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AGENDA
JOINT MEETING
GOVERNMENTAL COMMITTEE
(Includes Public Safety Division)
AND
FINANCE COMMITTEE
Thursday, November 7, 2013
3:00 p.m.

Executive Conference Room, Administration Building

Governmental Committee Members:

Jerry Stewart, Chairman
Laura Von Harten, Vice Chairman
Cynthia Bensch
Rick Caporale
Gerald Dawson
Brian Flewelling
Tabor Vaux

Staff Support:

Phil Foot, Division Director

1. CALL TO ORDER – 3:00 P.M.
2. CONSIDERATION OF CONTRACT AWARDS
 - A. \$2,506,926 – Public Safety Software Solution Services and Equipment ([backup](#))
 - B. \$529,140 – Two New 2014 Ambulances and Remounting Services for two Ambulances for Emergency Medical Service ([backup](#))
 - C. \$314,665 – Extension with Southern Health Partners for Medical Services for Detention Center ([backup](#))
 - D. \$132,316 – Ten Lucas 2 Compression Systems for Emergency Medical Service ([backup](#))
 - E. \$201,688 – Renewal of Photocopier Lease Contract ([backup](#))
 - F. \$35,902 - Ammunition for a Non-Competitive / Sole Source Vendor for Sheriff's Office ([backup](#))
 - G. \$33,706 – Ammunition for a Non-Competitive / Sole Source Vendor for Sheriff's Office ([backup](#))
 - H. \$30,192 - Tyler Cashiering Software and Equipment for use with Building Codes Permitting and Inspection Software ([backup](#))
 - I. \$28,792 – Traffic Camera Services for Emergency Management Department ([backup](#))
 - J. \$27,825 – Scorpion Light Bars for Sheriff's Office ([backup](#))
 - K. \$26,258 – 2014 Chevrolet Tahoe for Sheldon Fire District ([backup](#))
3. DISCUSSION / REORGANIZATION OF COMMUNICATIONS CENTER
4. DISCUSSION / STATE (2%) ACCOMMODATIONS TAX ([backup](#))
5. DISCUSSION / FUND BALANCE ORDINANCE / RESERVE POLICY ORDINANCE
6. DISCUSSION / TEXT AMENDMENTS TO PROCUREMENT ORDINANCE (DOLLAR LIMITATIONS PROVIDED THAT FUNDS HAVE BEEN PREAPPROVED BY COUNTY COUNCIL AS PART OF THE BUDGET)
7. ADJOURNMENT



COUNTY COUNCIL OF BEAUFORT COUNTY
PURCHASING DEPARTMENT
102 Industrial Village Road, Bldg 3 - Post Office Drawer 1228
Beaufort, South Carolina 29901-1228

TO: Councilman Gerald W. Stewart, Chairman, Governmental Committee
FROM: Dave Thomas, CPPO, Purchasing Director *DT*
SUBJ: **RFP# 132314012107 Public Safety Software Solution Services and Equipment**
DATE: November 7, 2013

BACKGROUND: Beaufort County issued a Request for Proposals (RFP) from firms capable of providing public safety software and equipment for Beaufort County in October 2012. The intent of the RFP was to select the most qualified responsive/responsible contractor whose public safety software, equipment, services, and cost provided the best software solution to the County. The scope of services will require the contractor to provide a turn-key solution that provides new public safety software, hardware, training, maintenance, and support. The new software solution will replace a twenty year old existing records management, jail management, computer-aided dispatch, and mobile data software system supporting the Sheriff's Office, Detention Center, EMS, Fire and Rescue, and the 911 Communication Center.

The evaluation committee selected Spillman Technologies, Inc. The final negotiated Spillman Technologies, Inc. cost is \$2,506,926 for a seven (7) year term with one additional five (5) year contract renewal period. The cost includes seven (7) years of prepaid maintenance for \$972,488, a cost savings of \$238,221. As part of the negotiated contract, Spillman is offering to finance the contract cost over a seven (7) year period. For a detailed financial cost please see Attachment B, Spillman Technologies, Inc. Pricing Information. For detailed RFP information please see Attachment C, Beaufort County Purchasing Department's RFP Analysis, Findings, Pricing Information, and Recommendation.

VENDOR INFORMATION:

Spillman Technologies, Inc., Salt Lake City, UT

COST:

\$ 2,506,926

FUNDING: Various accounts. See Attachment A.

FOR ACTION: Governmental Committee meeting on November 7, 2013

RECOMMENDATION: The Purchasing Department recommends that the Governmental Committee approves and recommends to County Council the contract award to Spillman Technologies, Inc., the top ranked firm, in the amount of \$2,506,926 for an initial contract term of seven (7) years with one (1) additional five (5) year contract renewal period.

CC: Gary Kubic, County Administrator *GK*
P. J. Tanner, Beaufort County Sheriff *PT*
Bryan Hill, Deputy Administrator *BH*
Alicia Holland, Chief Financial Officer *AH*
Michael M. Hatfield, Chief Deputy, Beaufort County Sheriff's Office *MH*
Suzanne Cook, Financial Officer, Beaufort County Sheriff's Office *SC*
Phil Foot, Director of Public Safety *PF*
Dan Morgan, MIS Director *DM*

- Att:
1. Attachment A, Beaufort County Funding Information
 2. Attachment B, Spillman Technologies, Inc. Pricing Information
 3. Attachment C, Beaufort County Purchasing Department's RFP Analysis, Findings, Pricing Information, and Recommendation
 4. Attachment D, Implementation Process Schedule
 5. Attachment E, Total Calls for Service

ATTACHMENT A
 Spillman - Beaufort County Public Safety software
 Funding Information

PAYMENT SCHEDULE	
12/1/2013	\$ 358,132
12/1/2014	\$ 358,132
12/1/2015	\$ 358,132
12/1/2016	\$ 358,132
12/1/2017	\$ 358,132
12/1/2018	\$ 358,132
12/1/2019	<u>\$ 358,132</u>
	<u>\$ 2,506,926</u>

EXPENDITURE AS INCURRED									
	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	
GENERAL FUND, SHERIFF	\$ 103,076	\$ 176,701	\$ 176,701	\$ 176,701	\$ 176,701	\$ 176,701	\$ 176,701	\$ 176,701	\$ 73,625
GENERAL FUND, EMERGENCY MGMT	\$ 51,909	\$ 88,987	\$ 88,987	\$ 88,987	\$ 88,987	\$ 88,987	\$ 88,987	\$ 88,987	\$ 37,078
GENERAL FUND, DETENTION CENTER	\$ 20,675	\$ 35,444	\$ 35,444	\$ 35,444	\$ 35,444	\$ 35,444	\$ 35,444	\$ 35,444	\$ 14,769
E911 SPECIAL REVENUE FUND	<u>\$ 33,250</u>	<u>\$ 57,000</u>	<u>\$ 57,000</u>	<u>\$ 57,000</u>	<u>\$ 57,000</u>	<u>\$ 57,000</u>	<u>\$ 57,000</u>	<u>\$ 57,000</u>	<u>\$ 23,750</u>
	<u>\$ 208,910</u>	<u>\$ 358,132</u>	<u>\$ 358,132</u>	<u>\$ 358,132</u>	<u>\$ 358,132</u>	<u>\$ 358,132</u>	<u>\$ 358,132</u>	<u>\$ 358,132</u>	<u>\$ 149,222</u>

Note: Due to rounding above, there may be \$1 - \$3 differences.



Purchase Agreement

Beaufort County Sheriff, 911, Detention

Price Estimate Date: October 1, 2013 Estimate Number: QUO-02241-Y0Z3R9
 Expiration Date: November 30, 2013 Prepared By: Eric J Smith

Spillman Advantages

- 30 years of experience in the public safety software industry
- 100% of employees dedicated to public safety software (no competing interests)
- Privately owned (no mergers or acquisitions)
- All of the core software products as well as the project management, training, and support services outlined in this proposal, were developed and are maintained in-house.
- Site licensing structure for all modules (including mobile) allows for future growth (unlimited users)
- Free product upgrades and enhancements for the life of the contract
- First-year maintenance, a comprehensive 12 month warranty, unlimited standard business-hour support are included with the Spillman system
- More than 1,100 customers nationwide
- 100% success record for all new customer implementations (on time and within budget)

Software, Services and Hardware	
Inclusions	Amount
Total Software	\$1,152,716
Total Professional Services/Implementation	\$164,780
Total System Hardware	\$26,814
Total Printer and Barcode Scanning Hardware	\$97,375
7 Years Pre-Paid Maintenance (see next page for maintenance breakdown)	\$972,488
WTH Mapping Interface*	\$92,750
Grand Total	\$2,506,923

*Statement of work between WTH, BCSO and Spillman to be provided

7 Year Pre-Paid Maintenance Breakdown

Spillman is proposing a 7-year pre-paid maintenance option that will provide the County significant long-term savings. We are offering this option in good faith to represent Spillman's commitment to developing a long-term relationship with the Beaufort County. In the table below, the cost breakdown of maintenance with both the Traditional Maintenance and the Pre-Paid Maintenance options have been included.

7 Years Pre-Paid Maintenance Savings		
Year	Traditional Maintenance	Pre-Paid Maintenance
2014	Included	Included
2015	\$153,989	\$153,902
2016	\$163,366	\$148,902
2017	\$168,267	\$143,902
2018	\$173,315	\$138,902
2019	\$178,515	\$133,902
2020	\$183,870	\$128,989
2021	\$189,387	\$123,989
Grand Total	\$1,210,709	\$972,488

Historically, vendors in the industry charge a 3-6% increase in annual maintenance, which increase is reflected in the far left column in the table above titled "Traditional Maintenance." This is a standard practice of Spillman as well; however, should Beaufort County elect to pre-pay maintenance over seven years, the maintenance charges will decrease \$5,000 each year.

Once the pre-paid maintenance period ends in 2021, the new maintenance starts at \$123,989 instead of the traditional maintenance starting at \$195,068. This is illustrated in the table below:

Next 5 Years -- Long-term Savings Years 9-13		
Year	Traditional Maintenance	New Maintenance
2022	\$195,068	\$123,989
2023	\$200,920	\$127,709
2024	\$206,948	\$131,540
2025	\$213,156	\$135,486
2026	\$219,551	\$139,551
Grand Total	\$1,035,643	\$658,275

If Beaufort County elects to pre-pay the maintenance for the first seven years of the partnership, Beaufort County will save approximately \$615,589 over 13 years.

Spillman Software and Services

Sheriff's Office	Software	Maintenance
Integrated Hub	\$88,110	\$16,848
Civil Process	\$16,278	\$2,537
Evidence Management	\$19,533	\$3,044
Evidence Barcode & Audit	\$9,769	\$1,523
Fleet Maintenance	\$9,769	\$1,523
Vehicle Impound	\$9,769	\$1,523
Inventory Management	\$9,769	\$1,523
Law Records	\$67,422	\$10,148
License and Permits	\$16,278	\$2,537
Personnel Management	\$19,533	\$3,044
Pin Mapping	\$19,918	\$3,104
Premises and HazMat Information	\$19,533	\$3,044
Traffic Information	\$19,533	\$3,044
Driver License Scanning Interface	\$4,845	\$411
Mobile AVL Mapping	\$43,236	\$2,283
Mobile Law and Field Interview Forms	\$53,125	\$4,567
Mobile Premises and HazMat	\$53,125	\$4,567
Quickest Route	\$21,670	\$1,164
Mobile Records	\$57,889	\$4,567
Mobile SLED/NCIC Queries	\$53,125	\$4,567
Mobile Voiceless CAD	\$66,357	\$4,567
Spillman Touch	\$14,650	\$2,283
Intelligence Led Policing Dashboard	\$34,650	\$5,400
Imaging	\$32,556	\$5,074
InSight (Data sharing)	\$19,533	\$3,044
SCIBRS	\$39,069	\$6,089
SLED Interface	\$19,534	\$3,044
Accident/Citation South Carolina Interface	\$39,065	\$6,089
Professional Implementation Services	\$41,195	--
Sheriff's Office Total:	\$918,838	\$111,158

Emergency Management	Software	Maintenance
Sentryx GIS (Geobase)	\$812	\$0
Computer-Aided Dispatch (CAD)	\$65,118	\$10,148
CAD Mapping	\$32,941	\$5,134
E9-1-1 Interface	\$9,770	\$1,523
Spillman Paging (Hiplink) – 175 receivers	\$19,945	\$3,109
Response Plans	\$32,557	\$5,074
SLED Interface	\$19,534	\$3,044
WTH Mapping Interface	\$92,750	--
Professional Implementation Services	\$41,195	--
Emergency Management Total:	\$314,622	\$28,032

Detention	Software	Maintenance
Jail Management	\$65,117	\$10,148
LiveScan Fingerprinting Interface	\$23,425	\$3,651
Swanson Commissary Interface	\$5,857	\$913
Professional Implementation Services	\$41,195	--
Detention Total:	\$135,594	\$14,712

MIS	Software	Maintenance
Linux System Server	--	--
911 Etherlite	\$756	--
Barcode Equipment Bundle	\$6,186	--
Barcode Dymo Label Writer 450 Turbo USB	\$275	--
Cisco Support Router	\$1,286	--
GIS Server (Geo-base)	\$18,311	--
Printer and DL Barcode Scanning Hardware	\$97,375	--
Professional Implementation Services*	\$41,195	--
MIS Total:	\$165,384	--

Beaufort County Summary	Software	Maintenance
Sheriff's Office	\$918,835	\$111,158
Emergency Management	\$314,622	\$28,032

Purchase Agreement



Detention	\$135,594	\$14,712
MIS	\$165,384	--
Overall Total:	\$1,534,435	\$153,902

Professional Services	Price
<ul style="list-style-type: none"> • Spillman anticipates your Project Manager will provide up to 454 hours and be on-site approximately 4 time(s). • Spillman anticipates your Installation Technician will provide up to 551 hours and be on-site approximately 3 time(s). • Spillman anticipates your Trainer(s) will provide up to 862 hours and be on-site approximately 36 time(s). 	

Prepaid Services – Included in Annual Maintenance	Quantity	Price
Users Conference Attendees	2	4,000
Prepaid On-site Training Weeks	1	1,200
Prepaid Services Total:		Included

Payment Terms

Date	Payment Terms	Amount
11/1/2013	Year 1 Payment (Due upon contract signing)	\$358,131.86
11/1/2014	Year 2 Payment	\$358,131.86
11/1/2015	Year 3 Payment	\$358,131.86
11/1/2016	Year 4 Payment	\$358,131.86
11/1/2017	Year 5 Payment	\$358,131.86
11/1/2018	Year 6 Payment	\$358,131.86
11/1/2019	Year 7 Payment	\$358,131.86
Payment Terms Total:		\$2,506,923

This Purchase Agreement ("Agreement") is made and entered into by and between the Customer and Spillman Technologies, Inc. ("Spillman"), 4625 Lake Park Blvd, Salt Lake City, UT 84120.

I have read this agreement in its entirety and hereby approve and accept the terms and conditions of this Agreement as contained herein.

Customer Name

Authorized Signature

Date

Print Name and Title



Attachment C
Beaufort County Purchasing Department

**RFP132314012107, Public Safety Software
Solution Services and Equipment for
Beaufort County**

**Public Safety Software Analysis, Findings, Pricing
Information and Recommendation**

November 7, 2013

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Overview:

The purpose of this document is to provide a detailed report covering the Request for Proposal (RFP) selection/recommendation process concerning this solicitation to provide the County with a Public Safety Software Solution. The following documents will cover the departments' review process, software challenges, solutions to software difficulties, the RFP process, and final recommendation. The County's intent is to purchase an integrated public safety software system for the areas of Computer-Aided Dispatch (CAD), Records Management (RMS), and Mobile Data Computing (MDC). The new public safety software will provide the solutions to key areas of functionality needed by the Beaufort County Sheriff's Office, Detention Center, MIS, EMS, Fire Departments, and Emergency Dispatch. Additionally, this report will provide a recommended solution based on the award criteria published in the RFP and as recommended by the evaluation committee.

Departmental Review Process:

Prior to releasing the RFP, Beaufort County staff conducted significant research to detail shortcomings. The first step, which took place over a year ago, was to conduct intensive interviews that spanned the expertise of each department within the Sheriff's Office, Emergency Management, EMS, Fire and Rescue, MIS, and the Detention Center. Interviews were conducted with end users, as well as management, to detail current shortcomings, key problems, and desired outcomes. The following will provide insight into our current software challenges:

Current Department(s) Software Challenges:

Beaufort County has been using the same public safety software system for over 20 years. In that time, the current vendor has done little to enhance or upgrade the product with few, if any, upgrades [available/offered] to the equipment or software. This has made the current system out-of-date. Because of this our departments do not have improved elements of functionality that would greatly enhance public safety, drastically improve our agency efficiency, and increase officer safety.

For instance, not having suspect alerts readily available for deputies in the field not only causes delays but is dangerous and can cost lives. Dispatch has a primary function to monitor the progress and occurrence of each event, but cannot simultaneously integrate needed information and get it out to the field in a timely manner. Listed below are other problems public safety officials desire to resolve by acquiring a more current and technologically superior system:

- Duplicate data entry --- this costs hours of needless work, and increases the likelihood of data entry errors. Reports entered in the field must be reentered when received by the Sheriff's Office into a format compatible with SLED. This process is very time consuming and produces unreliable statistics and reports.

- Inability to adequately search on system data --- this makes it very difficult to do any level of crime analysis, trend management, etc.
- System lacks integrity and disparate systems do not share data --- one deputy suggested that this "...is the equivalent of pulling up on a suspect in the middle of the night with a blank sheet of paper." Having suspect information readily available is critical to the safety of officers in the field.
- Lack of integration among varied applications and inability to link critical information --- means that there is no opportunity to share data regionally.
- Training for new personnel is difficult because basic training resources (such as training database and manuals) are not provided

While the areas of functionality listed above represent only a small portion of the desired improvements for the departments, it was clear from meeting with all user departments over a year ago that it was time to vet, research, and evaluate more up-to-date software.

Research Process and Findings before RFP Release:

After several meetings department wide, and with key staff members, staff began an evaluation process to determine our needs and scope of software requirements. Prior to releasing the RFP, staff personnel were able to evaluate a number of software demonstrations. Staff hosted several day-long demonstrations from multiple vendors; staff visited with them at trade conferences, as well as observed software at work in many of our neighboring agencies. After reviewing what was available, the Purchasing Department released an RFP to procure the needed equipment and software. Through the RFP process, staff selected key vendors who could meet our needs. Each vendor was given the opportunity to review our key concerns, and provide a detailed response to our needs. The following is the result of our findings according to:

- System Integration,
- Vendor History and Longevity,
- Support and Services,
- Licensing Structure, and
- Current Public Safety Software Difficulties with our current CISCO software.

System Integration:

One of the main goals of this project is to achieve complete and seamless integration through a single-source database. The current system uses multiple databases that are not effectively tied to each other. This lack of integration has made data entry very inefficient. Without auto-population features, data must be re-entered throughout the system and this causes errors. The lack of integration also makes searching and internal data sharing very time consuming. Due to multiple existing databases, searches must be initiated in multiple places and the data retrieved cannot always be trusted since it lacks updating. For this reason reports must be duplicated/entered by hand. In addition, the system lacks the ability to extract data because it is

stored in multiple locations.

One of our top priorities was to find a vendor that can provide a single-source database to support all our integration goals. With complete integration between CAD, RMS, JMS and Mobile Data Computing (MDC), the proposed system will greatly enhance productivity, speed up the information flow to all our departments, and solve many of the key needs of our agencies. This includes making the complete master index for all information housed in the database including names, vehicles, and property allowing for the information to be retrieved from one central location.

Vendor History and Longevity:

Through our vendor research it was apparent that there are vendors in this industry that have been in business for only a short time. Without a proven historical track record of over five years, it would be very difficult to evaluate whether or not their product would integrate well to our needs and whether or not those who had purchased their systems were truly satisfied.

Support and Services:

During the 20 years we have had our system, the current vendor has failed to provide the necessary upgrades and enhancements to allow us to efficiently and effectively operate the system in support of all departments. Additionally, the lack of ongoing training and tools designed to help train new staff have made it very difficult to become proficient with the system. Thus, it has been very challenging for new hires to become familiar with the system's capabilities and be able to overcome the system's shortcomings.

Due to the frustrations, the County needed to partner with a vendor who could provide comprehensive services and be the sole provider of these services across all departments.

To accomplish our long-term goals, the departments needed to engage a vendor that offered complimentary product upgrades and enhancements, detailed technical support, initial and ongoing training, and a call center with 24/7 support.

Note: our recommended vendor, Spillman includes all of their future upgrades and enhancements as part of their support and maintenance agreements.

Licensing Structure:

As we researched vendors, we discovered very quickly that there are multiple licensing structures being utilized in the industry today. Some of these options include a per-user license system that provides system access to a predefined number of workstations or individual user log-ins. The most beneficial of the options we researched is a site license. This licensing structure allows an unlimited number of agency users to access information from anywhere in

the system no matter where the data originated. In addition, a site license will support all of the future growth needs for Beaufort County departments.

Current Public Safety Software Difficulties with our CISCO Supported System:

1. Virtually all of the systems in the Beaufort County Dispatch Center are running on the CISCO system. This system is twenty years old and utilizes programming language that many in the field consider archaic. Although, the CISCO software was upgraded since its initial installation, the functionality of the system is limited by both the architecture of the system and the programming language.
2. There are many modules in CISCO including the Computer Aided Dispatch (CAD), the Records Management System (RMS), the Jail Management System (JAM), Warrants, etc. Most current systems allow these types of modules to communicate with each other and share data tables. The CISCO software, which apparently relies on older technology, does not; each module is a stand-alone program and is not designed to communicate with the other programs. This necessitates entering identical data in each module to create unique records for the same person or incident.
3. To increase the functionality of the CISCO system somewhat, several programs had to be added:
Such as a Mapping and Automatic Vehicle Locator (AVL) system by WTH Software to be able to do the most basic queries and generate reports; Crystal Reports program had to be added; and to file Incident Based Report (IBR) statistics and replicate data to SCIEEx, Digi-Torque had to be purchased from J2 Software.

Once an emergency call is complete, the record is stored in the system and can be recalled. However, the ability to access these records is limited by who is authorized to do so, authorization many [field] deputies do not have.
4. When a report is required for an incident, the deputy upon completion will obtain a report number from dispatch. Then using a program called Omniform, the officer completes an incident report and prints it out. Once printed, it should not be necessary for a deputy to re-enter the data that already exists in the dispatch record, such as name, address, incident location, etc. but this must be done with the current system. Every time data is re-entered, the opportunity for an error exists. The more data can be pulled from one module to another, the easier the process and less the chance there is for error.
5. CISCO requires typing the incident report into Omniform in order to print it out. There is no format to electronically file records into the CISCO records management system.

Criminal Investigators, Drug Enforcement Investigators, the Intelligence Unit and other enforcement personnel must wait for the written reports to access information. Under the present system it can take up to two (2) weeks for information to become available in the system. Any query or search will only be able to recall data that has been posted [within 2 weeks] and not what has happened beyond that time. Thus, having the deputies write their reports electronically directly into the records system provides for "real time" fully retrievable data and far less duplication of effort.

6. Under the current system when the printed reports arrive at Records Management, they are scanned into the system before the quality control review.

After this process, the reports are handed over to another area of the Records Management Unit and are scanned so that copies can be printed out when requested by the public before a quality control inspection. The reports are then passed back to the personnel who just processed them so that they can review the reports for accuracy. If errors are found, all of the previous entries and scans must be deleted and the corrected reports will then be rescanned and reentered. When all additional manual entry of data is complete, the paper reports are then filed. At this point, the reports have been scanned, entered into the records management system, and then the physical reports are filed. After time, when space becomes an issue, the older paper reports are taken for microfilming. A picture of the report is scanned into the system and this is held indefinitely. After the quality control review, the information on the report is once again entered into the Digit-torque program so that it can be forwarded into SCIEEx and the SCIBRS reports can be sent to the South Carolina Law Enforcement Division. Much of this is done by hand with hard copies rather than digital files - all of which makes for a very time-consuming, laborious process that is not keeping up with the rapid information flow required by departments. What is sorely lacking in the current system is data integration. Each incident generates a wealth of data, but it is stored in isolated data cells. In addition to the incident reports, which are separate from the Computer Aided Dispatch reports, there are databases for warrants, civil process, gang and drug data, all of which cannot interact with the data. Perhaps an analogy using traditional record keeping will help clarify. In the days before electronic data processing, all information was reduced to writing and these written documents formed the basis of a record system. In large organizations most, if not all, of these records were kept centrally in file cabinets in a file room typically in the basement somewhere. Anyone needing information would respond to the file room and be able to access any information recorded by the organization. Instead, imagine if these organizational records were kept in file cabinets located throughout different parts of the building. Such a situation would require individual seeking information to go to several locations to obtain the needed information. With this analogy you can begin to appreciate the enormity of the current problem.

7. All the data should be in one central database. The various programs and applications should all be able to access the data from this master database. Unfortunately, the structure of the current system in Beaufort County is more like the previous scenario where the file cabinets are in several locations. Many of the information seekers, such as the Intelligence Office and those responsible for the Annual Report, must search several databases to get the necessary information.
8. Much of this lack of integration is the result of the outdated database architecture and programming language, but not all. Some of it is due to trying to address the shortcomings with third party software. This solution solves an immediate problem perhaps but introduces yet another point of entry for data and another set of protocols.

Currently, field units for deputies, EMS, and fire personnel are equipped with Mobile Data Computers (MDC) and have limited communication and the system will not allow the transfer of information such as dispatch information, 911 information, detention center information, photographs, building designs, access to remote cameras, etc. Officers responding to a call for police services must have the ability to access as much.

9. The automated wrecker rotations are currently not functional. The CAD keeps reverting the wrecker rotation back to 1, 2, 3, 4, etc. [when they actually need to be out of sequence and frequently are]. For Example: the first wrecker on rotation cannot respond for whatever reason, we would notify the second wrecker on rotation and they respond. We would then place the first wrecker on rotation back at number one; however, with this system the rotation list would place the third wrecker on rotation in the first spot. CISCO has been working on this since the beginning of the year.
10. The CAD generates the wrong event numbers sporadically for our Fire Departments, and there is no pattern to it. CISCO has been working on this since last year
11. The CAD sporadically generates duplicate calls, which means that when dispatch puts in a call, sometimes the CAD will recreate the call with a new event number on its own and send it to the pending side. CISCO has been working on this since last year.
12. The CAD sporadically changes information in a call on its own, sometimes it will change the location, the call type, or even put information in the CAD that belonged to another call. CISCO has been working on this since last year.

RFP Evaluations of Responses:

The evaluation selection committee consisted of the following individuals: From the Beaufort County Sheriff's Office, Michael Hatfield, Chief Deputy, Colonel David Brown, William Neill, Support and Services Branch, Suzanne Cook, Financial Officer; Colonel Philip Foot, Director of Public Safety and the Detention Center Director, Todd Ferguson, Director of Emergency Management, Regina Bapties, Computer-Aided Dispatch Manager, and Daniel Morgan, MIS Director.

Upon receipt of vendor responses on October 31, 2012, the evaluation committee held an initial meeting to review and discuss the responses to the RFP, conduct the initial evaluation ranking based on the published evaluation criteria, and if necessary select firms for interviews. All firms who responded were evaluated on the following areas:

- a. Vendor Background (History, Current NCIC/NLETS/SLED-CJIS transactions, Qualifications of personnel, vendor's ability to meet all requirements). Possible 0-20 points.
- b. Evaluation Questionnaire/Qualifications (References, System Overview, User License Process, Warranty, Maintenance and Support, System Requirements, Implementation Process). Possible 0-20 points.
- c. Function Specifications (System Overview, Core Integration, Computer-Aided Dispatch, Records Management System, Jail Management System, Mobile Data Computing, Resource Management, Additional Interface Specifications, GIS Integration) Possible 0-30 points.
- d. Cost Effectiveness (Cost effectiveness and reasonableness of the vendors proposed cost) Possible 0-30 points.
- e. Overall Score and the Evaluators Recommendation (Possible total score per evaluator 0-100 points).

It was evident to evaluation committee members that this was not going to be as simple as a simple "read the responses and make a decision." We learned that there are many vendors in the software business and they all have their strengths and weaknesses. While functionality continued to be important, we also learned that we needed to select a vendor with other key attributes.

For example, we learned that many vendors, like our current vendor, have stagnated over the years. Others have been bought out, or sold out, or merged and many have exited the market entirely. We learned that there are very few vendors who specialize in a complete suite of products devoted exclusively to public safety. Compounding the matter, we also learned that there are very few vendors who possess actual South Carolina certifications to connect up with the State databases, data sharing projects, or State crash report data bases.

In addition, there are many different ways to license the products. For example, we are unique in that we have multiple 'locations' where our personnel will log into the system: Hilton Head, Headquarters, the Corrections facility, Emergency Management, Mobile Command, to name a few. Many vendors require each 'login point' to be a 'user license.' There was an issue with trying to forecast how many different logins we would need at any given time at the different locations. We were pleased to see one vendor who provided a 'site license' process, which provides an unlimited amount of log-ins for the entire county organization(s).

The following is the initial point summary and ranking from the evaluation committee (evaluations combined):

Initial Ranking and Company Name	Total Points
1. Spillman	562
2. Zuercher	513
3. Sungard	390
4. Tritec	365
5. New World Systems	355

Through the RFP evaluation process, we were able to eliminate many of the vendors based on a combination of their functionality and their company history. After a thorough review of the vendors, we invited the two highest scoring vendors for final presentations. This took place in February of this year. The two vendors invited onsite were Spillman Technologies and Zuercher Technologies. Our selection committee spent several hours reviewing functionality of our pre-decided criteria. We also spent a segment of the presentation in meeting with the different companies' leadership and asking questions of them. We asked detailed questions that ran the gambit from software licensing questions, to how the map-files we presently use could be transferred over, all of which were pertinent to providing the best, most reliable long-term partnership for our public safety personnel, as well as our residents. After the interviews, the evaluation committee requested "Best and Final Offers" from both firms. The following includes the initial pricing from Spillman Technologies and Zuercher Technologies and their "Best and Final Offers":

<u>Company</u>	<u>Initial Price/Best and Final</u>	<u>(5) Year Maintenance</u>	<u>Grand Total</u>
1. Spillman	\$1,558,008/\$1,534,435	\$719,510*/\$972,488**	\$2,277,518/\$2,506,923
2. Zuercher	\$1,307,230/\$1,509,753	\$739,369	\$2,249,122

*Pre-paid 5 Year Maintenance offered by Spillman.

**Pre-Paid 7 Year Maintenance offered by Spillman.

Although Zuercher Technologies provided competitive pricing and functionality, they were not

able to obtain SLED certification, which was a major requirement for selection.

The evaluation committee reviewed the "Best and Final Offers" from both firms and selected Spillman as the number one ranked firm. In accordance with the Beaufort County Procurement Code, contract negotiations continued with Spillman, which included the possibility of funding the entire project cost to include maintenance. In September 2013, contract negotiations with Spillman were finalized and the following contract costs were agreed upon subject to County Council approval:

Spillman offered to finance the entire project for a total cost of \$2,506,923 (**note this total price covers seven years instead of five**). This offer includes seven (7) years of prepaid maintenance. The total cost each year is \$358,132 per year due on November 1, 2013 with the last payment due November 1, 2019.

How will the Recommended Vendor (Spillman) Resolve the Current Difficulties:

1. An updated records system would allow reports to be entered directly into the system by reporting deputies. They could be queued for supervisory approval and automatically become part of the records system at that time without any additional data entry. These records would then be immediately available both to the North and South Branches for review and assigning of cases. At this point, no paper would have been generated.
2. The process in the Records Management System would be simplified since there would be no need to scan the reports. The SCIBRS area could verify proper coding and accuracy and submit SCIBRS information directly from the system. The data would have been sent to SCIEEx immediately upon supervisors' approval.
3. The system would also track warrants and arrests. All relevant data would exist in one database and be available for various queries. It might be possible to also eliminate the Crystal Reports program currently being used to generate reports.
4. The Records Management System, Computer-Aided Dispatch, Detention Center, Mobile System, Solicitors Office and Courts can transfer and exchange data.
5. The information from the Computer-Aided Dispatch would be sent to the Mobile Data Computer and then to the Records Management System and to serve as a template for the report that the deputy would prepare. This functionality is important not only for time saving but for consistency. Report numbers, individual names, addresses, etc. would be consistent across modules. A deputy would simply pull the CAD information, update or correct any entries and add the narrative and the report would be complete.

The CAD goes down quite often, CISCO says that either there is not enough memory for the CAD to run or that they were rebuilding a file and it caused the system to shut down. When that happens, dispatch has to write out calls on cards and give them to the CAD Manager to manually input into Calls for Service. If the CAD is down for 5 hours for example, it could take the CAD Manager up to a week or more to input all of the calls manually. It also runs irrespective of memory: it generates error messages when trying to get into different sections of the CAD.

6. There isn't a checks and balances system with the CISCO CAD, meaning that several people can input a record for one person in warrants for example, and the system won't recognize that it is the same person and combine the record to one. Because of this, we have a huge amount of bad information in the CAD system and several records for the same person. *The Spillman system recognizes when someone is entering a new record for a person that already has a record in the system, it has a checks and balances system that will ask you several key points to make sure it is the same person before merging or not merging a record.*
7. CISCO is not SLED certified, meaning that we have to go through a third party vendor just to get SLED to work on the mobile CAD. This means entering all of the personnel that will have SLED into the third party database and creating a password there, then going back under that person in the CAD system and entering the same password there after turning on SLED permissions. It is very time consuming, there are over a hundred people that will have SLED in their vehicles and the password has to be changed every 90 days in the third party vendors system and the CAD system. *Spillman is SLED certified, this eliminates the need for a password and permissions under a third party vendor and eliminates the need for that password to match a password that has to be set up in the CAD system which has to be changed every 90 days. This also eliminated the expenditures associated with the third party vendor (\$51,000 Currently)*
8. The CAD will only allow an MDC number to be entered once under a unit, we have an agency that has 22 call signs per person because their call signs vary based on what area they are working that day. Because of this, dispatch has to know what the unit's call sign was the last time they worked and enter it under the unit they are using today. *Spillman allows for the use of an MDC number as many times as you need it.*
9. When CISCO does an update to their software or works on the CAD system, work that was requested by another agency, our agency has to get that update or addition. They have no way of customizing the update per agency. *Spillman DOES customize per agency, our agencies will be notified of changes in advance and if it is something we do not need or want, then we are not forced to get it.*

10. The Mobile CAD in CISCO does not have a way to separate the Northern and Southern divisions of BCSO on the Mobile CAD itself, which means that all of the road units will be combined on the small screen and they won't be able to see only the units that are working with them in their area. Thus, officers in the field have to scroll through all of the Northern and Southern units to find what they are looking for, and when something updates in one of the calls, the screen automatically goes back to the top, so they will have to start all over again. This can be very difficult and dangerous for a unit that is driving to a call. *The Spillman Mobile CAD allows for us to separate whatever divisions or units we need to so that the units will be able to clearly see only those that are working in their jurisdiction, reducing driver distraction. This will eliminate their eyes being off the road too long when responding to a call.*

11. We only have 250 licenses for the CISCO CAD system. These licenses have to be used for Dispatch, BCSO, Beaufort Police Dept, Bluffton Police Dept, Port Royal Police Dept, Yemassee Police Dept, Beaufort Fire, Burton Fire, Lady's Island/St. Helena FD, Fripp Fire, Sheldon Fire, Bluffton Fire, and EMS. Dispatchers have to have, at a minimum, two CADS open per station and there are thirteen stations. Each CAD that is open counts as a license. Often times we reach the maximum licensing amount and when we do, the CAD locks up and kicks everyone out of the system, including dispatch, sometimes for up to approximately 30-45 minutes each time before the system gets back up. This is unacceptable, especially for dispatch responding to emergencies. *The Spillman system is a site license and can be used as many times as we need throughout all departments.*

12. In the CISCO CAD system not all records are tied together, for example: a business name for an address and then it also needs emergency contacts for that business. Currently, operators have to go to two separate sections of the CAD to access this information, very time consuming especially when several businesses are concerned. *The Spillman system is linked thus all information is available in one place.*

Issues from other Public Safety Agencies:

Bluffton Police Department: (They use the same CISCO System)

Issues with CISCO System:

1. Data integration: The current system is not compatible with LawTrak that the Bluffton Police Department is currently using.

2. Officer Safety: The current system is extremely limited and not officer safety equipped. Officers have limited access to records such as past calls for service, linking of subjects to an address and other information that would enhance their safety.

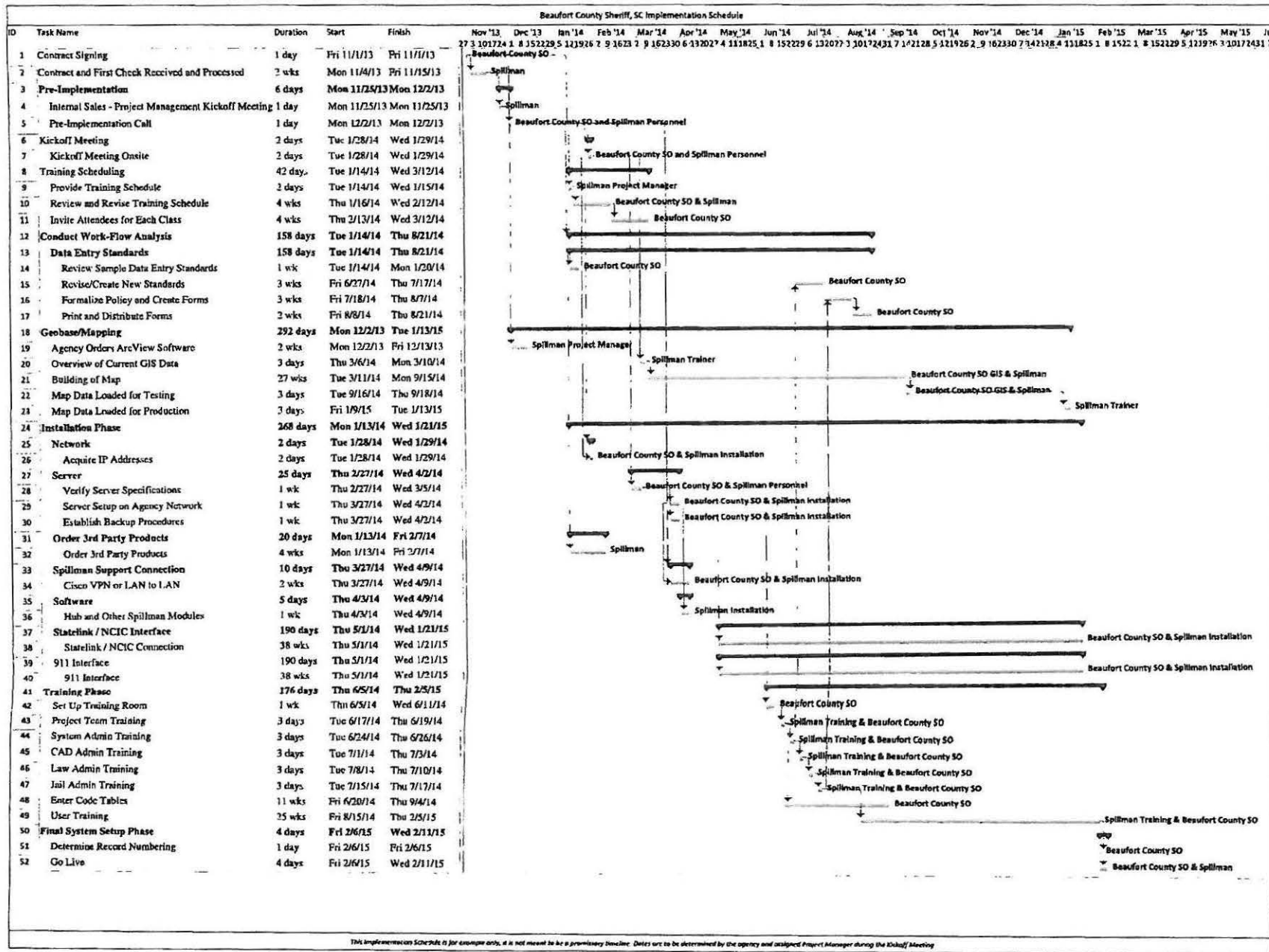
Advantages to the Spillman System:

1. CAD/Record Management tie-in: This system would allow our agency and others to share our records system with all agencies to increase information in the database and share valuable crime information.
2. Access to warrants and arrests: Officers on the street would have access to Detention Center, Solicitor's Office and Court Information. All data would exist in one database and be available.
3. Enhanced Officer Safety: The modules outlined in the Spillman presentation all point toward increased officer safety for the officers on the road. The system would allow easy access to information from all participating agencies.

Conclusion and Recommendation:

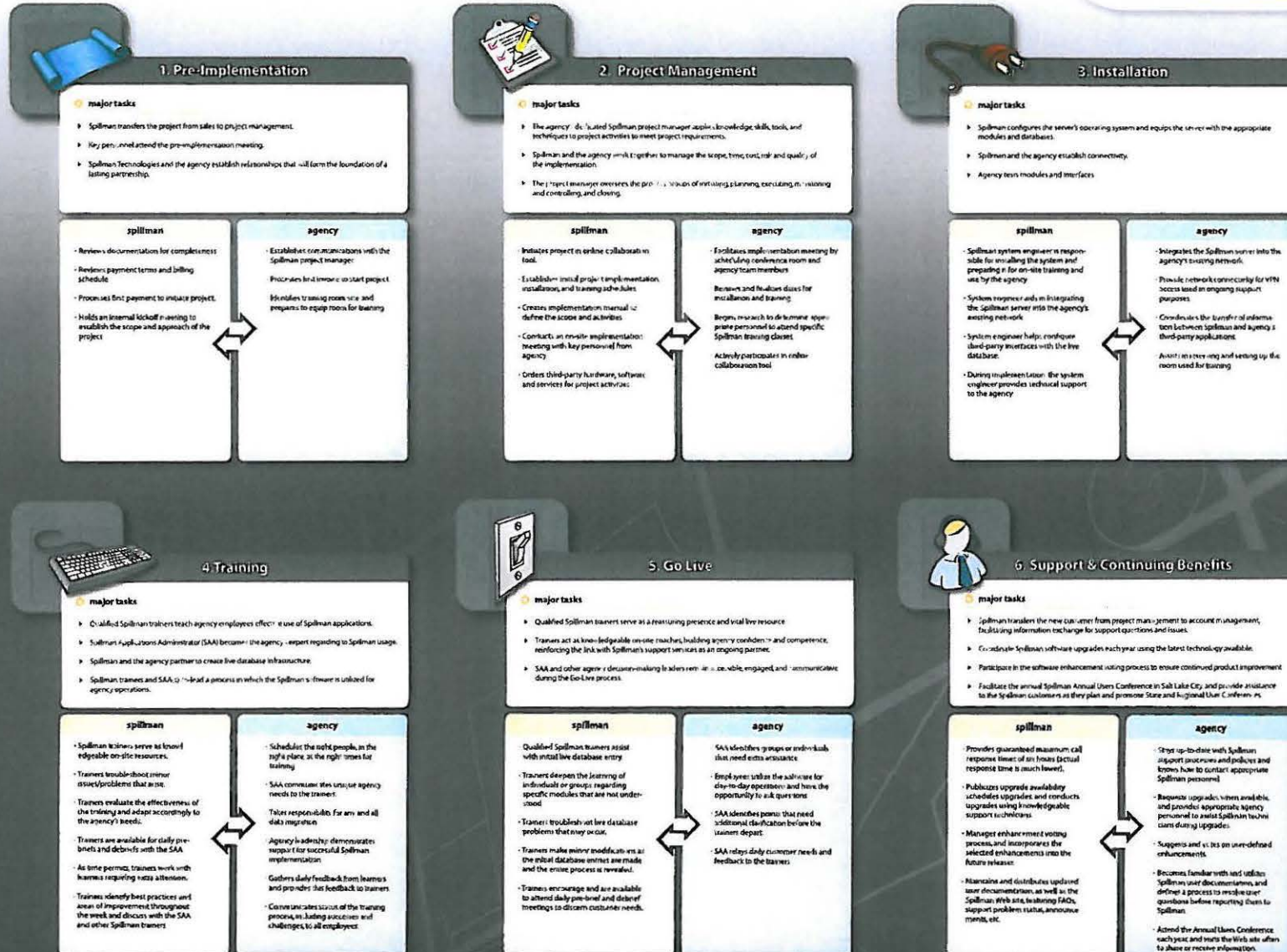
After this extensive evaluation process, it was clear to the evaluation committee members that Spillman Technologies is the best vendor to provide the solution of all key needs identified in the RFP. Spillman Technologies best demonstrated the capability to meet and exceed all of the key areas of functionality needed by the Beaufort County Sheriff's Office, Detention Center, MIS, EMS, Fire Departments, and Emergency Dispatch. Therefore, it is the recommendation of the evaluation committee to select Spillman Technologies as the winner of this solicitation. Spillman Technologies is the most responsive and responsible bidder and it is recommended that we move forward without delay to ensure an expeditious transition.

Attachment D, Implementation Process Schedule Page 1



This implementation schedule is for example only, it is not meant to be a preliminary timeline. Dates are to be determined by the agency and assigned Project Manager during the kickoff meeting.

Stages of Implementation



ATTACHMENT E: TOTAL CALLS FOR SERVICE

2011 CALL TOTALS BY DEPARTMENT		2011 PERCENTAGE OF ANNUAL CALLS
BCSO	310,756	64.40%
BEAUFORT PD	82,333	17.06%
PORT ROYAL PD	15,667	3.25%
YEMASSEE PD	8,415	1.74%
BLUFFTON PD	35,808	7.42%
BEAUFORT FD	2,993	0.62%
LADYS ISLAND FD	2,568	0.53%
BURTON FD	3,176	0.66%
SHELDON FD	841	0.17%
FRIPP ISLAND FD	188	0.04%
BLUFFTON FD	5,662	1.17%
EMS	14,135	2.93%
TOTAL CALLS	482,542	100.00%

2012 CALL TOTALS BY DEPARTMENT		2012 PERCENTAGE OF ANNUAL CALLS
BCSO	324,467	67.55%
BEAUFORT PD	77,194	16.07%
PORT ROYAL PD	12,399	2.58%
YEMASSEE PD	6,598	1.37%
BLUFFTON PD	29,073	6.05%
BEAUFORT FD	3,113	0.65%
LADYS ISLAND FD	2,615	0.54%
BURTON FD	3,512	0.73%
SHELDON FD	835	0.17%
FRIPP ISLAND FD	231	0.05%
BLUFFTON FD	5,990	1.25%
EMS	14,323	2.98%
TOTAL CALLS	480,350	100.00%



**COUNTY COUNCIL OF BEAUFORT COUNTY
PURCHASING DEPARTMENT**

102 Industrial Village Road, Bldg 3—Post Office Drawer 1228
Beaufort, South Carolina 29901-1228

TO: Councilman Gerald W. Stewart, Chairman, Governmental Committee
FROM: Dave Thomas, CPPO, Purchasing Director *DT*
SUBJ: **Emergency Medical Service (EMS) Purchase of two New 2014 Ambulances and Remounting Services for two Ambulances**
DATE: November 7, 2013

BACKGROUND: The Purchasing Department received a request from Beaufort County's EMS Department to purchase two new AEV Dodge Ambulances and to provide remounting services for two of our existing ambulances. This purchase request will use the HGAC Buy Cooperative Contract, a National Cooperative contract used by state and local governments. The EMS Department along with First Vehicle Services recommends the purchase of the AEV Dodge Ambulances due to their overall performance and the close proximity of the factory to Beaufort County.

The HGAC Buy contract will provide remounting of two of the current fleet ambulances as these modules are in good structural condition. The old chassis would be traded into Northwestern and remounting of the ambulances would include a new 2014 Dodge D4500, 4x2 Diesel Type I cab/chassis, HVAC, emergency and compartment lights. Also, the module would be repainted and interior refurbished. The remounted ambulances receive the same manufacturer warranty as the new ambulance. All of the ambulances will be delivered to the County before the end of the fiscal year.

VENDOR INFORMATION:

AEV/Northwestern Emergency Vehicles, Jefferson, NC

COST

AEV Two New Ambulances (2 @ \$149,868 each)	\$299,736
Remount Ambulances (2 @ \$114,702 each)	\$229,404
Grand Total	\$529,140

FUNDING: Account #10001230-54000, EMS, Vehicle Purchases


FY 2013 COST: One new AEV Dodge Ambulance \$149,868 and two remounts \$114,702 each, for a total cost of \$379,272.


FOR ACTION: Governmental Committee meeting occurring November 7, 2013.


RECOMMENDATION: The Purchasing Department recommends that the Governmental Committee approves and recommends to County Council the approval of the purchase of two new AEV Dodge Ambulances and remounting of two existing ambulances from Northwestern Emergency Vehicles for a total cost of \$529,140.

CC: Gary Kubic, County Administrator *GKubic*
Bryan Hill, Deputy Administrator *BHill*
Alicia Holland, Chief Financial Officer *AHolland*
Phil Foot, Director of Public Safety *PF*
Donna Ownby, EMS Director *DOwnby*

Att: HGAC Buy Cooperative Contract Pricing

		CONTRACT PRICING WORKSHEET For Standard Equipment Purchases		Contract No.:	AM10-12	Date Prepared:	10/11/2013	
<i>This Form must be prepared by Contractor, and provided to End User to attach to Purchase Order, with copy to H-GAC. The H-GAC administrative fee shall be calculated and shown as a separate line item. Please type or print legibly.</i>								
Buying Agency:	BEAUFORT COUNTY			Contractor:	AEV / Northwestern Emergency Vehicles			
Contact Person:	DAVE THOMAS, CPPO, CPPB			Prepared By:	David Hudler			
Phone:	843-255-2353			Phone:	336-977-1015 (cell) or 800-536-8488(office)			
Fax:	843-255-9437			Fax:	336-246-8978			
Email:	dthomas@bcgov.net			Email:	david@nwev.com			
Product Code:	AA08	Description:	2014 Dodge Ram 4500 Type I AEV Ambulance (NEW UNIT # 1)					
A. Product Item Base Unit Price Per Contractor's H-GAC Contract:							\$121,301.00	
B. Published Options - Itemize below - Attach additional sheet(s) if necessary - Include Option Code in description if applicable. (Note: Published Options are options which were submitted and priced in Contractor's bid.)								
Description		Cost	Description		Cost			
BC13 Body Length - 6"		699.00	EL18A LED Scene Lights		2,982.00			
BC11 Headroom Increase 4"		466.00	HA116 Danhard		3,609.00			
SU17 Link Suspension		5,692.00	HA03 Digital Thermostat		202.00			
EA01 Tire Valve Extensions		60.00	IL00 Additional LED Domes - 3		681.00			
BC05 Crawl Thru		836.00	EL37 900 LED - 9		4,041.00			
BC08 Comp, Left Rear 3/4 High		408.00	EL37-A 900 LED - 6		2,628.00			
EA14-B Running Boards Type I		235.00	Subtotal From Additional Sheet(s):		3,562.00			
EL23 600 LED Tail Lights		816.00	Subtotal B:		26,917.00			
C. Unpublished Options - Itemize below / attach additional sheet(s) if necessary. (Note: Unpublished options are items which were not submitted and priced in Contractor's bid.)								
Description		Cost	Description		Cost			
			Subtotal From Additional Sheet(s):					
			Subtotal C:					
Check: Total cost of Unpublished Options (C) cannot exceed 25% of the total of the Base Unit Price plus Published Options (A+B).				For this transaction the percentage is:		0%		
D. Other Cost Items Not Itemized Above (e.g. Installation, Freight, Delivery, Etc.)								
Description		Cost	Description		Cost			
			Subtotal D:		0			
E. Total Cost Before Any Applicable Trade-In / Other Allowances / Discounts (A+B+C+D)								
Quantity Ordered:	1	X	Subtotal of A + B + C + D:		=	Subtotal E:		
F. H-GAC Fee Calculation (From Current Fee Tables)							Subtotal F:	\$1,350.00
G. Trade-Ins / Other Allowances / Special Discounts								
Description		Cost	Description		Cost			
			Subtotal G:		0			
Delivery Date:				H. Total Purchase Price (E+F+G):			\$149,568.00	

		CONTRACT PRICING WORKSHEET For Standard Equipment Purchases		Contract No.:	AM10-12	Date Prepared:	10/11/2013	
<p><i>This Form must be prepared by Contractor, and provided to End User to attach to Purchase Order, with copy to H-GAC. The H-GAC administrative fee shall be calculated and shown as a separate line item. Please type or print legibly.</i></p>								
Buying Agency:	BEAUFORT COUNTY			Contractor:	AEV / Northwestern Emergency Vehicles			
Contact Person:	DAVE THOMAS, CPPO, CPPB			Prepared By:	David Hudler			
Phone:	843-255-2353			Phone:	336-977-1015 (cell) or 800-536-8488(office)			
Fax:	843-255-9437			Fax:	336-246-8978			
Email:	dthomas@bcgov.net			Email:	david@nsew.com			
Product Code:	AA08	Description:	2014 Dodge Ram 4500 Type I AEV Ambulance (NEW UNIT # 2)					
A. Product Item Base Unit Price Per Contractor's H-GAC Contract:							\$121,301.00	
B. Published Options - Itemize below - Attach additional sheet(s) if necessary - Include Option Code in description if applicable. (Note: Published Options are options which were submitted and priced in Contractor's bid.)								
Description		Cost	Description		Cost			
BC13 Body Length - 6"		699.00	EL18A LED Scene Lights		2,982.00			
BC11 Headroom Increase 4"		466.00	HA116 Danhard		3,609.00			
SU17 Link Suspension		5,692.00	HA03 Digital Thermostat		202.00			
EA01 Tire Valve Extensions		60.00	IL00 Additional LED Domes - 3		681.00			
BC05 Crawl Thru		836.00	EL37 900 LED - 9		4,041.00			
BC08 Comp, Left Rear 3/4 High		408.00	EL37-A 900 LED - 6		2,628.00			
EA14-B Running Boards Type I		235.00	Subtotal From Additional Sheet(s):		3,562.00			
EL23 600 LED Tail Lights		816.00	Subtotal B:		26,917.00			
C. Unpublished Options - Itemize below / attach additional sheet(s) if necessary. (Note: Unpublished options are items which were not submitted and priced in Contractor's bid.)								
Description		Cost	Description		Cost			
			Subtotal From Additional Sheet(s):					
			Subtotal C:					
Check: Total cost of Unpublished Options (C) cannot exceed 25% of the total of the Base Unit Price plus Published Options (A+B).				For this transaction the percentage is:		0%		
D. Other Cost Items Not Itemized Above (e.g. Installation, Freight, Delivery, Etc.)								
Description		Cost	Description		Cost			
			Subtotal D:		0			
E. Total Cost Before Any Applicable Trade-In / Other Allowances / Discounts (A+B+C+D)								
Quantity Ordered:	1	X Subtotal of A + B + C + D:		= Subtotal E:				
F. H-GAC Fee Calculation (From Current Fee Tables)							Subtotal F:	\$1,350.00
G. Trade-Ins / Other Allowances / Special Discounts								
Description		Cost	Description		Cost			
			Subtotal G:		0			
Delivery Date:				H. Total Purchase Price (E+F+G):		\$149,568.00		

		CONTRACT PRICING WORKSHEET For Standard Equipment Purchases		Contract No.:	AM10-12	Date Prepared:	10/10/2013	
<i>This Form must be prepared by Contractor, and provided to End User to attach to Purchase Order, with copy to H-GAC. The H-GAC administrative fee shall be calculated and shown as a separate line item. Please type or print legibly.</i>								
Buying Agency:	BEAUFORT COUNTY			Contractor:	AEV / Northwestern Emergency Vehicles			
Contact Person:	DAVE THOMAS, CPPO, CPPB			Prepared By:	David Hudler			
Phone:	843-255-2353			Phone:	336-977-1015 (cell) or 800-536-8488 (office)			
Fax:	843-255-9437			Fax:	336-246-8978			
Email:	dthomas@bcgov.net			Email:	david@rwev.com			
Product Code:	AE17	Description:	2014 Dodge D4500 4x2 Diesel Type I Base Ambulance Remount (REMOUNT #1)					
A. Product Item Base Unit Price Per Contractor's H-GAC Contract:							\$90,089.00	
B. Published Options - Itemize below - Attach additional sheet(s) if necessary - Include Option Code in description if applicable. (Note: Published Options are options which were submitted and priced in Contractor's bid.)								
Description		Cost	Description		Cost			
EA31-C STEP: AUTOMATIC ELECTRIC ZICO		1,832.00						
					Subtotal From Additional Sheet(s):			
					Subtotal B:		1,832.00	
C. Unpublished Options - Itemize below / attach additional sheet(s) if necessary. (Note: Unpublished options are items which were not submitted and priced in Contractor's bid.)								
Description		Cost	Description		Cost			
PAINT BELT PER CUSTOMER'S SPECS		1,435.00	RE-WIRE THE ELECTRICAL SYSTEM		3,000.00			
STRIPING PER CUSTOMER SPECS		1,466.00	FLOOR COVERING -NEW		620.00			
CHEVRONS		750.00			Subtotal From Additional Sheet(s):			
110V HVAC SYSTEM		3,500.00			Subtotal C:			
					21,731.00			
Check: Total cost of Unpublished Options (C) cannot exceed 25% of the total of the Base Unit Price plus Published Options (A+B).				For this transaction the percentage is:		24%		
D. Other Cost Items Not Itemized Above (e.g. Installation, Freight, Delivery, Etc.)								
Description		Cost	Description		Cost			
					Subtotal D:		0	
E. Total Cost Before Any Applicable Trade-In / Other Allowances / Discounts (A+B+C+D)								
Quantity Ordered:	1	X Subtotal of A + B + C + D:			= Subtotal E:		113,652.00	
F. H-GAC Fee Calculation (From Current Fee Tables)							Subtotal F:	\$750.00
G. Trade-Ins / Other Allowances / Special Discounts								
Description		Cost	Description		Cost			
					Subtotal G:		0	
Delivery Date:				H. Total Purchase Price (E+F+G):		\$114,402.00		



CONTRACT PRICING WORKSHEET
For Standard Equipment Purchases

Contract No.: AM10-12 Date Prepared: 10/10/2013

This Form must be prepared by Contractor, and provided to End User to attach to Purchase Order, with copy to H-GAC. The H-GAC administrative fee shall be calculated and shown as a separate line item. Please type or print legibly.

Buying Agency:	BEAUFORT COUNTY	Contractor:	AEV / Northwestern Emergency Vehicles.
Contact Person:	DAVE THOMAS, CPPO, CPPB	Prepared By:	David Hudler
Phone:	843-255-2353	Phone:	336-977-1015 (cell) or 800-536-8488 (office)
Fax:	843-255-9437	Fax:	336-246-8978
Email:	dthomas@bcgov.net	Email:	david@hwev.com

Product Code: AE17 Description: 2014 Dodge D4500 4x2 Diesel Type I Base Ambulance Remount (REMOUNT #2)

A. Product Item Base Unit Price Per Contractor's H-GAC Contract: \$90,089.00

B. Published Options - Itemize below - Attach additional sheet(s) if necessary - Include Option Code in description if applicable.
(Note: Published Options are options which were submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
EA31-C STEP: AUTOMATIC ELECTRIC ZICO	1,832.00		
		Subtotal From Additional Sheet(s):	
		Subtotal B:	1,832.00

C. Unpublished Options - Itemize below / attach additional sheet(s) if necessary.
(Note: Unpublished options are items which were not submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
PAINT BELT PER CUSTOMER'S SPECS	1,435.00	RE-WIRE THE ELECTRICAL SYSTEM	3,000.00
STRIPING PER CUSTOMER SPECS	1,466.00	FLOOR COVERING -NEW	620.00
CHEVRONS	750.00	Subtotal From Additional Sheet(s):	10,960.00
110V HVAC SYSTEM	3,500.00	Subtotal C:	21,731.00

Check: Total cost of Unpublished Options (C) cannot exceed 25% of the total of the Base Unit Price plus Published Options (A+B). For this transaction the percentage is: 24%

D. Other Cost Items Not Itemized Above (e.g. Installation, Freight, Delivery, Etc.)

Description	Cost	Description	Cost
		Subtotal D:	0

E. Total Cost Before Any Applicable Trade-In / Other Allowances / Discounts (A+B+C+D)

Quantity Ordered: 1	X Subtotal of A + B + C + D:	Subtotal E:	113,652.00
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F. H-GAC Fee Calculation (From Current Fee Tables) Subtotal F: \$750.00

G. Trade-Ins / Other Allowances / Special Discounts

Description	Cost	Description	Cost
		Subtotal G:	0

Delivery Date: **H. Total Purchase Price (E+F+G):** \$114,402.00



COUNTY COUNCIL OF BEAUFORT COUNTY
PURCHASING DEPARTMENT
102 Industrial Village Road, Bldg 3 - Post Office Drawer 1228
Beaufort, South Carolina 29901-1228

TO: Councilman Gerald W. Stewart, Chairman, Governmental Committee
FROM: Dave Thomas, CPPO, Purchasing Director *DT*
SUBJ: **Request Contract Extension with Southern Health Partners for Medical Services for Beaufort County's Detention Center**
DATE: November 7, 2013

BACKGROUND: Beaufort County's Detention Center contracts with Southern Health Partners for annual medical services for the Detention Center. Southern Health Partners provides all medical needs for inmates in custody to include: screening at booking, health appraisals, dispensing of prescriptions, physician sick-call, dentist sick-call, compliance with National Correctional Health Care Accreditation Standards, state and federal regulations, and 24 hour medical coverage. The contract term ends December 31, 2013 and we are requesting an extension to June 30, 2014. This will align the contract with our current fiscal year.

<u>VENDOR:</u>	<u>Extension Cost</u>
Southern Health Partners, Chattanooga, TN	\$314,665*

*Includes \$274,665 for medical and \$40,000 for cost pool limitation

PRIOR YEAR COST: Original contract term cost (medical and cost pool limitation) for January 1, 2013 to December 31, 2013: estimated \$551,469

FUNDING: Account 10001250-51190 Detention Center Medical Services

FOR ACTION: Governmental Committee meeting occurring on November 7, 2013.

RECOMMENDATION: The Purchasing Department recommends that the Governmental Committee approves and recommends to County Council the contract extension award in the amount of \$314,665 to Southern Health Partners to provide medical services for Beaufort County's Detention Center.

CC: Gary Kubic, County Administrator *GKubic*
Bryan Hill, Deputy Administrator *BHill*
Alicia Holland, Chief Financial Officer *AH*
Phil Foot, Public Safety Director *PF*



**COUNTY COUNCIL OF BEAUFORT COUNTY
PURCHASING DEPARTMENT**

102 Industrial Village Road, Bldg 3—Post Office Drawer 1228
Beaufort, South Carolina 29901-1228

TO: Councilman Gerald W. Stewart, Chairman, Governmental Committee
FROM: Dave Thomas, CPPO, Purchasing Director *DT*
SUBJ: **Contract Award to Physio-Control, Inc., a Sole Source Vendor for Ten (10) Lucas 2 Compression Systems for Beaufort County's Emergency Medical Service (EMS)**
DATE: November 7, 2013

BACKGROUND: The Purchasing Department received a request from the EMS Director to purchase ten (10) new Lucas 2 Compression Systems to be used by the EMS Department. The Lucas 2 is a device that performs mechanical CPR and has shown to improve the outcome for the patients and safety for the medics. Lucas has shown to significantly improve quality and increase consistency of compressions compared to manual CPR, both at the scene, and during ambulance transport. This will allow for all frontline ambulances to be equipped with the Lucas 2 for daily operations.

SOLE SOURCE VENDOR INFORMATION:

COST

Physio-Control, Inc., Redmond, WA

\$132,316

FUNDING: 10001230-54200, EMS, Specialized Capital Equipment

FY 2013 COST: \$12,395 for one (1) Lucas 2 purchased with federal grant funds.

RECOMMENDATION: The Purchasing Department recommends that the Governmental Committee approve and recommend to County Council the contract award with Physio-Control, Inc., for the aforementioned equipment, with a total cost of \$132,316.

CC: Gary Kubic, County Administrator *GKubic*
Bryan Hill, Deputy Administrator *BHill*
Alicia Holland, Chief Financial Officer *AH*
Phil Foot, Director of Public Safety *PF 749*
Donna Ownby, EMS Director *DWO*

Att: Price Quote Information and Sole Source Letter



Physio-Control, Inc.
 11811 Willows Road NE
 P.O. Box 97023
 Redmond, WA 98073-9723 U.S.A
 www.physio-control.com
 tel 800.442.1142
 fax 800.732.0956

To: Donna Ownby
 EMS Director
 Beaufort County EMS
 2727 Depot Road
 BEAUFORT, SC 29902
 Phone: (843) 255-5361
 downy@bcgov.net

Quote#: **1-269306700**
 Rev#: 2
 Quote Date: 10/15/2013
 Sales Consultant: Jeff Collett
 800-442-1142 x 72234
 FOB: Redmond, WA

Terms: All quotes subject to credit approval and the following terms & conditions

Contract: None

Exp Date: **01/13/2014**

Line	Catalog # / Description	Qty	Price	Unit Disc	Trade-In	Unit Price	Ext Total
1	99576-000024 - LUCAS 2, 2.1 Chest Compression System Includes LUCAS 2 unit with Back Plate, Carrying Bag, Two (2) Patient Straps, Stabilization Strap, 3 Suction Cups, 1 Rechargeable Battery and Instructions for Use. One year warranty.	10	\$14,485.00	\$2,754.05	\$200.00	\$11,540.95	\$115,409.50
2	11576-000039 - LUCAS 2 BATTERY	10	\$652.00	\$123.88	\$0.00	\$528.12	\$5,281.20
3	11576-000055 - LUCAS 2 POWER SUPPLY WITH CORD, REDEL, US	10	\$329.00	\$49.35	\$0.00	\$279.65	\$2,796.50

SUB TOTAL \$123,487.20
 ESTIMATED TAX \$8,644.10
 ESTIMATED SHIPPING & HANDLING \$185.00
GRAND TOTAL \$132,316.30

Trade-In Detail

Product	Qty	Unit Value	Total Value
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Pricing Summary Totals

List Price:	\$154,760.00
Trade-ins:	- \$2,000.00
Cash Discounts:	- \$29,272.80
Tax + S&H:	+ \$8,829.10

GRAND TOTAL FOR THIS QUOTE \$132,316.30

**TO PLACE AN ORDER, PLEASE FAX A COPY OF THE QUOTE AND PURCHASE ORDER TO:
800-732-0956, ATTN: REP SUPPORT**

PHYSIO-CONTROL, INC. REQUIRES WRITTEN VERIFICATION OF THIS ORDER. A PURCHASE ORDER IS REQUIRED ON ALL ORDERS \$10,000 OR GREATER BEFORE APPLICABLE FREIGHT AND TAXES. THE UNDERSIGNED IS AUTHORIZED TO ACCEPT THIS ORDER IN ACCORDANCE WITH THE TERMS AND PRICES DENOTED HEREIN. SIGN TO THE RIGHT:

CUSTOMER APPROVAL (AUTHORIZED SIGNATURE)

NAME

TITLE

DATE

Ref. Code: SS/02063002/1-4GC6DI

Notes:

Taxes, shipping and handling fees are estimates only and are subject to change at the time of order. Shipping and handling applies to ground transport only. Physio-Control will assess a \$10 handling fee on any order less than \$200.00.

Above pricing valid only if all items in quote are purchased (optional items not required).

To receive a trade-in credit, Buyer agrees to return the trade-in device(s) within 30 days of receipt of the replacement device(s) to Physio-Control's place of business or to an authorized Physio-Control representative. Physio-Control will provide instructions for returning the device(s) and will pay for the associated shipping cost.

In the event that trade-in device(s) are not received by Physio-Control within the 30-day window, Buyer acknowledges that this quote shall constitute a purchase order and agrees to be invoiced for the amount of the trade-in discount. Invoice shall be payable upon receipt.

Items listed above at no charge are included as part of a package discount that involves the purchase of a bundle of items. Buyer is solely responsible for appropriately allocating the discount extended on the bundle when fulfilling any reporting obligations it might have.

If Buyer is ordering service, Buyer affirms reading and accepts the terms of the Physio-Control, Inc. Technical Service Support Agreement which is available from your sales representative or <http://www.physio-control.com/uploadedFiles/products/service-plans/TechnicalServiceAgreement.pdf>

Serial number for 1 Thumper trade in: 1604

Trade-in values are a function of the market value and the condition of the device at the time of trade in, thus values may be subject to change. Please note that device serial numbers are required at time of order.

TERMS OF SALE

General Terms

Physio-Control, Inc.'s acceptance of the Buyer's order is expressly conditioned on product availability and the Buyer's assent to the terms set forth in this document and its attachments. Physio-Control, Inc. agrees to furnish the goods and services ordered by the Buyer only on these terms, and the Buyer's acceptance of any portion of the goods and services covered by this document shall confirm their acceptance by the Buyer. These terms constitute the complete agreement between the parties and they shall govern any conflicting or ambiguous terms on the Buyer's purchase order or on other documents submitted to Physio-Control, Inc. by the Buyer. These terms may only be revised or amended by a written agreement signed by an authorized representative of both parties.

Pricing

Unless otherwise indicated in this document, prices of goods and services covered by this document shall be Physio-Control, Inc. standard prices in effect at the time of delivery. Prices do not include freight insurance, freight forwarding fees, taxes, duties, import or export permit fees, or any other similar charge of any kind applicable to the goods and services covered by this document. Sales or use taxes on domestic (USA) deliveries will be invoiced in addition to the price of the goods and services covered by this document unless Physio-Control, Inc. receives a copy of a valid exemption certificate prior to delivery. Please forward your tax exemption certificate to the Physio-Control, Inc. Tax Department P.O. Box 97006, Redmond, Washington 98073-9706.

Payment

Unless otherwise indicated in this document or otherwise confirmed by Physio-Control, Inc. in writing, payment for goods and services supplied by Physio-Control, Inc. shall be subject to the following terms:

- Domestic (USA) Sales - Upon approval of credit by Physio-Control, Inc., 100% of invoice due thirty (30) days after invoice date.
- International Sales - Sight draft or acceptable (confirmed) irrevocable letter of credit.

Physio-Control, Inc. may change the terms of payment at any time prior to delivery by providing written notice to the Buyer.

Delivery

Unless otherwise indicated in this document, delivery shall be FOB Physio-Control, Inc. point of shipment and title and risk of loss shall pass to the Buyer at that point. Partial deliveries may be made and partial invoices shall be permitted and shall become due in accordance with the payment terms. In the absence of shipping instructions from the Buyer, Physio-Control, Inc. will obtain transportation on the Buyer's behalf and for the Buyer's account.

Delays

Delivery dates are approximate. Physio-Control, Inc. will not be liable for any loss or damage of any kind due to delays in delivery or non-delivery resulting from any cause beyond its reasonable control, including but not limited to, acts of God, labor disputes, the requirements of any governmental authority, war, civil unrest, terrorist acts, delays in manufacture, obtaining any required license or permit, and Physio-Control, Inc. inability to obtain goods from its usual sources. Any such delay shall not be considered a breach of Physio-Control, Inc. and the Buyer's agreement and the delivery dates shall be extended for the length of such delay.

Inspections and Returns

Claims by the Buyer for damage to or shortages of goods delivered shall be made within thirty (30) days after shipment by providing Physio-Control, Inc. with written notice of any deficiency. Payment is not contingent upon immediate correction of any deficiencies and Physio-Control, Inc. prior approval is required before the return of any goods to Physio-Control, Inc. Physio-Control, Inc. reserves the right to charge a 15% restocking fee for returns. The Physio-Control Returned Product Policy is located at http://www.physio-control.com/uploadedFiles/support/ReturnPolicy_3308529_A.pdf.

Service Terms

All device service will be governed by the Physio-Control, Inc. Technical Services Support Agreement which is available from your sales representative or <http://www.physio-control.com/uploadedFiles/products/service-plans/TechnicalServiceAgreement.pdf>. All devices that are not under Physio-Control Limited Warranty or a current Technical Service Support Agreement must be inspected and repaired (if necessary) to meet original specifications at then-current list prices prior to being covered under a Technical Service Support Agreement. If Buyer is ordering service, Buyer affirms reading and accepts the terms of the Technical Service Support Agreement.

Warranty

Physio-Control, Inc. warrants its products in accordance with the terms of the standard Physio-Control, Inc. product warranty applicable to the product to be supplied. Physio-Control, Inc. warrants services and replacement parts provided in performing such services against defects in accordance with the terms of the Physio-Control, Inc. service warranty set forth in the Technical Service Support Agreement. The remedies provided under such warranties shall be the Buyer's sole and exclusive remedies. Physio-Control, Inc. makes no other warranties, express or implied, including, without limitation, NO WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, AND IN NO EVENT SHALL PHYSIO-CONTROL, INC. BE LIABLE FOR INCIDENTAL, CONSEQUENTIAL, SPECIAL OR OTHER DAMAGES.

Patent & Indemnity

Upon receipt of prompt notice from the Buyer and with the Buyer's authority and assistance, Physio-Control, Inc. agrees to defend, indemnify and hold the Buyer harmless against any claim that the Physio-Control, Inc. products covered by this document directly infringe any United States of America patent.

Miscellaneous

a) The Buyer agrees that products purchased hereunder will not be reshipped or resold to any persons or places prohibited by the laws of the United States of America. b) Through the purchase of Physio-Control, Inc. products, the Buyer does not acquire any interest in any tooling, drawings, design information, computer programming, patents or copyrighted or confidential information related to said products, and the Buyer expressly agrees not to reverse engineer or decompile such products or related software and information. c) The rights and obligations of Physio-Control, Inc. and the Buyer related to the purchase and sale of products and services described in this document shall be governed by the laws of the State of Washington, United States of America. All costs and expenses incurred by the prevailing party related to enforcement of its rights under this document, including reasonable attorneys fees, shall be reimbursed by the other party.



Physio-Control
11811 Willows Road NE
PO Box 97006
Redmond, WA 98073

Customer support 800.442.1142
Fax 800.732.0956

October 14, 2013

Donna Ownby
EMS Director
Beaufort County EMS
2727 Depot Road
BEAUFORT, SC 29902

Dear Ms. Ownby;

In response to your recent request, I am writing to verify that Physio-Control is the only source from which to obtain the LIFEPAK® family of products, its upgrades and parts, LUCAS™ and LIFENET®. Physio-Control does not utilize the services of any dealers or distributors in the sale of these products in your marketplace.

If you have any questions, please feel free to contact me at 800-442-1142 ext. 72120.

Sincerely,

Carl L. Spruill

Carl L. Spruill
District Sales Manager
Physio-Control



Physio-Control, Inc.
 11811 Willows Road NE
 P.O. Box 97023
 Redmond, WA 98073-9723 U.S.A.
 www.physio-control.com
 tel 800 442 1142
 fax 800 732 0956

To: Donna Ownby
 EMS Director
 Beaufort County EMS
 2727 Depot Road
 BEAUFORT, SC 29902
 Phone: (843) 255-5361
 downy@bcgov.net

Quote#: 1-269306700
Rev#: 2
Quote Date: 10/15/2013
Sales Consultant: Jeff Collett
 800-442-1142 x 72234
FOB: Redmond, WA

Terms: All quotes subject to credit approval and the following terms & conditions

Contract: None

Exp Date: 01/13/2014

Line	Catalog # / Description	Qty	Price	Unit Disc	Trade-In	Unit Price	Ext Total
1	99576-000024 - LUCAS 2, 2.1 Chest Compression System Includes LUCAS 2 unit with Back Plate, Carrying Bag, Two (2) Patient Straps, Stabilization Strap, 3 Suction Cups, 1 Rechargeable Battery and Instructions for Use One year warranty.	10	\$14,495.00	\$2,754.05	\$200.00	\$11,540.95	\$115,409.50
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SUB TOTAL \$123,487.20
ESTIMATED TAX \$8,644.10
ESTIMATED SHIPPING & HANDLING \$185.00
GRAND TOTAL **\$132,316.30**

Trade-In Detail

Product	Qty	Unit Value	Total Value
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Pricing Summary Totals

List Price	\$154,760.00
Trade-ins:	- \$2,000.00
Cash Discounts:	- \$29,272.80
Tax + S&H	+ \$8,829.10

GRAND TOTAL FOR THIS QUOTE **\$132,316.30**



Non-Competitive Purchases Form

This form shall be completed for any non-competitive purchase over \$2,500 that is not exempt.

(a) A County contract may be awarded without competition when the Purchasing Director determines in writing, after conducting a good faith review of available sources, that there is only one source for the required supply, service, or construction item. The Purchasing Director shall conduct negotiations, as appropriate, as to price, delivery, and terms. A record of sole source procurements shall be maintained as public record and shall list each contractor's name, the amount and type of each contract, a listing of the items procured under each contract, and the identification of each contract file.

(b) Sole source procurement of a used item from the open market may only be considered, provided that:

(1) The using agency recommends purchase; (2) condition of the item is verified by appropriate County official; and (3) price analysis justifies purchase when the following factors are considered: (a) new acquisition price; (b) current book value; and (c) maintenance costs.

Code 1982 SS 12-19 Sec. 2-518 Sole source procurement

The County Council may by resolution, exempt specific supplies or services from the purchasing procedures required in the Code. The following supplies and services shall be exempt from the purchasing procedures required in this division; however, the Purchasing Director for just cause may limit or withdraw any exemption provided for in this section. (1) Works of art for museum and public display (2) Published books, library books, maps, periodicals, technical pamphlets (3) Copyrighted educational films, filmstrips, slides and transparencies (4) Postage stamps and postal fees (5) Professional dues, membership fees and seminar registration fees (6) Medicine and drugs (7) Utilities including gas, electric, water and sewer (8) Advertisements in professional publications or newspapers (9) Fresh fruit, vegetables, meats, fish, milk, bread and eggs (10) Oil company credit cards (11) Articles for commercial sale by all governmental bodies

Code 1982 SS 12-14 Ord. No. 2000-1 S 1, 1-1-0-2000 Sec. 2-514 Exemption from procedures

Notwithstanding any other section of this division, the Purchasing Director may make or authorize others to make emergency procurements of supplies, services, or construction items when there exists a threat to the functioning of county government; for the preservation or protection of property; or for the health, welfare or safety of any person, provided that such emergency procurements shall be made with such competition as is practicable under the circumstances. A written determination of the basis for the emergency and for the selection of the particular contractor shall be included in the contract file. As soon as practicable, a record of each emergency procurement shall be made and shall set forth the contractor's name, the amount and type of the contract, a listing of the items procured under the contract, and the identification number of the contract file.

Code 1982 SS 12-20 Sec. 2-519 Emergency procurements

Requesting Department: Emergency Medical Service Requested Account Code: _____

Description of Requested Service:s
Physio-Control brand LUCAS 2, Cardiac Compression Device and Accessories

Please provide a listing of the items purchased, if additional pages are necessary please attach to this form:

Cost of Requested Services: 132,316.30

Requested Vendor Name: Physio-Control

Requested Vendor Address: PO Box 97006 Redmond, WA 98073-9706

Requested Vendor Phone Number: 800-442-1142 Requested Vendor Email Address: _____

Type of Service Requested (Please check one) Construction Services Supply/Good



Non-Competitive Purchases Form

Please attach any documentation provided by the vendor that provides back up for the claims in this document.

Please select a reason below as to why this is a non-competitive purchase and provide a brief explanation.

It is not possible to obtain competition. There is only one source available for the supply, service, or construction item.

Physio-Control is the manufacturer for the LUCAS 2 and the Life-Pak Cardiac Monitor/Defibrillators and their accessories currently used by the EMS Department.

The procurement is for a used item from the open market. The item may only be considered if, (1) the using agency recommends purchase, (2) condition of the item is verified by appropriate County official, (3) Price analysis justifies purchase when the following factors are considered: (a) new acquisition price; (b) current book value; and (c) maintenance costs.

The item is a single source purchase. Other sources may be available but purchases are directed to one source because of factors unique to Beaufort County. Please select an option below:

- Standardization
- Warranty
- Other, if selected please specify below.

An emergency exists that threatens the functioning of County government.

An emergency exists that threatens the preservation or protection of County property.

An emergency exists that threatens the health, welfare or safety of any person within the County.

What steps have been taken to verify that these features are not available elsewhere?

Other brands/manufacturers were examined (please list names and contact information, and explain why they are not suitable for use by the County-attach additional pages as necessary):

Other vendors were contracted (please list names and contact information and explain why those contacted did not meet the needs of the County-attach additional pages as necessary):

Requester Name: DOWNNA OWENBY Requester Signature: Downna Owenby Date: 11/1/13



Non-Competitive Purchases Form

Department Head Name: _____ Department Head Signature: _____ Date: _____

For Purchasing Completion only:

Date Received in Purchasing Department: 11-01-13

Reviewed by Purchasing Department for completeness

Date: 11-01-13

Reviewed by: [Signature] (Missy Easter)

Verified that this is the only source: Yes No

Comments: _____

Purchasing Director or His Designee Approval Signature: [Signature]

Associated Purchase Orders Number: _____

Associated Contract Number: _____



COUNTY COUNCIL OF BEAUFORT COUNTY
PURCHASING DEPARTMENT
102 Industrial Village Road, Bldg 3 Post Office Drawer 1228
Beaufort, South Carolina 29901-1228

TO: Councilman Stewart H. Rodman, Chairman, Finance Committee
FROM: Dave Thomas, CPPO, Purchasing Director *DT*
SUBJ: Request to Renew Photocopier Lease Contract with Automated Business Resources and Alford Leasing Company, Inc.
DATE: November 7, 2013

BACKGROUND: The Purchasing Department received a request to renew the photocopier lease/cost per copy contract with Alford Leasing and Automated Business Resources from the Beaufort County's MIS Director. The original contract was awarded an initial three year contract in December of 2009 and has a year extension remaining. The new contract term would begin December 1, 2013 and expire November 30, 2014. A photocopier survey was sent to all current photocopier users to review issues as well as review how well the program is working. After staff review of the positive survey results, the recommendation is to renew the contract for one year based on low cost, excellent customer service, and value added services provided by the contractor. The current contract covers maintenance and toner for 96 photocopiers in service throughout the County.

<u>VENDOR CONTRACT COST:</u>	<u>Cost</u>	<u>Description</u>
1. Alford Leasing Company, Inc., Raleigh, NC	\$132,378.49	Equipment Leasing
2. Automated Business Resources, Savannah, GA	\$69,309.45	Cost per copy, .008 cents

PRIOR YEAR COST: December 1, 2012 thru November 30, 2013 the cost of Alford Leasing is approximately \$135,821; the cost of Automated Business Services is approximately \$60,789.

FUNDING: The lease is paid by various department accounts (51140-Equipment Rental, 52360-Copies/Supplies).

FOR ACTION: Finance Committee meeting occurring November 7, 2013.

RECOMMENDATION: The Purchasing Department recommends that Finance Committee approves and recommends to County Council the contract award to the aforementioned vendors for a total amount of \$201,688.

CC: Gary Kubic, County Administrator *GKubic*
Bryan Hill, Deputy Administrator *BHill*
Alicia Holland, Chief Financial Officer *AH*
Dan Morgan, MIS Director *DM*

2013-11-01 14:12:40

1/1

DraftrecommendationABRleasing103113Morgan-Missy.pdf (#6)

2013-11-01 16:39:54

1/1

Written-Pages-2013-11-01-14-12-42.pdf (#11)

2013-11-03 21:31:48

1/1

Written-Pages-2013-11-01-16-39-55.pdf (#42)



**COUNTY COUNCIL OF BEAUFORT COUNTY
PURCHASING DEPARTMENT**

102 Industrial Village Road, Bldg 3—Post Office Drawer 1228
Beaufort, South Carolina 29901-1228

TO: Councilman Gerald W. Stewart, Chairman, Governmental Committee
FROM: Dave Thomas, CPPO, Purchasing Director *DT*
SUBJ: **Request to Purchase Ammunition from a Non-Competitive/Sole Source Vendor for Beaufort County Sheriff's Office**
DATE: November 7, 2013

BACKGROUND: The Purchasing Department received a request over \$25,000 from the Beaufort County Sheriff's Office to purchase ammunition for annual duty and training from Eagle Point Gun/T.J. Morris & Sons. Other brands and manufactures were considered, but the aforementioned vendor provided the least expensive option and has the ammunition in stock. This vendor pricing is lower than the State contract. Please see the attached pricing information.

<u>VENDOR INFORMATION:</u>	<u>COST</u>
Eagle Point Gun/T.J. Morris & Sons, Thorofare, NJ	\$35,902

FUNDING: 10001201-52350, Sheriff's Office - AV, Education, and Training Aids

PRIOR YEAR COST: \$33,930

FOR ACTION: Governmental Committee meeting occurring November 7, 2013.

RECOMMENDATION: The Purchasing Department recommends that the Governmental Committee approve the purchase of the items from the aforementioned non-competitive/sole source vendor for a total cost of \$35,902.

CC: Gary Kubic, County Administrator *GKubic*
Bryan Hill, Deputy Administrator *BHill*
Alicia Holland, Chief Financial Officer *AH*
Michael Hatfield, Chief Deputy, Beaufort County Sheriff's Office *MHatfield*

Att: Pricing Information and Non-Competitive Purchase Request Form

Anyway, time for your quote. Pursuant to your Request, the following is provided. The prices include the freight and would ship from here via UPS, inside delivery, with a delivery time of 3-4 days ARO. There is no minimum or maximum order BUT ammunition must be ordered in full case lots and I have quoted by the case. Just use the Unit prices provided to determine your totals. The items quoted on are factory new Federal Cartridge and Remington Arms. Miracle of miracles, I have the LE223T3 in stock. I do not have the AE223N in stock. BUT, I do have the Remington equivalent and will quote on that instead. Up to you if you want it. You can check out the Remington specs on line. It is also brass cased, boxer primed, non-corrosive, 62gr. FMJ .223. It has been a rough 8 months in the industry and we have been juggling all the lines we sell (Federal Cartridge, CCI/Speer, Remington, and PMC) just to try to get people SOMETHING/ANYTHING to shoot.

.223 cal. 62gr. Trophy-Bonded Tactical Soft Point Federal #LE223T3 @ \$250.00 per case of 200 rds.

.223 cal. 62gr. CTFB Remington #23815 L223R9 @ \$68.00 per case of 200 rds. (equivalent of \$170.00/500)

Stacy Adams, Procurement Manager
E-Mail: sadams@mimo.sc.gov
Telephone: (803) 737-4375

Materials Management Office
1201 Main St - Ste 600
Columbia, SC 29201

Section: A
Page: 13
Date: 03/20/12

REMINGTON AMMUNITION

VENDOR: Craig's Firearm Supply
8761 Chapman Hwy
Knoxville, TN 37920

CONTACT: Bill Kranz or Tony Lardo

PHONE: (865) 573-4567 or (865) 388-6337 (Tony's cell)

FAX: (865) 573-0820

E-MAIL: acb4567@comcast.net

FEIN #: 62-1669007

VENDOR #: 7000038916

CONTRACT #: 4400004976

Item	Description	Unit Price
00260	9 mm, 115 grain FMJ Part # L9MM3	\$ 175.90
00261	9 mm, 124 grain +P Golden Saber Bonded Part # GSB9MMD	\$ 300.48
00262	9 mm, 147 grain, Golden Saber Bonded Part # GSB9MMC	\$ 307.82
00263	9 mm, 147 grain FMJ Part # L9MM9	\$ 206.26
00264	9 mm, Frangible Part # LF9MMB	\$ 319.34
00265	.357 cal, 125 grain JHP Part # L357S2	\$ 243.96
00266	.357 cal, 125 grain JHP Bonded Part # GSB357SB	\$ 301.54
00267	.357 cal, 125 grain FMJ Part # L357S1	\$ 229.30
00268	.38 cal, 125 grain Golden Saber Part # GS38SB	\$ 264.90
00269	.38 cal, 158 grain Semi Wad Cutter Part # 22291/RTG38S6	\$ 210.44
00270	.40 cal, 165 grain Golden Saber Bonded Part # GSB40SWA	\$ 315.14
00271	.40 cal, 165 grain FMJ Part # L40SW4	\$ 228.24
00272	.40 cal, 180 grain Golden Saber Bonded Part # GSB40SWB	\$ 310.96
00273	.40 cal, 180 grain FMJ Part # L40SW3	\$ 218.82
00274	.40 cal, Frangible Part # LF40SWA	\$ 365.40
00275	.45 auto, 230 grain JHP Part # GS45APB	\$ 318.28
00276	.45 auto, 230 grain JHP Bonded Part # GSB45APB	\$ 373.78
00277	.45 auto, 230 grain FMJ Part # L45AP4	\$ 258.60
00278	.45 GAP, 230 grain FMJ Part # L45GAP4	\$ 260.70
00279	223 cal, 55 grain Soft Point Part # R223R1	\$ 340.28
00280	223 cal, 62 grain Match Part # R223R6	\$ 392.60
00281	308 cal, 168 grain Match Part # RM308W7	\$ 680.55
00282	12 gauge, #8 Heavy Dove Load Part # RHD128	\$ 291.04
00283	12 gauge, 00 Buckshot Reduced Recoil Part # RR12BK00	\$ 471.12
00284	12 gauge, 1 oz Slug Part # SP12RSB	\$ 439.72
00285	223 cal, 62 grain FMJ Part # L223R9	\$ 287.90
00286	223 cal, 62 grain Core-Lokt Bonded PSP Part # PRC223R4	\$ 575.85
00287	223 cal, 55 grain FMJ Part # L223R3	\$ 277.45
00288	380 cal, 102 grain, Golden Saber BJHP Part # GS380B	\$ 235.58
00289	380 cal, 95 grain FMJ Part # L380AP	\$ 201.02
00290	.38 cal, 148 grain Wadcutter Match Part # 22285/RTG38S3	\$ 206.26
00291	.38 cal, 158 grain, Lead Round Nose Part # L38SS	\$ 196.84
00292	12 gauge, 1 oz STS Target Part # STS1218	\$ 336.08
00293	12 gauge, 1 1/8 oz STS Target Part # STS12L8	\$ 343.42
00294	12 gauge, 1 oz Slug Blue Hull Reduce Recoil Part # RR12RSB	\$ 410.40

Stacy Adams, Procurement Manager
E-Mail: sadams@mmo.sc.gov
Telephone: (803) 737-4375

Materials Management Office
1201 Main St - Ste 600
Columbia, SC 29201

Section: A
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FEDERAL AMMUNITION

VENDOR: Lawmen's Safety Supply
3315 Broad River Road, Suite 120
Columbia, SC 29210

CONTACT: Paul Streater

PHONE: (803) 798-2253

FAX: (803) 798-6107

E-MAIL: paul@lawmens.com

FEIN #: 56-1540499

VENDOR #: 7000024958

CONTRACT #: 4400004990

Item	Description	Unit Price
00295	9 mm, 115 grain FMJ Part # AE9DP	\$ 189.40
00296	9 mm, 124 grain JHP Part # P9HST1	\$ 268.80
00297	9 mm, 124 grain +P JHP Part # P9HST3	\$ 268.80
00298	9 mm, 124 grain FMJ Part # AE9N1	\$ 196.40
00299	9 mm, 147 grain JHP Part # P9HST2	\$ 285.20
00300	9 mm, 147 grain +P JHP Part # P9HST4	\$ 285.20
00301	9 mm, 147 grain FMJ Part # AE9N2	\$ 216.60
00302	.357 cal, 125 grain JHP Part # P357SHST1	\$ 299.40
00303	.357 cal, 125 grain JHP Bonded Part # LE357ST4	\$ 499.00
00304	.357 cal, 125 grain FMJ Part # AE357S2	\$ 218.20
00305	.38 cal, 158 grain Semi Wad Cutter Part # 38C	\$ 287.20
00306	.40 cal, 165 grain JHP Part # P40HST3	\$ 288.20
00307	.40 cal, 165 grain JHP Bonded Part # LE40T3	\$ 320.60
00308	.40 cal, 165 grain FMJ Part # AE40R3	\$ 230.20
00309	.40 cal, 180 grain JHP Part # P40HST1	\$ 288.20
00310	.40 cal, 180 grain JHP Bonded Part # LE40T1	\$ 320.60
00311	.40 cal, 180 FMJ Part # P40CSP1	\$ 298.60
00312	.45 auto, 230 grain JHP Part # P45HST2	\$ 334.40
00313	.45 auto, 230 grain +P JHP Bonded Part # LE45T1	\$ 457.20
00314	.45 auto, 230 grain +P JHP Part # P45HST1	\$ 334.40
00315	.45 auto, 230 grain FMJ Part # AE45A	\$ 275.40
00316	.45 GAP, 185 grain FMJ Part # AE45GA	\$ 275.40
00317	.45 GAP, 200 grain FMJ Part # AE45GB	\$ 360.80
00318	223 cal, 69 grain BTHP Part # GM223M500	\$ 577.00
00319	308 cal, 168 grain BTHP Part # GM308M500	\$ 685.00
00320	12 gauge, 00 Buckshot Reduced Recoil Part # LE13200	\$ 398.00
00321	12 gauge, 1 oz Slug Reduced Recoil Part # LEB127LRS	\$ 430.00
00322	12 gauge, 1 oz Slug Part # F127RS	\$ 432.00
00323	223 cal, 55 grain FMJ Part # AE223	\$ 294.50
00324	5.56 cal, 55 grain FMJ Part # XM193F	\$ 368.50
00325	223 cal, 55 grain HP Part # T223E	\$ 430.00
00326	223 cal, 55 grain SP Part # T223A	\$ 412.00
00327	223 cal, 62 grain FMJ Part # EA223N	\$ 327.00



Non-Competitive Purchases Form

This form shall be completed for any non-competitive purchase over \$2,500 that is not exempt.

(a) A County contract may be awarded without competition when the Purchasing Director determines in writing, after conducting a good faith review of available sources, that there is only one source for the required supply, service, or construction item. The Purchasing Director shall conduct negotiations, as appropriate, as to price, delivery, and terms. A record of sole source procurements shall be maintained as public record and shall list each contractor's name, the amount and type of each contract, a listing of the items procured under each contract, and the identification of each contract file.

(b) Sole source procurement of a used item from the open market may only be considered, provided that:

(1) The using agency recommends purchase; (2) condition of the item is verified by appropriate County official; and (3) price analysis justifies purchase when the following factors are considered: (a) new acquisition price; (b) current book value; and (c) maintenance costs.

Code 1982 SS 12-19 Sec. 2-518 Sole source procurement

The County Council may by resolution, exempt specific supplies or services from the purchasing procedures required in the Code. The following supplies and services shall be exempt from the purchasing procedures required in this division; however, the Purchasing Director for just cause may limit or withdraw any exemption provided for in this section. (1) Works of art for museum and public display (2) Published books, library books, maps, periodicals, technical pamphlets (3) Copyrighted educational films, filmstrips, slides and transparencies (4) Postage stamps and postal fees (5) Professional dues, membership fees and seminar registration fees (6) Medicine and drugs (7) Utilities including gas, electric, water and sewer (8) Advertisements in professional publications or newspapers (9) Fresh fruit, vegetables, meats, fish, milk, bread and eggs (10) Oil company credit cards (11) Articles for commercial sale by all governmental bodies

Code 1982 SS 12-14 Ord. No. 2000-1 S 1, 1-1-0-2000 Sec. 2-514 Exemption from procedures

Notwithstanding any other section of this division, the Purchasing Director may make or authorize others to make emergency procurements of supplies, services, or construction items when there exists a threat to the functioning of county government; for the preservation or protection of property; or for the health, welfare or safety of any person, provided that such emergency procurements shall be made with such competition as is practicable under the circumstances. A written determination of the basis for the emergency and for the selection of the particular contractor shall be included in the contract file. As soon as practicable, a record of each emergency procurement shall be made and shall set forth the contractor's name, the amount and type of the contract, a listing of the items procured under the contract, and the identification number of the contract file.

Code 1982 SS 12-20 Sec. 2-519 Emergency procurements

Requesting Department: Sheriff's Office Requested Account Code: 10001202

Description of Requested Services

Purchase practice and duty ammo for our deputies

Please provide a listing of the items purchased, if additional pages are necessary please attach to this form:

223 cal 62 gr bonded tactical Federal LE223T3 ammo and 233 cal 62 gr CTFB Remington L223R9 ammo

Cost of Requested Services: 35,902.20

Requested Vendor Name: Eagle Point Gun

Requested Vendor Address: 1707 Third Street, Thorofare, New Jersey 08086

Requested Vendor Phone Number: 1-856-848-6945 Requested Vendor Email Address: ma|ort|morris|iii@comcast.net

Type of Service Requested (Please check one) Construction Services Supply/Good

Please attach any documentation provided by the vendor that provides back up for the claims in this document.

Please select a reason below as to why this is a non-competitive purchase and provide a brief explanation.



Non-Competitive Purchases Form

- It is not possible to obtain competition. There is only one source available for the supply, service, or construction item.

- The procurement is for a used item from the open market. The item may only be considered if, (1) the using agency recommends purchase, (2) condition of the item is verified by appropriate County official, (3) Price analysis justifies purchase when the following factors are considered: (a) new acquisition price; (b) current book value; and (c) maintenance costs.

- The item is a single source purchase. Other sources may be available but purchases are directed to one source because of factors unique to Beaufort County. Please select an option below:
 - Standardization
 - Warranty
 - Other, if selected please specify below.

- An emergency exists that threatens the functioning of County government.
- An emergency exists that threatens the preservation or protection of County property.
- An emergency exists that threatens the health, welfare or safety of any person within the County.

What steps have been taken to verify that these features are not available elsewhere?

- Other brands/manufacturers were examined (please list names and contact information, and explain why they are not suitable for use by the County-attach additional pages as necessary):

This vendor was able to provide the supplies at a price that is lower than what was bid on state contract and supplies the ammo that meets our specifications.

- Other vendors were contracted (please list names and contact information and explain why those contacted did not meet the needs of the County-attach additional pages as necessary):

Requester Name: Sgt Melissa Macphee

Requester Signature: *Michael M. Holfield* Date: 10/24/13

Department Head Signature: *Michael M. Holfield* Date: 10/28/13

Department Head Name: _____



Non-Competitive Purchases Form

For Purchasing Completion only:

Date Received in Purchasing Department: 10/28/13

Reviewed by Purchasing Department for completeness

Date: 10/28/13

Reviewed by: David Thomas

Verified that this is the only source: Yes No

Comments: Prinig is from the State Contract. This vendor specifications meets the Sheriff's Office requirements and his other state.

Purchasing Director or His Designee Approval Signature: [Signature]

Associated Purchase Orders Number: _____

Associated Contract Number: _____



**COUNTY COUNCIL OF BEAUFORT COUNTY
PURCHASING DEPARTMENT**

102 Industrial Village Road, Bldg 3—Post Office Drawer 1228
Beaufort, South Carolina 29901-1228

TO: Councilman Gerald W. Stewart, Chairman, Governmental Committee
FROM: Dave Thomas, CPPO, Purchasing Director *DCT*
SUBJ: Request to Purchase Ammunition from a Non-Competitive/Sole Source Vendor for Beaufort County Sheriff's Office
DATE: November 7, 2013

BACKGROUND: The Purchasing Department received a request over \$25,000 from the Beaufort County Sheriff's Office to purchase ammunition for annual duty and training from Dana Safety Supply. Other brands and manufacturers were considered, but the aforementioned vendor provided the least expensive option and has the ammunition in stock. This ammunition is no longer available on State contract. Please see the attached pricing information.

VENDOR INFORMATION:

COST

Dana Safety Supply, Columbia, SC

\$33,706

FUNDING: 10001201-52350, Sheriff's Office - AV, Education, and Training Aids

PRIOR YEAR COST: \$26,537

FOR ACTION: Governmental Committee meeting occurring November 7, 2013.

RECOMMENDATION: The Purchasing Department recommends that the Governmental Committee approve the purchase of the items from the aforementioned non-competitive/sole source vendor for a total cost of \$33,706.

CC: Gary Kubic, County Administrator *GK*
Bryan Hill, Deputy Administrator *BH*
Alicia Holland, Chief Financial Officer *AH*
Michael Hatfield, Chief Deputy, Beaufort County Sheriff's Office *MH*

Att: Pricing Information and Non-Competitive Purchasing Request Form

Macphee, Melissa

From: Mark Cowart [mcowart@1dss.com]
Sent: Thursday, October 10, 2013 12:48 PM
To: Macphee, Melissa
Subject: ammo

Melissa -

here is the pricing on the ammo - if you thought you were going to order more than 25,000 rounds total (both duty and training together) we could ask for a special price which would be a little better than this. if that is the case let me know and I will get that but this will get you started:

#RA40T Winchester Ranger T-Series 180gr duty ammo - **\$349.00 per 1000 rds**
#Q4238 Winchester 180gr FMJ training ammo - **\$257.00 per 1000 rds**

thanks - mark @ palmetto / dana safety

-
MARK COWART - GM
Palmetto Distributors / Dana Safety Supply
4601 Broad River Rd - Columbia, SC 29210
Office (803)798-3670 / Cell (803)446-1863 / Fax (803)798-3676

Stacy Adams, Procurement Manager
E-Mail: sadams@mimo.sc.gov
Telephone: (803) 737-4375

Materials Management Office
1201 Main St -- Ste 600
Columbia, SC 29201

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WINCHESTER AMMUNITION

VENDOR: Streichers Inc.
505 Industrial Avenue
Greensboro, NC 27406

CONTACT:

PHONE:

CELL:

FAX:

E-MAIL:

FEIN #:

VENDOR #:

CONTRACT #: 4400004975

This contract has been suspended effective immediately.

Contractor is no longer accepting orders.

State contract users should refer to the remaining ammunition contracts to fulfill necessary orders (Remington, Federal, Speer, or Hornady).

Item	Description	Unit Price
00228	9 mm, 115 grain FMJ Part # Q4172	\$ 174.00
00229	9 mm, 115 grain BEB Part # WC91	\$ 190.00
00230	9 mm, 124 grain JHP Part # RA9TA	\$ 260.00
00231	9 mm, 147 grain SXT Part # RA9T	\$ 260.00
00232	.357 cal, 125 grain T Series JHP Part # RA357SIGT	\$ 375.00
00233	.357 cal, 125 grain Bonded JHP Part # RA357SB	\$ 388.00
00234	.357 cal, 125 grain Winclean BEB Part # WC357SIG	\$ 328.00
00235	.38 cal, 125 grain, +P JHP Part # X38S7PH	\$ 274.00
00236	.38 cal, 148 grain Wad Cutter Part # X385MRP	\$ 296.00
00237	.38 cal, 158 grain Semi Wad Cutter Part # X38WCPS	\$ 250.00
00238	.40 cal, 165 grain SXT JHP Part # RA40TA	\$ 280.00
00239	.40 cal, 180 grain, SXT JHP Part # RA40T	\$ 280.00 - no longer taking orders
00240	.40 cal, 180 grain FMJ Part # Q4238	\$ 224.00
00241	.40 cal, Frangible Part # RA40SF	\$ 422.00
00242	.45 auto, 230 grain T Series JHP Part # RA45T	\$ 350.00
00243	.45 auto, 230 grain Bonded JHP Part # RA45B	\$ 385.00
00244	.45 auto, 230 grain +P T Series JHP Part # RA45TP	\$ 350.00
00245	.45 auto, 230 grain FMJ Part # Q4170	\$ 260.00
00246	.45 GAP, 230 grain Bonded Part # RA45GB	\$ 476.00
00247	.45 GAP, 230 grain FMJ Part # USA45G	\$ 328.00
00248	308 cal, 168 grain BTHP Part # S308M	\$ 750.00
00249	12 gauge, #8 Heavy Dove Load Part # XU12H8	\$ 280.00
00250	12 gauge, 00 Buckshot Part # XB1200	\$ 422.00
00251	12 gauge, 1 oz Slug Part # X12RS15	\$ 444.00
00252	9mm, 124 grain FMJ Part # USA9MM	\$ 184.00
00253	40SW, 165 grain FMJ Part # USA40SW	\$ 216.00
00254	357 Sig, 125 grain FMJ Part # Q4309	\$ 312.00
00255	12 gauge, Low Recoil, 00 Buckshot Part # RA12005	\$ 422.00
00256	12 gauge, Low Recoil, 1 oz Slug Part # RA12RS15	\$ 444.00
00257	223 cal, 55 grain FMJ Part # Q3131	\$ 345.00
00258	223 cal, 55 grain PSP Part # RA223R	\$ 475.00
00259	223 cal, 64 grain PSP Part # RA223R2	\$ 475.00

Stacy Adams, Procurement Manager
 E-Mail: sadams@mimo.sc.gov
 Telephone: (803) 737-4375

Materials Management Office
 1201 Main St - Ste 600
 Columbia, SC 29201

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 Date: 03/20/12

SPEER AMMUNITION

VENDOR: Lawmen's Safety Supply
 3315 Broad River Road, Suite 120
 Columbia, SC 29210

CONTACT: Paul Streater

PHONE: (803) 798-2253

FAX: (803) 798-6107

E-MAIL: paul@lawmens.com

FEIN #: 56-1540499

VENDOR #: 7000024958

CONTRACT #: 4400004991

*1708+
 24458 SKR
 NOT FMS*

Item	Description	Unit Price
00328	9 mm, 115 grain TMJ Part # 53650	\$ 183.60
00329	9 mm, 124 grain GDHP Part # 53618	\$ 284.20
00330	9 mm, 124 grain +P GDHP Part # 53617	\$ 284.20
00331	9 mm, 147 grain GDHP Part # 53619	\$ 284.20
00332	9 mm, 147 grain TMJ Part # 53620	\$ 193.00
00333	.357 cal, 125 grain GDHP Part # 53918	\$ 315.00
00334	.357 cal, 125 grain TMJ Part # 53919	\$ 249.40
00335	.38 cal, 125 grain +P GDHP Part # 53720	\$ 291.60
00336	.40 cal, 165 grain JDHP Part # 53970	\$ 285.40
00337	.40 cal, 165 grain TMJ Part # 53955	\$ 213.80
00338	.40 cal, 180 grain GDHP Part # 53962	\$ 285.40
00339	.40 cal, 180 grain TMJ Part # 53652	\$ 220.40
00340	.40 cal, Frangible Part # 53375	\$ 376.40
00341	.45 auto, 230 grain GDHP Part # 53966	\$ 387.20
00342	.45 auto, 230 grain TMJ Part # 53653	\$ 298.60
00343	.45 GAP, 185 grain GDHP Part # 53977	\$ 387.20
00344	.45 GAP, 185 grain TMJ Part # 53979	\$ 298.40
00345	.45 GAP, 200 grain GDHP Part # 53978	\$ 387.20
00346	.45 GAP, 200 grain TMJ Part # 53980	\$ 298.40
00347	.45 GAP, 140 grain RHT Frangible Part 53396	\$ 392.20
00348	223 cal, 64 grain GDR Part # 24448	\$ 457.50
00349	308 cal, 168 grain GDR Part # 24458	\$ 692.50
00350	12 gauge, 00 Buckshot Part # 57800	\$ 418.00
00351	12 gauge, 1 oz Slug Part # 57805	\$ 434.00
00352	5.56 cal, 55 grain GDSP Part # 24455	\$ 457.50
00353	5.56 cal, 55 grain GTHP Part # 24459	\$ 405.50
00354	308 cal, 168 grain GDSP Part # 24458	\$ 692.50



Non-Competitive Purchases Form

This form shall be completed for any non-competitive purchase over \$2,500 that is not exempt.

(a) A County contract may be awarded without competition when the Purchasing Director determines in writing, after conducting a good faith review of available sources, that there is only one source for the required supply, service, or construction item. The Purchasing Director shall conduct negotiations, as appropriate, as to price, delivery, and terms. A record of sole source procurements shall be maintained as public record and shall list each contractor's name, the amount and type of each contract, a listing of the items procured under each contract, and the identification of each contract file.

(b) Sole source procurement of a used item from the open market may only be considered, provided that:

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Code 1982 SS 12-19 Sec. 2-518 Sole source procurement

The County Council may by resolution, exempt specific supplies or services from the purchasing procedures required in the Code. The following supplies and services shall be exempt from the purchasing procedures required in this division; however, the Purchasing Director for just cause may limit or withdraw any exemption provided for in this section. (1) Works of art for museum and public display (2) Published books, library books, maps, periodicals, technical pamphlets (3) Copyrighted educational films, filmstrips, slides and transparencies (4) Postage stamps and postal fees (5) Professional dues, membership fees and seminar registration fees (6) Medicine and drugs (7) Utilities including gas, electric, water and sewer (8) Advertisements in professional publications or newspapers (9) Fresh fruit, vegetables, meats, fish, milk, bread and eggs (10) Oil company credit cards (11) Articles for commercial sale by all governmental bodies

Code 1982 SS 12-14 Ord. No. 2000-1 S 1, 1-1-0-2000 Sec. 2-514 Exemption from procedures

Notwithstanding any other section of this division, the Purchasing Director may make or authorize others to make emergency procurements of supplies, services, or construction items when there exists a threat to the functioning of county government; for the preservation or protection of property; or for the health, welfare or safety of any person, provided that such emergency procurements shall be made with such competition as is practicable under the circumstances. A written determination of the basis for the emergency and for the selection of the particular contractor shall be included in the contract file. As soon as practicable, a record of each emergency procurement shall be made and shall set forth the contractor's name, the amount and type of the contract, a listing of the items procured under the contract, and the identification number of the contract file.

Code 1982 SS 12-20 Sec. 2-519 Emergency procurements

Requesting Department: Sheriff's Office Requested Account Code: 10001202

Description of Requested Services
Purchase duty and practice ammo for our deputies

Please provide a listing of the items purchased, if additional pages are necessary please attach to this form:
Winchester Ranger T Series 180 gr. Duty ammo and Winchester 180 gr FMJ practice ammo

Cost of Requested Services: 33,705.88

Requested Vendor Name: Dana Safety Supply

Requested Vendor Address: 4601 Broad River Blvd Columbia, SC 29210

Requested Vendor Phone Number: 803-798-3670 Requested Vendor Email Address: mcowart@1dss.com

Type of Service Requested (Please check one) Construction Services Supply/Good

Please attach any documentation provided by the vendor that provides back up for the claims in this document.

Please select a reason below as to why this is a non-competitive purchase and provide a brief explanation.



Non-Competitive Purchases Form

- It is not possible to obtain competition. There is only one source available for the supply, service, or construction item.
- The procurement is for a used item from the open market. The item may only be considered if, (1) the using agency recommends purchase, (2) condition of the item is verified by appropriate County official, (3) Price analysis justifies purchase when the following factors are considered: (a) new acquisition price; (b) current book value; and (c) maintenance costs.
- The item is a single source purchase. Other sources may be available but purchases are directed to one source because of factors unique to Beaufort County. Please select an option below:
- Standardization
 - Warranty
 - Other, if selected please specify below.

- An emergency exists that threatens the functioning of County government.
- An emergency exists that threatens the preservation or protection of County property.
- An emergency exists that threatens the health, welfare or safety of any person within the County.

What steps have been taken to verify that these features are not available elsewhere?

- Other brands/manufacturers were examined (please list names and contact information, and explain why they are not suitable for use by the County-attach additional pages as necessary):

This particular item is on state contract but the vendor is no longer accepting orders. This vendor is able to provide the ammo that meets our specifications unlike any others listed on state contract.

- Other vendors were contracted (please list names and contact information and explain why those contacted did not meet the needs of the County-attach additional pages as necessary):

Requester Name: Sgt Melissa Macphee

Requester Signature: *[Signature]*

Date: 10/24/13

Department Head Name: _____

Department Head Signature: *Michael M. Hatfield*

Date: 10/28/13



Non-Competitive Purchases Form

For Purchasing Completion only:

Date Received in Purchasing Department: 10/28/13

Reviewed by Purchasing Department for completeness

Date: 10/28/13

Reviewed by: Daniel Thomas

Verified that this is the only source: Yes No

Comments: No longer offered on State contract. This was the best
pricing and has it available. Meets the specifications for the Sheriff's office.

Purchasing Director or His Designee Approval Signature: [Signature]

Associated Purchase Orders Number: _____

Associated Contract Number: _____



COUNTY COUNCIL OF BEAUFORT COUNTY
PURCHASING DEPARTMENT
102 Industrial Village Road, Bldg 3—Post Office Drawer 1228
Beaufort, South Carolina 29901-1228

TO: Councilman Gerald W. Stewart, Chairman, Governmental Committee
FROM: Dave Thomas, CPPO, Purchasing Director *DT*
SUBJ: **Tyler Cashiering Software and Equipment for use with Building Codes Permitting and Inspection Software**
DATE: November 7, 2013

BACKGROUND: The Purchasing Department received a request from Beaufort County's Building Codes Department to purchase Tyler Cashiering for use with the new Building Codes Permitting and Inspection Software. Tyler Cashiering will provide an efficient and technologically sound method for processing customer transactions within the One Stop Shop. Tyler Cashiering will also be utilized with other Munis modules in the future. Annual maintenance for this software will be \$3,780 and will be budgeted for beginning in FY 2015. The implementation of the permitting software is currently in progress and is estimated to be complete in May 2014.

<u>VENDOR INFORMATION:</u>	<u>COST</u>
Tyler Technologies (Munis), Dallas, TX	\$30,192

FUNDING: Account #40040011-54114 - 2005 GO Bonds, Munis Upgrades

PRIOR YEAR COST: N/A

FOR ACTION: Governmental Committee meeting occurring November 7, 2013

RECOMMENDATION: The Purchasing Department recommends that the Governmental Committee approve the purchase of the aforementioned software for a total cost of \$30,192.

CC: Gary Kubic, County Administrator *GKubic*
Bryan Hill, Deputy Administrator *BHill*
Alicia Holland, Chief Financial Officer *AHolland*
Phil Foot, Director of Public Safety *PFoot*
Charles Atkinson, Building Codes Director *CAtkinson*

Att: Tyler Cashiering Quote



Quoted By: Cindy Chase
 Date: 10/25/2013
 Quote Expiration: 4/19/2014
 Quote Name: Beaufort County - FRP - Tyler Cashiering
 Quote Number: 2013-5770
 Quote Description: Tyler Cashiering

Sales Quotation For
 Beaufort County
 P. O. Drawer 1228
 Beaufort, South Carolina 29901-1228
 Phone (843) 470-3677

Tyler Software and Related Services

Description	License	Impl. Days	Impl. Cost	Data Conversion	Module Total	Year One Maintenance
Revenue:						
Tyler Cashiering	\$21,000.00	5 @ \$1175	\$5,875.00	\$0.00	\$26,875.00	\$3,780.00
Sub-Total:	\$21,000.00		\$5,875.00	\$0.00	\$26,875.00	\$3,780.00
Less Discount	\$0.00		\$0.00	\$0.00	\$0.00	\$3,780.00
TOTAL:	\$21,000.00	5	\$5,875.00	\$0.00	\$26,875.00	\$0.00

Summary	One Time Fees	Recurring Fees
Total Tyler Software	\$21,000.00	\$0.00
Total Tyler Services	\$5,875.00	\$0.00
Total 3rd Party Hardware, Software and Services	\$0.00	\$0.00
Summary Total	\$26,875.00	\$0.00

Contract Total \$26,875.00

Optional 3rd Party Hardware, Software and Services

Description	Quantity	Unit Price	Unit Discount	Total Price	Unit Maintenance	Unit Maintenance Discount	Total Year One Maintenance
Cash Drawer	1	\$230.00	\$0.00	\$230.00	\$0.00	\$0.00	\$0.00
Hand Held Scanner - Model 1900GSR	1	\$385.00	\$0.00	\$385.00	\$0.00	\$0.00	\$0.00
Hand Held Scanner Stand	1	\$25.00	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00
ID Tech MiniMag USB Reader	1	\$62.00	\$0.00	\$62.00	\$0.00	\$0.00	\$0.00
Pole Display	1	\$255.00	\$0.00	\$255.00	\$0.00	\$0.00	\$0.00
Power Supply	1	\$40.00	\$0.00	\$40.00	\$0.00	\$0.00	\$0.00
Printer (EPSON TM-H6000iv)	1	\$720.00	\$0.00	\$720.00	\$0.00	\$0.00	\$0.00
Printer (TM-S9000)	1	\$1,600.00	\$0.00	\$1,600.00	\$0.00	\$0.00	\$0.00
<i>3rd Party Hardware Sub-Total:</i>			\$0.00	\$3,317.00			\$0.00
TOTAL:							\$0.00

Unless otherwise indicated in the contract or Amendment thereto, pricing for optional items will be held for six (6) months from the Quote date or the Effective Date of the Contract, whichever is later.

Customer Approval _____ Date: _____
 Print Name: _____ P.O. #: _____

All primary values quoted in US Dollars

Discount Detail

Description	License	License Discount	License Net	Maintenance Basis	Year One Maint Discount	Year One Maint Net
Revenue:						
Tyler Cashiering	\$21,000.00	\$0.00	\$21,000.00	\$3,780.00	\$3,780.00	\$0.00
TOTAL:	\$21,000.00	\$0.00	\$21,000.00	\$3,780.00	\$3,780.00	\$0.00

2013-11-03 11:35:04

4/4

Tyler Cashiering Form.pdf (4/4)

Comments

Tyler's quote contains estimates of the amount of services needed, based on our preliminary understanding of the size and scope of your project. The actual amount of services depends on such factors as your level of involvement in the project and the speed of knowledge transfer.

Unless otherwise noted, prices submitted in the quote do not include travel expenses incurred in accordance with Tyler's then-current Business Travel Policy.

Tyler's prices do not include applicable local, city or federal sales, use excise, personal property or other similar taxes or duties, which you are responsible for determining and remitting.

In the event Client cancels services less than two (2) weeks in advance, Client is liable to Tyler for (i) all non-refundable expenses incurred by Tyler on Client's behalf; and (ii) daily fees associated with the cancelled services if Tyler is unable to re-assign its personnel.

Pricing for optional items will be held for six (6) months from the quote date.

Tyler provides onsite training for a maximum of 12 people per class. In the event that more than 12 users wish to participate in a training class or more than one occurrence of a class is needed, Tyler will either provide additional days at then-current rates for training or Tyler will utilize a Train-the-Trainer approach whereby the client designated attendees of the initial training can thereafter train the remaining users.

Tyler's cost is based on all of the proposed products and services being obtained from Tyler. Should significant portions of the products or services be deleted, Tyler reserves the right to adjust prices accordingly.

Discount requires clients to sign and return quote by 10/31/13.



**COUNTY COUNCIL OF BEAUFORT COUNTY
PURCHASING DEPARTMENT**

102 Industrial Village Road, Bldg 3—Post Office Drawer 1228
Beaufort, South Carolina 29901-1228

TO: Councilman Gerald W. Stewart, Chairman, Governmental Committee
FROM: Dave Thomas, CPPO, Purchasing Director *DT*
SUBJ: Contract Award to Premier Constructors for Traffic Camera Services for Beaufort County's Emergency Management Department (EMD)
DATE: November 7, 2013

BACKGROUND: The Purchasing Department received a request from the EMD Director to contract for Traffic Camera Services for the removal and relocation of Camera 24 located near the Hilton Head Island Bridge on Fording Island Road in Bluffton. The camera needs to be relocated as a result of the construction of Bluffton Parkway Phase 5A, Segment 2, Flyover Bridge. The new location for the camera and related cabinet is 1612 Fording Island Road. After meeting with representatives from F&ME, South Carolina DOT, County MIS and Hargray Communications, it has been determined that removal/relocation of Camera 24 will begin in November 2013.

<u>STATE CONTRACT VENDOR INFORMATION:</u>	<u>COST</u>
Premier Constructors, Inc., West Columbia, SC	\$28,792

FUNDING: 33401-54500, Sales Tax Road Projects, Bluffton Parkway Phase 5

PRIOR YEAR COST: N/A

FOR ACTION: Governmental Committee meeting occurring November 7, 2013.

RECOMMENDATION: The Purchasing Department recommends that the Governmental Committee approve the contract award from the aforementioned vendor with a total cost of \$28,792.

CC: Gary Kubic, County Administrator *GKubic*
Bryan Hill, Deputy Administrator *BHill*
Alicia Holland, Chief Financial Officer *AH*
Michael Hatfield, Chief Deputy, Beaufort County Sheriff's Office *MH*
Todd Ferguson, Emergency Management Director *TJF 11/7/13*

Att: Pricing Information

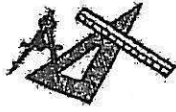


Premier Constructors, Inc.
 13652 Church Street, Williston SC 29853
 PO Box 3455, West Columbia SC 29171
 803-451-5800 office, 803-796-6381 fax

QUOTE

To: Beaufort County Traffic Management Center	Date: 09/25/13
Attn: Chuck Runyon	
201 Duke St	
Beaufort SC, 29902	Terms: Net 30 days

Line	Quantity	Description	Unit	Unit Price	Extension
	1.0	Mobilization	LS	550.00	550.00
	1.0	Traffic Control	EA	168.00	168.00
	1.0	Remove 60' Camera pole	LS	2,000.00	2,000.00
	1.0	Haul pole to Lay down yard	LS	980.00	980.00
	4.0	Back fill hole with flowable fill	YDS	110.00	440.00
	1.0	Demo and dispose of old foundation	EA	500.00	500.00
			Subtotal		4,638.00
		overhead and profit 15 %			5,102.00
TOTAL AMOUNT OF INVOICE					5,102.00



Premier Constructors, Inc.

13652 Church Street, Wilhiston SC 29853
 PO Box 5455, West Columbia SC 29171
 803-451-5800 office, 803-795-6381 fax

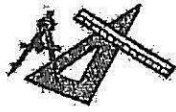
QUOTE

To:	Beaufort County Traffic Management Center	Date:	09/26/13
	Attn: Chuck Rummion	No.:	
	201 Duke St.	Job No.:	
	Beaufort SC, 29902	Terms:	Net 30 days

Contract for:
Contract # Furnish Labor and Equipment to install 1-30' Camera pole with lowering Device.
Location: 1612 Fording Island Rd.

Line	Quantity	Description	Unit	Unit Price	Extension
1	1.00	Mobilization per work order	EA	550.00	550.00
2		Traffic control interstate per day/mid lane closure	EA	2,110.25	0.00
3		Traffic control interstate per nighttime lane closure	EA	2,800.00	0.00
4		Daytime right shoulder closure (interstate) per closure	EA	400.00	0.00
5	1.00	Traffic control per day, non-interstate	EA	168.00	168.00
6	6.00	Unclassified excavation	SY	105.00	630.00
7		Full depth asphalt pavement remove/patching 4" uniform	SY	150.00	0.00
8		2" HDPE roll pipe Sched 40/SDR11 (trenched/plowed)	LF	5.75	0.00
9		2" HDPE roll pipe Sched 40/SDR11 (additional duct)	LF	1.00	0.00
10		2" Galv rigid conduit (trenched or riser)	LF	12.50	0.00
11		1" Sched 80 PVC conduit (trenched or riser)	LF	7.25	0.00
12		1" Sched 80 PVC conduit (above ground)	LF	9.50	0.00
13		1" Galv rigid conduit (2 conduits attached to bridge)	LF	35.00	0.00
14		Directional bore 2" HDPE roll pipe Sched 40/SDR11	LF	16.00	0.00
15		Additional 2" HDPE roll pipe Sched 40/SDR11 (in bore)	LF	1.50	0.00
16		#10 Cu tracer wire/mule tape with integrated tracer wires	LF	0.25	0.00
17		#6 Triplex aluminum service wire	LF	1.60	0.00
18		Install sm fiber optic cable (over lashed on existing cables)	LF	1.75	0.00
19		Install sm fiber optic cable (lashed to messenger)	LF	1.40	0.00
20		Install sm fiber optic cable (installed in duct)	LF	1.00	0.00
21		Snow shoes (per set)	EA	100.00	0.00
22		1/4" Galv steel cable (for messenger)	LF	1.50	0.00
23		Sawcutting pavement/concrete up to 6" depth	LF	5.00	0.00
24		Electric service up to 50' from power company meter	EA	530.00	0.00
25		Concrete pedestal with service disconnect switch	EA	250.00	0.00
26		Type 5 splice box 30" x 48" x 36" (communications, fiber optic)	EA	1,200.00	0.00
27		Type 4 pull box 24" x 36" x 36" (communications, electrical)	EA	900.00	0.00
28		30' wood pole, Class II, CCA treated	EA	360.00	0.00
29		35' wood pole, Class II, CCA treated	EA	370.00	0.00
30		40' wood pole, Class II, CCA treated	EA	425.00	0.00
31		50' wood pole, Class II, CCA treated	EA	550.00	0.00
32		Back guy for wood pole	EA	190.00	0.00
33		Sidewalk guy	EA	230.00	0.00
34		Aerial guy	EA	132.00	0.00
35		Install 40' concrete pole (for RVD) with grounding	EA	1,600.00	0.00

36	1.00	Install 80' concrete pole (for camera)	EA	2,800.00	2,800.00
37		Install RVD	EA	200.00	0.00
38	1.00	Install lowering device with multi conductor cable	EA	200.00	200.00
39		Install camera on lowering device to include terminating	EA	100.00	0.00
40		Install controller - pole mounted cabinet	EA	290.00	0.00
41		Install controller - base mounted cabinet	EA	160.00	0.00
42		Install splice/flash cabinet	EA	266.00	0.00
43		Pre-fab concrete cabinet foundation	EA	500.00	0.00
44		Poured in-place concrete cabinet foundation	EA	800.00	0.00
45		Concrete sidewalk 4" uniform remove and install	SY	130.00	0.00
46	7.00	Work crew with equipment, materials supplied by SCDOT (4 persons, bucket truck, line truck/pole trailer, foreman, vehicle). May substitute equipment if necessary. Project engineer shall designate all emergencies. Pay rate to be 1-1/2 X hourly rate.	HR	240.00	1,680.00
47		Bucket truck, 30' reach with operator	HR	85.00	0.00
48		Bucket truck, 65' reach with operator	HR	135.00	0.00
49		Temporary adjustment of fiber and fiber equipment	EA	500.00	0.00
50		Rotary mowing within R/W 30' wide	LF	0.90	0.00
51		Tree trimming 30' wide, chipped on R/W	LF	7.89	0.00
52		Clearing and grubbing within R/W 10' wide	LF	5.75	0.00
53		FO fusion splicing <24	EA	37.46	0.00
54		FO fusion splicing <144	EA	32.10	0.00
55		FO fusion splicing >144	EA	29.43	0.00
56		Place splice trays/coupler panels	EA	5.36	0.00
57		Place FO splice closure only	EA	144.45	0.00
58		FO term cab wall 6 fiber (TIH-02P)	EA	193.76	0.00
59		FO term cab wall 12 fiber (WIC-012)	EA	149.80	0.00
60		FO term cab wall 24 fiber (TCDC-04P)	EA	176.55	0.00
61		Coupler panel, 6 fiber, SM, ST (CCH-CP08P-19)	EA	57.78	0.00
62		FO splice tray housing rack max 144 fiber (GSH-03U)	EA	214.00	0.00
63		FO splice tray, fusion heat shrink 12 fiber (M67-048)	EA	40.15	0.00
64		Pigtail, SM, ST, 3'	EA	15.52	0.00
65		Jumper, SM, ST-ST, 3'	EA	28.38	0.00
66		Place term cabinet, wall or rack	EA	58.85	0.00
67		LT FO cable prep up to <144	EA	48.15	0.00
68		LT FO cable prep up to >144	EA	58.85	0.00
69		Splice enclosure 48 strand fiber (2178S)	EA	608.25	0.00
70		Splice enclosure 96 strand fiber (2178L w/exp)	EA	561.75	0.00
71		Splice enclosure 144 strand fiber (2178LL w/2181 exp)	EA	695.50	0.00
72		Fiber trays, fusion HS, slant (2523 w/2524)	EA	50.83	0.00
73		Aerial FOSC mounting brackets (2183)	EA	58.85	0.00
74		LSPM test (any wave)	EA	10.70	0.00
75		OTDR testing (any wave) <144	EA	10.70	0.00
76		OTDR testing (any wave) >144	EA	8.03	0.00
77		OTDR reel test (any wave) <144	EA	15.05	0.00
78		OTDR reel test (any wave) >144	EA	13.38	0.00
79		Install SCDOT supplied post type, UG fiber optic markers	EA	16.05	0.00
80		Mute tape w/inlet tracer wire in existing duct w/existing cable	LF	0.60	0.00
81		Crash truck for shoulder closure only	DY	150.00	0.00
TOTAL AMOUNT					6,028.00



Premier Constructors, Inc.

13652 Church Street, Williston SC 29853
 PO Box 3455, West Columbia SC 29171
 803-451-5800 office, 803-796-6381 fax

QUOTE

To:	Beaufort County Traffic Management Center	Date:	09/25/13
	Attn: Chuck Runyon		
	201 Duke St.		
	Beaufort SC, 29902	Terms:	Net 30 days

Contract for: Furnish 1 Lowering device and 1 80' Camera pole 1612 Fordling Island Rd.
 Location:

Line	Quantity	Description	Unit	Unit Price	Extension
	6.0	Hourly Maintenance Tech	HR	65.00	390.00
	12.0	Hourly Maintenance helper	HR	35.00	420.00
	225.0	Estimated Travel Miles	MI	0.50	112.50
	4.0	Travel time for Maintenance	HR	35.00	140.00
	8.0	Travel time for Maintenance helper	HR	17.50	140.00
	1.0	Lowering device with 100' cable+ 15%	EA	5,230.00	5,230.00
	1.0	80' concrete camera pole + 15%	EA	8,567.00	8,567.00
	1.0	36" corrugated cassion x 12'	EA	359.00	359.00
					15,358.00
	1.0	overhead and profit 15%			2,383.00
TOTAL AMOUNT OF INVOICE					17,662.28



**COUNTY COUNCIL OF BEAUFORT COUNTY
PURCHASING DEPARTMENT**

102 Industrial Village Road, Bldg 3—Post Office Drawer 1228
Beaufort, South Carolina 29901-1228

TO: Councilman Gerald W. Stewart, Chairman, Governmental Committee
FROM: Dave Thomas, CPPO, Purchasing Director *DCT*
SUBJ: Contract award recommendation for IFB# 103013, Scorpion Light Bars for the Beaufort County Sheriff's Office
DATE: November 7, 2013

BACKGROUND: On October 30, 2013, the Purchasing Department opened bids for Scorpion Light Bars for the Sheriff's Office. The County received three bids from qualified vendors. All bidders were provided the specifications and requirements for twenty-five (25) Scorpion Light Bars and estimated delivery days. The Sheriff's Office and the Purchasing Department reviewed the bids and certified that Savannah Communications was the lowest responsive and responsible bidder. Please see the attached Preliminary Bid Tabulation for unit pricing information.

<u>BIDDERS:</u>	<u>UNIT PRICE</u>	<u>TOTAL BID</u>
1. Savannah Communications, Garden City, GA	\$1,050	\$26,250 + tax
2. Adamson Industries Corp., Haverhill, MA	\$1,098	\$27,450 + tax
3. Tra-Fix Public Safety Supply, North Charleston, SC	\$1,295	\$32,375 + tax

FUNDING: 10001202-51295, Sheriff's Office - Other Vehicle Operating Costs

PRIOR YEAR COST: NA

FOR ACTION: Governmental Committee meeting occurring November 7, 2013.

RECOMMENDATION: The Purchasing Department recommends that the Governmental Committee approve the contract award to purchase the items from the aforementioned vendor for a total cost of \$26,250 plus \$1,575 sales tax for a total of \$27,825.

CC: Gary Kubic, County Administrator *GKubic*
Bryan Hill, Deputy Administrator *BHill*
Alicia Holland, Chief Financial Officer *AH*
Michael Hatfield, Chief Deputy, Beaufort County Sheriff's Office *MH*

Att: Preliminary Bid Tabulation *MMH 3*

PRELIMINARY BID TABULATION
PURCHASING DEPARTMENT



Project Name:	Scorpion Light Bars for the Beaufort County Sheriff's Office
Project Number:	IFB#103013
Project Budget:	
Bid Opening Date:	30-Oct-13
Time:	3:00 p.m.
Location:	BIV #3 Conference Room, 102 Industrial Village Road, Beaufort, SC 29906
Bid Administrator:	Dave Thomas, CPPO
Bid Recorder:	Dave Thomas, CPPO

The following bids were received for the above referenced project:

BIDDER	BID FORM	BID BOND	ALL ADDENDA	Unit Price	Total Price	Number of days from contract award				
Savannah Communications, Garden City, GA	Yes	NA	NA	\$1,050	\$26,250.00	25				
Tra-Fix Public Safety Supply	Yes	Yes	NA	\$1,295.00	\$32,375.00	30				
Adamson Industries Corp	Yes	NA	NA	\$1,098.00	\$27,450.00	30				

Beaufort County posts PRELIMINARY bid tabulation information within 2 business days of the advertised bid opening. Information on the PRELIMINARY bid tabulation is posted as it was read during the bid opening. Beaufort County makes no guarantee as to the accuracy of any information on the PRELIMINARY tabulation. The bid results indicated here do not necessarily represent the final compliance review by Beaufort County and are subject to change. After the review, the final award will be made by Beaufort County Council and a certified bid tab will be posted online.

Dave Thomas, CPPO
Bid Administrator Signature


Bid Recorder Signature

Sheldon Township Fire District

Post Office Box 129
Sheldon, South Carolina 29941
Office (843) 846-9221
Fax (843) 846-8011
Emergency 911

Walter "Buddy" Jones
Chief

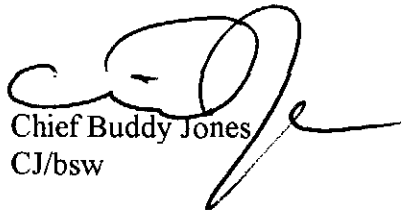
October 28, 2013

Mr. Bryan J. Hill
Deputy Administrator
Finance
Beaufort County
PO Drawer 1228
Beaufort, SC 29901

Dear Mr. Hill,

The Sheldon Fire District is requesting to use \$26,258 from our cash on hand fund balance to purchase a new 2014 Tahoe off state contract. A copy of the invoice is attached.

Sincerely,


Chief Buddy Jones
CJ/bsw

Love Chevrolet Company
P.O. Box 8387
Columbia, South Carolina 29202
(803) 794-9000



2014 CHEVROLET TAHOE POLICE (PPV)
STATE CONTRACT #4400005789
LOVE CHEVROLET COMPANY
DON LOCKHART 803-513-5905
FAX 803-926-7467

2014 TAHOE PPV

BASE PRICE \$25288.00

INCLUDED:

5.3L V8 FLEX FUEL ENGINE
6 SPEED AUTOMATIC TRANSMISSION
Z56 POLICE RATED SUSPENSION
3:08 REAR AXLE
17"STEEL WHEELS POLICE RATED
P265/60R17 ALLSEASON POLICE V-RATED
EXTERIOR COLOR-WHITE
INTERIOR EBONY CLOTH FRONT
VINYL 2ND ROW
NO THIRD ROW SEATING
AM/FM STEREO RADIO W/CDAND MP3
ALL AUXILLARY COOLERS
SKID PLATE PACKAGE
RADIO SUPPRESSION,BRAIDED BRASS STRIPS
GROUND STUDS 2
NO LUGGAGE RACK
FULL SIDE ASSIST STEPS
POWER WINDOWS,LOCKS AND MIRRORS
KEYLESS REMOTE

ADDS:

LOCKING DIFFERENTIAL \$ 290.00
CARPETING AND MATS 1&2 ROWS ONLY \$ 190.00
DUAL BATTERIES \$ 190.00

S.C. TAX \$ 300.00
COST PER EACH \$ 26258.00

Beaufort County
State Accomodations Tax
September 30, 2013 - Preliminary and Unaudited

Description	Amount
Beginning Fund Balance	586,971
Revenues	
State Accomodations Tax Fund Revenues	131,205
Expenditures	
Subsidies to Others	
Direct Subsidies	
Art League of Hilton Head	(3,000)
Arts Center of Coastal Carolina	(13,000)
Arts Council of Beaufort County	(12,000)
Beaufort Art Association	(1,750)
Beaufort County Black Chamber of Commerce	(65,000)
Beaufort County Historical Society	(4,000)
Beaufort Film Festival	(13,500)
Beaufort Regional Chamber of Commerce- Marketing	(81,100)
Beaufort Soil & Water Conservation District	(1,500)
Bluffton Historical Preservation Society	(20,000)
Carolina Cups	(3,000)
Center for Service Leadership	(10,000)
Coastal Discovery Museum	(20,000)
Daufuskie Island Historical Foundation	(1,500)
Exchange Club of Beaufort	(1,500)
Experience Green	(6,000)
Friends of Hunting Island State Park Inc.	(25,000)
Friends of the Spanish Moss Trail	(15,500)
Greater Bluffton Chamber of Commerce	(5,000)
Hilton Head Choral Society	(2,650)
Hilton Head Island Concours D'Elegance	(15,000)
Hilton Head Island-Bluffton Chamber of Commerce- Marketing	(32,000)
Hilton Head Symphony Orchestra	(6,000)
Historic Beaufort Foundation	(5,000)
Historic Bluffton Arts and Seafood Festival	(5,000)
Keep Beaufort County Beautiful	(2,000)
Lowcountry Resort and Tourism	(25,000)
Lowcountry Golf Course Owners Association	(15,000)
Mitchelville Preservation Project	(20,000)
Main Street Beaufort USA	(25,000)
Port Royal Sound Foundation	(20,000)
Penn Center	(20,000)
The Sandbox	(5,000)
HHI - Bluffton Chamber of Commerce	
Hilton Head Island-Bluffton Chamber of Commerce	(15,930)
Beaufort Chamber of Commerce	
Beaufort Regional Chamber of Commerce	(15,930)
	<u>(531,860)</u>
Other Financial Uses	
Transfers to Beaufort County General Fund	(30,310)
 Total Revenues	 131,205
Total Expenditures	<u>(562,170)</u>
Net Revenues (Expenditures)	(430,965)
 Ending Fund Balance	 156,006

ADD-ONS

The document(s) herein were provided to Council for information and/or discussion after release of the official agenda and backup items.

Stu Rodman handout -
Accommodations (2% State) Tax

State 2% Accommodations Tax

(000's - \$)

11/5

	'07	'08	'09	'10	'11	'12	'13	1Q14	Bal '14	'15
Beginning Balance	8	(25)	(85)	(26)	(26)	252	595	587	156	546
Revenues (& Returns)	636	547	509	467	773	940	874	131	600	750
Adjustment							(150)			
HTAX Distribution					211					
County - Ordinance	(56)	(51)	(49)	(47)	(62)	(71)	(59)	(30)	(30)	(61)
Chambers - Ordinance	(183)	(157)	(145)	(133)	(244)	(275)	(255)	(32)	(180)	(225)
Chambers - Additional	(136)	(137)	(100)	(148)	(167)	(105)	(143)	(183)		
All Other	(293)	(264)	(155)	(139)	(233)	(147)	(275)	(317)		
Ending Balance	(25)	(85)	(26)	(26)	252	594	587	156	546	1,010

		6 Years							
All Other		1,212	264	155	139	233	147	275	317
Chambers	2%	2,008	293	245	281	412	379	398	395
	3%	<u>2,100</u>	<u>350</u>	<u>350</u>	<u>350</u>	<u>350</u>	<u>350</u>	<u>350</u>	<u>350</u>
Chamber's %		77%	71%	79%	82%	77%	83%	73%	70%

Steps		A Tax Distribution							
1 - County - \$25K		429	400	255	287	400	252	418	500
2 - 5% - County									
15% - HH Chamber									
15% - Beaufort Chamber									

		6 Years						
Revenues	2%	4,109	547	509	467	773	940	874
	3%	<u>4,483</u>	<u>720</u>	<u>605</u>	<u>563</u>	<u>709</u>	<u>937</u>	<u>949</u>
2% as % of Total	40%	48%	43%	46%	45%	52%	50%	48%

Stu Rodman handout - April 30, 2013
memorandum from David Starkey, Chief
Financial Officer. Topic: General
Fund Balance Policy Proposal



COUNTY COUNCIL OF BEAUFORT COUNTY FINANCE DEPARTMENT

Post Office Drawer 1228
Beaufort, SC 29901-1228

TO: Councilman Stewart Rodman, Chairman, Finance Committee

VIA: Gary Kubic, County Administrator *G. Kubic*
Bryan Hill, Deputy County Administrator *B. Hill*

FROM: David Starkey, CPA, Chief Financial Officer *D. Starkey*

SUBJECT: General Fund Balance Policy Proposal

DATE: April 30, 2012

BACKGROUND:

Beaufort County is required to adopt Governmental Accounting Standards Board (GASB) Statement 54, Fund Balance Reporting and Governmental Fund Type Definitions. These policies dictate that each governing body adopt a fund balance policy for all funds. Beaufort County Council during its last annual retreat established this item as a top fiscal priority.

RECOMMENDATION:

Beaufort County will strive to maintain an average of five (5) months of total General Fund expenditures in its unassigned fund balance at June 30 of every year*. It will take the County several years to build up this balance, which equates to approximately \$40.2 million**.

Beaufort County shall not allow its unassigned General Fund balance to fall below an average of 1.5 months worth of total General Fund expenditures at June 30 of every year. This figure is approximately \$12.1 million**.

These recommendations can be achieved/maintained by Beaufort County by not utilizing the General Fund balance (except in times of emergency) in any fiscal year. Beaufort County will monitor non-spendable, restricted, committed, and assigned balances within the General Fund to ensure these balances do not increase at the expense of the unassigned balance.

NOTES/RATIONALE:

Per GASB 45, unassigned fund balances are considered liquid assets (cash, investments that mature within 1 year, and receivables that are to be collected in less than 1 year) that are not restricted for any specific purpose (i.e. they can be utilized in any way the County sees fit in the course of its business).

* - This will allow the County to maintain enough cash on-hand to ensure that the General Fund balance would not decline to less than \$0 prior to tax bills being mailed out in November of every year. As a result, the County will not have cash flow issues in August through November (when County cash reserves are at their lowest levels) related to operating payments and reduce the County's risk of needing temporary financing to bridge the gaps to every tax billing (the use of tax anticipation notes (TANs)).

** - These figures change every year and will correspond to audited comprehensive annual financial reports (CAFRs). 1 month's expenditures are calculated by adding the total General Fund expenditures plus transfers out then dividing that number by 12.