

**MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors

FROM: Jim Boggan, Purchasing Manager *JB*

DATE: February 22, 2011

SUBJECT: Approve the Award of Competitive Bid No. 10010 to Delta Wireless, Inc. for Ninety Rugged Notebooks and Docking Stations for Sheriff Patrol Vehicles to be Obtained Through a Five-Year Tax Exempt Lease Purchase with Hewlett Packard Financial Services in the Total Amount of \$610,888.62

ACTION REQUESTED

Approve the award of competitive Bid No. 10010 to Delta Wireless, Inc. of Sacramento, CA for ninety General Dynamics Rugged Notebooks and Havis docking stations for Sheriff patrol vehicles, authorize a five-year tax exempt lease purchase of this equipment from Hewlett Packard Financial Services of Murray Hill, NJ in the total amount of \$610,888.62, and authorize the Purchasing Manager to sign all related documents.

BACKGROUND

The Procurement Services Division developed Invitation for Bids (IFB) No. 10010 for ninety General Dynamics Rugged Notebooks and Havis docking stations to replace obsolete portable laptop computers in Sheriff Patrol vehicles. The IFB was sent to sixty-four vendors via E-Bid and posted on the County's website. The bid evaluation considered pricing for ninety notebooks and docking stations as well as local vendor preference, early payment discount, and compliance to specifications. Delta Wireless, Inc. was the lowest responsive bidder at \$565,978.25.

The acquisition plan calls for the Sheriff Department to obtain this equipment via a five year tax exempt lease purchase with annual payments. Procurement Services developed IFB No. 10047 to solicit five year, \$1.00 lease buyout proposals. The IFB was sent to fourteen vendors via E-Bid and posted on the County's website. Hewlett Packard provided the most favorable lease proposal at a 3.97% interest rate (firm until March 31, 2011), which will result in a total five-year tax exempt lease cost of \$610,888.62. At the end of the five-year lease, the County will pay \$1.00 per notebook to complete the purchase.

FISCAL IMPACT

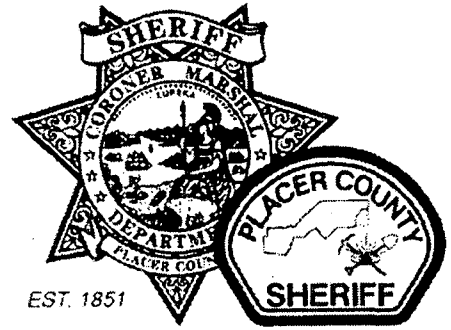
Upon your Board's approval, Procurement will execute lease documents with Hewlett Packard who will purchase the equipment from Delta Wireless at the County's bid price of \$565,978.25 and lease it to the County for a five annual payments of \$122,177.72 for a total of \$610,888.62.

Attachments

1. Sheriff's Department Fiscal Impact Statement
2. Bid 10010 Evaluation
3. Bid 10047 Evaluation

cc: Jerry Silva, Sheriff Information Technology Manager
Virgie Valenzuela, Sheriff Fiscal Unit

PLACER COUNTY
SHERIFF
CORONER-MARSHAL



EDWARD N. BONNER
SHERIFF-CORONER-MARSHAL

FISCAL IMPACT STATEMENT

TO: Honorable Board of Supervisors
FROM: Sheriff Edward Bonner
DATE: February 8, 2011
SUBJECT: Fiscal Impact Statement
Hewlett Packard Five Year Lease Agreement for Rugged Notebooks

Funds are included in the current FY 2010/2011 Sheriff's Department budget for mobile data maintenance in the amount of \$120,000. The expenses resulting in this 5-year lease agreement total \$122,000 annually which will be paid with the mobile data maintenance funds of \$120,000 from discontinuing use of the radio-based mobile data system and \$2,000.00 from the department funds saved by reducing Tiburon data base maintenance costs. There is no impact to the General Fund.

This lease is not optional as our current mobile data computers continue to have a high failure rate and we have had to remove Patrol units from service.



COUNTY OF PLACER, AUBURN, CA

BID EVALUATION & AWARD RECOMMENDATION

Bid No. 10010
Title: Rugged Notebooks and Docking Stations
Due Date: 10/13/10

Buyer Name: Ben Bramer
Phone: 530-889-4257
Estimated Award Date: 12/14/10

(Recommended award is highlighted)

			Delta Wireless Inc Sacramento, CA		Feeney Wireless LLC Eugene, OR		Johnson Hicks Marine Electronics Santa Cruz, CA	
Name of Firm City/State			916-928-1200		541-685-9045 541-284-0030		831-475-3383 831-475-1498	
Telephone Fax Number			30-45 days		45 days		1 week	
FOB Delivery Time			No		No		No	
LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾			Net 30		Net 30		Net 30	
Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
1	Rugged Notebook							
1.1	General Dynamics Rugged Notebook	90	2,899.92	260,992.80	3,003.81	270,342.90	3,164.56	284,810.40
1.2	4GB of RAM	90	153.70	13,833.00	159.21	14,328.90	167.20	15,048.00
1.3	PC Card and DVD/CD Multidrive	90	153.70	13,833.00	159.21	14,328.90	167.20	15,048.00
1.4	Display Back	90	-	included	-	included	-	included
1.5	Display Back with Radio On/Off Switch Remov	90	17.08	1,537.20	17.69	1,592.10	18.58	1,672.20
1.6	Microsoft Windows 7	90	17.08	1,537.20	17.69	1,592.10	18.58	1,672.20
1.7	US Backlit Keyboard	90	153.70	13,833.00	159.21	14,328.90	167.20	15,048.00
1.8	Fingerprint Reader	90	68.32	6,148.80	70.76	6,368.40	74.32	6,688.80
1.9	Integrated 2000 Mobile Broadband	90	358.64	32,277.60	371.50	33,435.00	390.14	35,112.60
1.1	Dual External Antenna Connections	90	34.15	3,073.50	35.38	3,184.20	37.15	3,343.50
1.11	WLAN Bluetooth	90	358.64	32,277.60	371.50	33,435.00	390.14	35,112.60
	Subtotal			379,343.70		392,936.40		413,556.30
1.12	5-Year, No Fault Warranty	90	767.00	69,030.00	828.84	74,595.60	834.34	75,090.60
	Package Total			448,373.70		467,532.00		488,646.90
2	Havis Docking Stations							
2.1	Havis Device Mount Docking Station	90	627.46	56,471.40	623.32	56,098.80	679.00	61,110.00
2.2	5-Year Enhance Protection Warranty	90	279.76	25,178.40	279.92	25,192.80	276.00	24,840.00
	Package Total			81,649.80		81,291.60		85,950.00
			Subtotal	530,023.50	Subtotal	548,823.60	Subtotal	574,596.90
(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.			8.25% Sales Tax	35,954.75	8.25% Sales Tax	37,045.40	8.25% Sales Tax	39,159.97
			Freight	0.00	Freight	0.00	Freight	0.00
			Bid Total	565,978.25	Bid Total	585,869.00	Bid Total	613,756.87
(2) Invoice Terms of less than 10 days were not considered in this evaluation.			LVP	0.00	LVP	0.00	LVP	0.00
			Prompt Pay Disc	0.00	Prompt Pay Disc	0.00	Prompt Pay Disc	0.00
			Ref. Price	\$565,978.25	Ref. Price	\$585,869.00	Ref. Price	\$613,756.87

NOTE:

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COUNTY OF PLACER, AUBURN, CA

BID EVALUATION & AWARD RECOMMENDATION

Bid No. 10047 **Buyer Name:** Ben Bramer
Title: Rugged Notebook & Docking Station L **Phone:** 530-889-4257
Due Date: 1/5/11 **Estimated Award Date:** 2/8/11

(Recommended award is highlighted)

Name of Firm City/State		Baystone Financial Group Manhattan, KS		Dell Financial Services Chicago, IL		HP Financial Services Murray Hill, NJ		HP Financial Services Murray Hill, NJ		
Telephone Fax Number		800-752-3562 785-537-4806		512-728-3500 512-283-9406		908-898-4519		908-898-4519		
FOB Delivery Time										
LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾		No		No		No		No		
Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
	Bank Prime Loan		3.25	0.00	3.25	0.00	3.25	0.00	3.25	0.00
	Bidder's Margin		1.404	4.654	0.97	4.22	0.72	3.97	0.72	3.97
	Finance Amount			565,978.25		565,978.25		565,978.25	Includes \$1,500 escrow fee	567,478.25
	Lease Rate Factor			0.218597		0.2172		0.21587		0.21587
	Year 1			123,721.15		122,930.48		122,177.72		122,501.53
	Year 2			123,721.15		122,930.48		122,177.72		122,501.53
	Year 3			123,721.15		122,930.48		122,177.72		122,501.53
	Year 4			123,721.15		122,930.48		122,177.72		122,501.53
	Year 5			123,721.15		122,930.48		122,177.72		122,501.53
			Subtotal	618,605.74	Subtotal	614,652.38	Subtotal	610,888.62	Subtotal	612,507.65
(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.			8.25% Sales Tax	0.00	8.25% Sales Tax	0.00	8.25% Sales Tax	0.00	8.25% Sales Tax	0.00
			Freight	0.00	Freight	0.00	Freight	0.00	Freight	0.00
			Bid Total	618,605.74	Bid Total	614,652.38	Bid Total	610,888.62	Bid Total	612,507.65
(2) Invoice Terms of less than 10 days were not considered in this evaluation.			LVP	0.00	LVP	0.00	LVP	0.00	LVP	0.00
			Prompt Pay Disc	0.00	Prompt Pay Disc	0.00	Prompt Pay Disc	0.00	Prompt Pay Disc	0.00
			Ref. Price	\$618,605.74	Ref. Price	\$614,652.38	Ref. Price	\$610,888.62	Ref. Price	\$612,507.65

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