum of an i5

**RECEIVED**

**JAN 10 2013**

**GENERAL SERVICES AGENCY**

processor and LTE. We asked AMREL for an ETA of product matching our requested spec, and were advised it would not be until 2014. Therefore we removed the AMREL product from our evaluation.

b. GETAC (Vendor and Manufacture)

Contact: Jeff Garcia

Tele: 949-681-2951

We requested a demo laptop from GETAC. The laptop provided was of our requested specifications. While there were no technical issues with the laptop supplied, we feel it is in the Agency's best interest to move forward with Panasonic Toughbooks, as to be consistent with current deployed units by other Agencies in the County.

**EQUIPMENT REQUESTED**

<b>MODEL</b>	<b>DESCRIPTION</b>
CF-31UBLEB1M	Panasonic Toughbook
	Intel Core i5-3360M 2.80GHz vPro
	13.1" XGA Touch Screen Display
	128GB SSD
	4GB Single Chip RAM
	Intel WiFi 802.11 a/b/g/n
	TPM
	Bluetooth
	ATI Discrete Graphics
	Dual Pass WWAN (Upper/Lower Selectable)
	Either Verizon or AT&T 4G LTE Module (TBD at time of PO)
	GPS Module
	Emissive Backlit Keyboard
	Built-in Webcam
	Toughbook Preferred 3 Year Warranty
	Windows 7 w/ Downgrade to Windows XP
CF-K31SD2511	Panasonic: 128GB SSD kit for CF-31 included above
CF-SVCLTEXT2Y	Panasonic: Extend Warranty to 5 years w/ Accidental Damage
LPS-104	12v DC Power Supply
DS-PAN-111-2	Havis Docking Station
AP-CG-Q-S11-BL	GPS / Cell antenna
C-HDM-101	Havis Crown Vic Mount
C-MD-102	Havis Motion Attachment
C-HDM-205	Havis Telescoping Pole
C-HDM-401	Havis Support Strut

CERTIFICATION:

I am aware of the requirements set forth in the County's Purchasing Policy & Procedures Manual for competitive bidding and the established criteria for justification for sole source/sole brand purchasing. As an approved department representative, I have gathered technical information and have made a concerted effort to review comparable/equal equipment. This is documented in this justification. I hereby certify as to the validity of the information and feel confident that this justification for sole source/sole brand meets the County's criteria and is accurate.

This form was completed by:

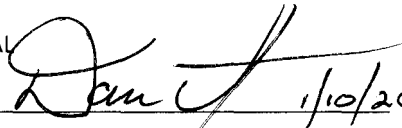
Scott Campbell

\_\_\_\_\_

NAME

DEPARTMENTAL

APPROVAL:

 1/10/2013

DIRECTOR (or Authorized Rep.)/Date

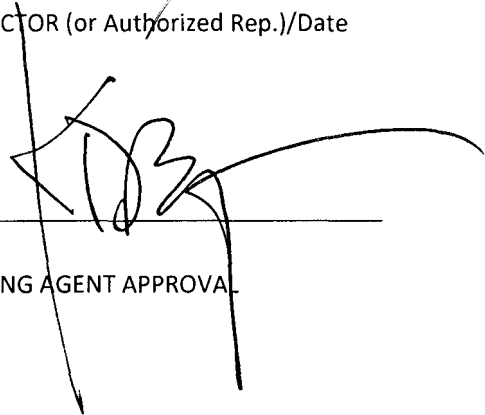
Sheriff Finance – 525-7036

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DEPT/DIVISION REPRESENTATIVE/PHONE

PROCUREMENT

APPROVAL:



PURCHASING AGENT APPROVAL