

# MANATEE COUNTY GOVERNMENT

## NOTICE OF INTENT TO NEGOTIATE FOR AWARD OF A SOLE SOURCE CONTRACT

|                                   |                                      |                                |   |
|-----------------------------------|--------------------------------------|--------------------------------|---|
| <b>SUBJECT</b>                    | Off-road Medical Vehicle             | <b>DATE POSTED</b>             | MC _____  |
| <b>PROCUREMENT REPRESENTATIVE</b> | George Earnest CPPB                  | <b>PROJECTED DATE OF AWARD</b> | January 29, 2021  |
| <b>DEPARTMENT</b>                 | Public Works                         | <b>REQUISITION NO.</b>         | R076168   |
| <b>AUTHORIZED BY</b>              | Jacob Erickson, Procurement Official | <b>SIGNATURE</b>               | Jacob Erickson, MBA, CPPO, NIGP-CPP<br><small>Digitally signed by Jacob Erickson, MBA, CPPO, NIGP-CPP<br/>Date: 2021.01.26 09:27:35 -05'00'</small> |

### NOTICE OF INTENT TO NEGOTIATE FOR AWARD

The Manatee County Procurement Division provides notice of its intent to negotiate a sole source contract with a value of \$75,039.00 with ASAP Off-Road Specialty Vehicles for the provision of a Medstat utility off-road ambulance.

### ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.

Manatee County Code of Laws

### BACKGROUND/DISCUSSION

Manatee County Procurement Division has completed a due diligence review and intends to procure off-road medical ambulances from ASAP Off-Road Specialty Vehicles without conducting a competitive solicitation process for the following reason(s).

The County has need of off-road medical response ambulances. Vehicle research was conducted by the Public Safety Department with the assistance of Public Works Department's, Fleet Services Division. Multiple vehicle designs were compared and the ASAP Off-Road Specialty Vehicle's units were found to be the only vehicles to meet the County's specifications.

Any company that believes it can provide this good or service must provide, in writing, convincing technical data sufficient to support their position to the Manatee County Procurement Division at [purchasing@mymanatee.org](mailto:purchasing@mymanatee.org) no later than January 29, 2021.

|   |                             |   |  |
|---|-----------------------------|---|--|
| <b>ATTACHMENTS</b><br>(List in order of attached) | Sole Source<br>Request Form | <b>FUNDING SOURCE</b><br>(Acct Number & Name) | Acct #173901123105-546000<br><input checked="" type="checkbox"/> Funds Verified<br><input type="checkbox"/> Insufficient Funds |
|---|-----------------------------|---|--|



## Financial Management Department

Procurement Division

1112 Manatee Ave. West, Ste.803, Bradenton, FL 34205

Phone number: (941) 749-3014

## MEMORANDUM

To: Jacob Erickson, MBA, CPPO, NIGP-CPP, Procurement Official

From: Matthew Case, CEM, Fleet Division Manager

Date: January 16, 2021

Subject: Sole Source Approval Request for ASAP Off Road Specialty Vehicles / Off Road Ambulance

Requisition No:

**DEFINITION:** Sole Source exists when only one supplier provides the item/service that meets the requirement (e.g., lack of competition or exclusive rights, proprietary technology, copyright or patent, or a supplier's unique capability) **NOTE:** for the construction materials, modification, alteration or repair of any County-owned facility, the Commission must first make written findings as required by Florida Statute, Section 255.04. Written approval from the county administrator is required for category 4 purchases.

**Background (3-4 sentences)** department must indicate the purpose of the item/service, the uniqueness of the item/service that precludes full and open competition and consequences. Include a brief overview of the specs or scope for the product(s) or service(s).

ASAP Off Road Specialty Vehicles is the original equipment manufacturer for the Medstat MS 500 utility vehicle off road ambulance providing sales, service, parts, and warranty.

This equipment has been developed in conjunction between the Public Works/Fleet Division and the Public Safety/EMS operations personnel. The ASAP MedStat is the only patented utility vehicle based off-road ambulance.

**Justification: (1-2 paragraphs)** why the particular service/product is the only type that meets the County's requirements. Include evidence of proprietary rights, patents, supplier is the exclusive distributor or authorized repair/service center, has exclusive territorial rights or unique capabilities (as applicable); any other supporting documentation.

The MS500 off road ambulance are essential to County operations, specifically the Public Safety Department, and are used for patient transport and rescue.

ASAP Off Road Specialty Vehicle is the only manufacturer that builds a fully self contained patient compartment mounted on a utility vehicle chassis - patent #11/185,486.

The MATT - Medical All Terrain Transport is a unique vehicle that is utilized in a variety of operational scenarios. This asset is deployed in environments where a traditional ambulance is unable to operate. An example of these environments include but are not limited to: Covid-19 vaccine support functions, off road incidents which require the use of an all-terrain vehicle for patient rescue and transportation, large community gatherings such as the Desoto Parade, Manatee County Fair - all require the unit to operate within confined spaces where an ambulance would not be able to access due to size, weight, and terrain.

**Market Research: (3-4 sentences)** describe any market research that has been performed to support this request to validate that there is only one source that can provide the good or service, and an equal product or service is not available for any other source.

An internet search of small off road ambulances indicate ASAP Off Road Specialty Vehicles is the only manufacturer of this product. Sole source letter also attached from the vendor.

**Pricing: (2-3 sentences)** describe your efforts to obtain the best price/value.

JAMES  
SATCHER  
District 1

REGGIE  
BELLAMY  
District 2

KEVIN  
VAN OSTENBRIDGE  
District 3

MISTY  
SERVIA  
District 4

VANESSA  
BAUGH  
District 5

CAROL  
WHITMORE  
At Large

GEORGE W.  
KRUSE  
At Large

Mitigating risk and ensuring safe equipment operations is a key element in the consideration of price for this class of asset. Based upon Fleet Administration review, the pricing provided by the OEM is resonable within the market place.

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☒ Approved - This sole source approval is valid for 12 months from date of approval. This Sole Source Approval must be attached/referenced for all requisitions for this item/service.

☐ Need Additional Information ☐ Not Approved

Comments: \_\_\_\_\_

Jacob Erickson, MBA, CPPO, NIGP-CPP  
CPPO, NIGP-CPP

Digitally signed by Jacob  
Erickson, MBA, CPPO, NIGP-CPP  
Date: 2021.01.26 09:27:05  
-05'00'

By: \_\_\_\_\_ January 26, 2021

Jacob Erickson, MBA, CPPO, NIGP-CPP, Procurement Official

Date