

CITY OF RIALTO
SOLE SOURCE/STANDARDIZATION VENDOR REQUEST

VENDOR: 10-8 Retrofit

ADDRESS: 415 West Main Street Ontario Ca. 91762

REQUISITION NUMBER: _____

Check reasons for sole source request:

1. _____ *Proprietary:* The item is held under exclusive title, trademark or copyright by a private person or company; or a proprietary distributorship.
- _____ X *Standardization:* The City requires the item(s) to standardize parts, design quality, etc. (explain in more detail below).
- _____ *Sole Source:* No other items are known to exist which perform the same function.

2. Describe the product/service:

Police vehicles are very unique and placement of equipment must be standardized. As police vehicles are being outfitted with lethal and less than lethal firearms, a hide-away activation switch is placed in the police unit as a release. Other sources of the release of firearms are programmed into the police units emergency lighting control system. The release of the assault rifle will vary from unit to unit depending on the program setting of the assigned outfitter.

3. Describe how the product or service is unique and one of a kind:

Through the past years our department has seen approximately four variations of police equipment installations. These variations cause **an officer safety issue** for our officers when the highest bidding outfitter sets up a police emergency vehicle their own way to which they believe it should be installed or mounted. These different mounting or even programming cause confusion for the officers as they will revert to their past training with the operation of the previously used vehicle. In a moment's notice officers will be delayed in the deployment of such firearms when the police vehicles are set up differently from outfitter to outfitter because they do not know the standard outfitting of our department's vehicles.

4. Is the product or service available from other sources? No

If this outfitting service is standardized, the department will not have so many variations in police equipment set up or mounting errors. If one sole outfitter is given the standard police unit set up for our department and prior installation is set within their companies schematics this would not create a safety issue or cause a delay in deployment of weapons.

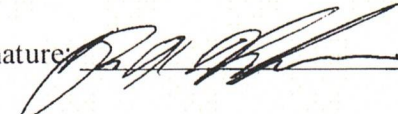
5. Can your requirements be modified so that competitive products or services may be used? Please explain:

No, based on my experience with four different outfitters, each outfitter would constantly have questions during the build process. They would always ask how our department gun racks are mounted, specific light pattern flashes, where emergency safety equipment will be placed, programming of light switches, etc.


6. Submit a detailed memo explaining the steps taken to determine this is a sole source vendor and justify the need.

10-8 Retrofit has outfitted our most recent police units. Prior to the build process, Sales Manager John Jennings took the time to present a finished product of an Ontario Police Department unit. As he explained the build process being a detailed, colored wiring schematic, I was very pleased with the mounting of each individual equipment on the built vehicles he presented. Anytime I had questions with the equipment John was quick to respond. John even provided other police department referrals which the departments provided positive statements about 10-8 Retrofit and their workmanship. Our current police officers have conveyed to me how well equipped and how well built the last batch of police units are. This has never been the case for over the two decades of being an officer for our city.

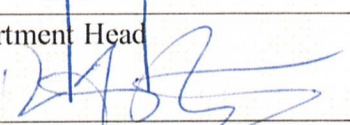
As I dealt with previous outfitters, they would place our department as second best. Other outfitters would attempt to up charge on certain equipment, thinking the up charge would be overlooked and the purchase order would be pushed through. Their installation process would be at a rapid pace causing room for errors, mediocre work details and return of the product placing a strain on the cities fleet.

Requestor Signature:  R. NAKAMURA Date: 10.3.19
102/3683

Approvals:



Department Head



City Administrator



Chief Finance Officer



Purchasing Manager