

# MANATEE COUNTY GOVERNMENT

## NONCOMPETITIVE PROCUREMENT INTENT TO AWARD

<b>SUBJECT</b>	UTV based off-road ambulance	<b>DATE POSTED</b>	MC <u>XSE 3/27/17</u>
<b>PURCHASING REPRESENTATIVE</b>	George Earnest CPPB, Buyer, X 3044	<b>DATE CONTRACT SHALL BE AWARDED</b>	Five (5) business days after posting
<b>DEPARTMENT</b>	Public Works, Fleet	<b>CONSEQUENCES IF DEFERRED</b>	Inability to repair a critical filtration system
<b>SOLICITATION</b>	NC #201700127 Task #20171028 Valid 4 / 3 / 2017	<b>AUTHORIZED BY DATE</b>	George Earnest CPPB, Buyer March 27, 2017 <u>GE</u>

### NOTICE OF INTENT TO AWARD

Notice of Intent to Award a non-competitive procurement for the purchase of UTV based off-road Ambulance for the Public Safety Department with Alternative Support Apparatus LLC, Midvale, OH for a total amount not to exceed \$70,439.00.

### ENABLING/REGULATING AUTHORITY

Manatee County Code of Laws

### BACKGROUND/DISCUSSION

- The Public Safety Department, Emergency Medical Services Division has identified a need for a highly-maneuverable, UTV-based off-road ambulance.
- This procurement is for the Alternative Support Apparatus, MedStat ambulance is covered by a US Patent #11/185,486 for its climate-controlled patient space.
- Funding for this project is provided in the Public Works Capital R&R budget account key 5020012201-564001.

If a vendor believes this item is not a noncompetitive procurement, Manatee County Purchasing Division requires prospective vendors provide information regarding their ability to supply the commodity or contractual services described prior to the date indicated for "date contract shall be awarded".

<b>ATTACHMENTS</b> (List in order of attached)	• None	<b>FUNDING SOURCE</b> (Acct Number & Name)	X Funds Verified Acct #5020012201- 564001
<b>COST</b>	\$70,439.00	<b>AMT/FREQ OF RECURRING COSTS</b> (Attach Fiscal Impact Statement)	Not Applicable



R066045

## Sole Source/Noncompetitive Purchasing Request

Department: Public Works/Fleet Svcs. Contact: Michael Brennan Ext: 7359

Purchase Request (PR)  
Number: \_\_\_\_\_

Date: 2/22/17

**Description:**

(Explain request in detail) Purchase of a Medstat UTV based off road ambulance

Vendor: ASAP Off Road Specialty Vehicles Phone: 740-922-2727 Cost: \$70,439.00

**PART I – SOLE SOURCE PURCHASING** (*Sole source purchasing* is defined as the acquisition of commodities or services where there is only one available source for the required commodity or service. Ex: proprietary software or equipment, copyright)

1. Are these commodities or services only available from one single source? ☐ Yes ☒ No
2. Explain why the commodity/service being requested is the only commodity/service that can meet your needs and why alternatives are unacceptable. Be specific regarding specifications, features, capability, compatibility, etc.
3. Why is this vendor the only source from which to make this purchase? Describe efforts made to verify this information. (Attach sole source letter from vendor as documentation)
4. Explain the consequence to the County or its taxpayers, including a dollar amount of the financial impact, if the sole source purchase is not approved.

NOTE: In any case where the County seeks to purchase from a sole source materials for the construction, modification, alteration or repair of any county-owned facility, the Board of County Commission must first make the written findings required by Florida Statutes, Section 255.04.

**PART II – NONCOMPETITIVE PURCHASING** (*Noncompetitive purchasing* is defined as the acquisition of commodities or services from a unique source or provider based upon particular skills and expertise (Ex: standardization, warranty, compatibility) where other competitive sources may be available; or upon a determination that the likely, non-speculative cost of obtaining competitive quotes would exceed any potential savings and benefit to the County.)

- 1. Explain why the commodity/service being requested is the only commodity/service that can meet your needs and why alternatives are unacceptable. Be specific regarding specifications, features, capability, compatibility, etc.**

This replacement asset has been sourced and specifications have been developed in conjunction with Manatee County Public Safety personnel with Final specification approval from the Chief of EMS (attached)

- 2. Explain the advantages of this noncompetitive purchase on the basis that only one practical source exists. Describe the efforts made to verify this information. (Attach manufacturers or distributorships letter as documentation)**

Only manufacturer allowed to modify chassis required for this vehicle type. Letter attached.

- 3. Will this purchase obligate us to a particular vendor for future purchases, either in terms of maintenance or compatibility should the need arise to purchase a 'like' item in the future?**

Yes- Repair parts and service only available from this manufacturer.

- 4. Describe your efforts to obtain the best price from the vendor and provide any documentation to substantiate your findings. Give the result of the initial offer versus the final offer.**

Specifications were developed which included the vendor responding to inquiries from Manatee County Public Safety or Fleet Staff. Once finalized and final quote was received which is in line with the original estimates.

- 5. Would you prefer Purchasing to contact vendor for the best price?** ☐ Yes ☒ No

- 6. Explain the consequence to the County or its taxpayers, including a dollar amount of the financial impact, if the noncompetitive purchase is not approved.**

The Mini Emergency Rescue Vehicle (MERV) unit is a unique vehicle that is utilized in a variety of different 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: off-road incidents which require the use of an all-terrain vehicle for patient rescue and transportation and large community gatherings such as the Desoto Parade, Manatee County Fair, and Hunsader's Fall Festival; both of which require this unit to operate within confined spaces where an ambulance would not be able to access due to size, weight, and terrain. "Chief Paul Diccio"

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I hereby request that a sole source/noncompetitive request be approved for the purchase of the above statement of work, material, equipment, commodity, or service.

  
Division Manager's Signature  
(up to \$25,000)

Michael J. Brennan, CEM  
Print Name

2/24/17  
Date

  
Department Director's Signature  
(Greater than \$25,000)

Ron Schulhofer  
Print Name

2-24-17  
Date

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**FOR PURCHASING DIVISION USE:**


           **Sole Source:**

**Posting:** Categories Three and Four require an electronic posting for a minimum of five (5) business days. Category Five requires BCC approval and will be posted via board agenda for a minimum of seven (7) calendar days prior to board meeting.

 **Noncompetitive:**

**Posting:** Category Three requires an electronic posting for a minimum of five (5) business days prior to award. Categories Four and Five require BCC approval and will be posted via board agenda for a minimum of seven (7) calendar days prior to board meeting.

Reviewed and Approved by:

 George Earnest 3-23-17  
Buyer Name / Date  
(up to \$100,000)

\_\_\_\_\_  
Contracts/Buyer Manager / Date  
(up to \$250,000)

\_\_\_\_\_  
Purchasing Official / Date  
(Greater than \$250,000)

R066045



February 8, 2017

To Whom it May Concern,

Alternative Support Apparatus LLC (ASAP) of 5609 Gundy Drive, Midvale, Ohio is the only company in the world that builds the ASAP MedStat off-road ambulance vehicle that features a fully enclosed patient compartment. This vehicle is built on the rugged Polaris Ranger 6x6 chassis. ASAP has an exclusive contract with Polaris Industries that allows only ASAP to modify (lengthen) the Polaris Ranger 6x6 chassis and still maintain the Polaris warranty. The Ranger 6x6 chassis is the only true 6x6 chassis in its class with the power and payload capacity to safely carry an enclosed patient compartment.

The ASAP MedStat is the only UTV based off-road ambulance vehicle that holds a US Patent (Patent No. 11/185,486). This vehicle works hand-in-hand with your full-size ambulance and EMS fleet by providing a climate controlled enclosed environment for the patient, securely housing a full-size cot, and seating for up to two attendants and a driver. It also features a dedicated battery system to ensure the power you need for scene, search and emergency lights. The ASAP MedStat can meet your needs with its numerous standard features and an extensive list of options.

ASAP and Polaris products are all made in the United States of America.

Scott Carlisle  
General Manager  
Alternative Support Apparatus LLC



## George Earnest

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**From:** Mike Brennan  
**Sent:** Friday, March 24, 2017 8:12 AM  
**To:** George Earnest  
**Cc:** Matthew Case; Paul DiCicco  
**Subject:** RE: ASAP UTV ambulance

George,

I apologize for the length in response but we wanted to make sure of our facts and ultimate requirements for this unit.

Fleet has again researched this type of unit and finds this vendor is the only manufacturer of an off road ambulance having a fully enclosed patient compartment, a stretcher (cot) retention system which matches our current model stretchers, and climate control as identified on the sole source memo which also references the current Patent (#11/185,486) this vendor holds on the unit. In addition, this vendor is the only approved vendor to modify and lengthen the Polaris Ranger 6X6 and maintain the factory warranty. Additional discussion of the requirements of this unit with Public Safety, EMS have concluded with the following statement from Chief DiCicco;

"EMS has been increasingly responding to more off-road incidents and special details, it is imperative that we replace the former decommissioned asset with a rightly purposed vehicle. Patient safety, rugged and soft terrain accessibility, and the increased stability provided by the extended six wheel configuration increases our capability to conduct the required rapid transport in these adverse conditions which makes the ASAP UTV the only choice for this deployment." Chief Paul DiCicco

Fleet and EMS staff have concluded this unit is unique to the EMS mission, and will fully meet the requirements of their mission to support the community with this advanced rescue service. Unless additional information is required, Fleet and EMS request Purchasing to proceed with issuance of a purchase order for the procurement of the requested vehicle as requested, and quoted.

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**From:** George Earnest  
**Sent:** Tuesday, March 07, 2017 11:04 AM  
**To:** Matthew Case; Mike Brennan  
**Subject:** ASAP UTV ambulance

Mike

I asked Matt to send me a description of what is specific to ASAP's off-road ambulance that makes it sole source. Perhaps pertaining to the patent the vehicle carries.

Could you please provide that in Matt's absence?

Thank you,  
George Earnest CPPB, Buyer  
Financial Management Department, Procurement  
PH # 941-749-3044  
FX #941-749-3034

