



# City Council Report

**Date:** November 23, 2015  
**To:** City Council  
**Through:** Alex Deshuk, Chief Innovation Officer  
**From:** Edward Quedens, MPA, C.P.M., CPPO, Business Services Director  
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator  
**Subject:** Refurbish and Upgrade Helicopter Spotlights for the Police Department (Sole Source) **(Citywide)**

## Purpose and Recommendation

Council is requested to approve a contract to refurbish and upgrade the Aviation Unit's three helicopter spotlights as recommended.

The Police Department and Purchasing recommend awarding the contract to the sole source vendor, Spectrolab, Inc. at \$168,386.67.

## Background / Discussion

The Police Aviation Unit currently has three SX-16 Nightsun spotlights, two of which are operational but degraded. The third spotlight is in marginal working order and is typically cannibalized for parts to ensure the Aviation Unit maintains primary and backup spotlight capability. Two of the spotlights are approximately 20-years old and the third spotlight is approximately 10-years old.

This purchase will refurbish and upgrade the Aviation Unit's existing SX-16 Nightsun spotlights to the SX-16 Enhanced Nightsun, complete with modern components and technology. The new technology will help reduce current maintenance requirements, increase reliability, and provide redundancy for mission critical equipment. This purchase also includes the option to purchase Spectrolink, a new controller system offered by Spectrolab.

The estimated refurbish and upgrade pricing, listed below, is per unit and the quote is valid until December 18, 2015.

1. Per unit, base: \$43,682.66
2. Total for 3 units without tax or install contingency: \$131,047.98
3. Total with tax: \$138,386.67
4. Total with tax and install contingency of \$10,000 per unit: \$168,386.67
5. Estimated total per unit: \$56,128.89

Conducting the same purchase with new units is estimated to cost \$12,007.29 more per unit, base price. New pricing is also valid until December 18, 2015.

1. Per unit, base: \$55,689.95
2. Total for 3 units without tax or install contingency: \$167,069.85
3. Total with tax: \$176,425.76

4. Total with tax and install contingency of \$10,000 per unit: \$206,425.76
5. Estimated total per unit: \$68,808.59

Total estimated savings by refurbishing and upgrading existing units is \$38,038.43.

The Aviation Unit exclusively operates Spectrolab SX-16 Nightsun searchlights. Pilots and Tactical Flight Officers are currently trained and proficient with SX-16 functions and operations, and the mechanics currently service and maintain the SX-16. Parts inventory is common across the entire spotlight inventory, spotlights are interchangeable among the aircraft, and the interface between the SX-16 and helicopter airframe is fully compatible. Switching to a new spotlight, because of all new systems and wiring requirements, is anticipated to be prohibitively expensive. It is therefore expected to be more cost effective to refurbish and upgrade the current spotlights.

Spectrolab is the manufacturer of and sole distributor of the SX-16 Nightsun searchlight system and components. As such, and because of the aforementioned details, it is recommended the City proceed sole source. A bid will likely return the same results but delay the process, resulting in a possible year-over-year price increase of 5%. In addition, proceeding with the RFP process may result in the transition to an entirely new system that will, among other requirements, require completely new aircraft provisioning and personnel training.

Finally, by refurbishing and upgrading existing units to like-new condition will allow the Police Department to baseline this equipment for lifecycle planning and replacement, which is currently listed on a 10-year cycle. The useful life difference between a refurbished and new spotlight is, according to the manufacturer, negligible. The Aviation Unit, based on historical usage and maintenance requirements, estimates spotlight useful life to be 7-10 years. Actual useful life per unit, however, will entirely depend on a number of variables such as duration of use, routine and preventative maintenance, and environmental conditions.

## **Alternatives**

Council may choose not to award the purchase and new quotes will be obtained for new units or a bid/RFP issued for an entirely new system.

## **Fiscal Impact**

This purchase was not budgeted this fiscal year and will use a contingency allocation. Funding is available from the insurance proceeds due to the total loss of the Aviation Unit's Helicopter N504MP on June 8, 2014.

## **Coordinated With**

Police and Purchasing

**PURCHASING INFORMATION**

Action: Award

Procurement Type: Sole Source

Solicitation Number: 2016093

**AWARD RECOMMENDATION*****Spectrolab, Inc.*****Sylmar, CA**

Description	
Searchlight System Upgrades and Reconfiguration with an option to purchase Spectrolink controller system (System Components 1 to 8 each) per Quote LS-13128 dated 7/30/2015.	
Base	\$131,047.98
5.6% Use Tax	<u>\$7,338.69</u>
Total	\$138,386.67
Additional charges/services (mounting hardware, installation, labor and/or shipping) to complete the refurbish estimated at \$10,000.00 per unit for a total of <u>\$30,000.00</u> .	
<b>Total Amount Requested</b>	<b><u>\$168,386.67</u></b>