



# City Council Report

**Date:** July 8, 2021  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Matt Bauer, Procurement Administrator  
**Subject:** Purchase of Two Replacement Helicopter Cameras and Three New Moving Map Systems for the Mesa Police Department **(Citywide)**

## Purpose and Recommendation

Council is requested to approve the award as recommended.

A committee representing the Mesa Police Department and Purchasing evaluated responses. The evaluation committee recommends awarding the contract to the highest scored proposals from Wescam USA, Inc., Churchill Navigation dba Shotover Systems, and Precision Heli-Support LLC (a Mesa business) at \$1,254,967.58.

## Background / Discussion

This purchase will replace two thermal imaging cameras that have become obsolete and provide three new moving map systems for use in three Police helicopters used by the Air Support Unit to provide video images for day and night missions. This equipment will provide clear video images that can be used to assist ground units.

## Purchase Information

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2021201

Local Consideration: Did not result in a Mesa business being recommended for award of all or part of this award

Protests Received: None

Funding Source: Mesa Police Department Operating Budget – Public Safety Sales Tax Funds

## Bid or Proposal Responses

Wescam USA, Inc. (Cameras) (Recommended)

Santa Rosa, CA

Churchill Navigation dba Shotover Systems (Moving Map Systems) (Recommended)

Boulder, CO

Precision Heli-Support LLC (Installation) (Recommended)

Mesa, AZ

Avionics Solutions, LLC

Lafayette, LA

FLIR Surveillance, Inc.

Wilsonville, OR

AeroComputers Corporation

Oxnard, CA

## Proposal Scoring Results

### Cameras

Respondent	Total Points Possible / 1,000
Wescam USA, Inc. (Recommended)	951
Precision Heli-Support LLC	919
Avionics Solutions, LLC	887
FLIR Surveillance, Inc.	848

### Moving Map Systems

Respondent	Total Points Possible / 1,000
Churchill Navigation dba Shotover Systems (Recommended)	795
Precision Heli-Support LLC	787
Avionics Solutions, LLC	736
AeroComputers Corporation	731

### Installation

Respondent	Total Points Possible / 1,000
Precision Heli-Support LLC (Recommended)	970
Avionics Solutions, LLC	746

## AWARD RECOMMENDATION

Two Thermal Imaging Cameras, Three Moving Map Systems and related Installation for Police Helicopters per Agreement #2021201; Exhibits Mesa Standard Terms and Conditions, Scope of Work; Solicitation including any addenda; and Vendor Response

Wescam USA, Inc. (Cameras)	\$ 793,814.00
Churchill Navigation dba Shorover Systems (Moving Map Systems)	\$ 345,000.00
Precision Heli-Support LLC (Installation)	\$ 52,380.00
5.6% Use Tax	<u>\$ 63,773.58</u>

<b>Total</b>	<b><u>\$1,254,967.58</u></b>
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