



MEMORANDUM

Not On
Agenda Item No. 8(O)(1)(A)

TO: Honorable Chairperson Barbara Carey-Shuler,
Ed.D. and Members, Board of County
Commissioners

DATE: July 27, 2004

FROM: George M. Burgess
County Manager

A handwritten signature in black ink, appearing to read "G. Burgess".

SUBJECT: Request for Approval to Negotiate and
Award a Contract to Bell Helicopter
Textron, Inc. for two Bell 412 EP
Helicopters and to Issue an RFP to
Obtain Completion & Customization
Center EMS/Search and Rescue
Configuration Services on Four
Helicopters and to Award an
Agreement to the Selected Proposer

RECOMMENDATION

It is recommended that the Board of County Commissioners approve the accompanying resolution waiving the competitive bidding process and authorizing the County Manager to negotiate and execute a sole source agreement with Bell Helicopter Textron, Inc. for the purchase of two Bell 412 EP Helicopters. The two new helicopters will replace Air Rescue 1 and add a fourth helicopter for Miami-Dade Fire Rescue Department (MDFR) Air Rescue Operations. The resolution also authorizes the County Manager to issue a competitive RFP to obtain EMS/Search and Rescue Configuration and upgrade services for the two new and the two existing helicopters, Air Rescue 2 and Air Rescue 3, and to award an agreement to the selected proposer.

BACKGROUND

MDFR currently owns three helicopters that support two full time Trauma/Search and Rescue operations from the Tamiami and Opa Locka Airport Air Rescue Stations. The ability to perform the missions of Air Rescue, and to conduct required training and maintain proficiency, is affected by the availability of aircraft. In 2003, Air Rescue conducted 1,743 missions. Since the north Air Rescue helicopter was put into service in July 2000, the call volume has increased nearly sixty percent (60%). More stringent trauma criteria and the availability of a second resource contributed directly to this increase. The purchase of two new Bell 412 helicopters, together with the upgrade of Air Rescue 2 and Air Rescue 3, will ensure the availability of aircraft to meet the current needs of the community and the County.

Staff has performed a cost benefit analysis on the difference between keeping and refurbishing the twenty year old Air Rescue 1 or purchasing a new aircraft. Based on the life expectancy of Air Rescue 1, it has been determined more cost beneficial to purchase a new aircraft, partially funded by the sale of the older aircraft.

The purpose of the sole source purchase is to maintain the commonality of the entire Air Rescue fleet. A common aircraft allows for safer operation and the ability to exchange parts and equipment when servicing the aircraft during scheduled or emergency maintenance. The purchase of a helicopter other than the Bell 412 would increase the acquisition cost by requiring new training for all MDFR flight and maintenance personnel so they can qualify, master and remain current in accordance with local and federal regulations. In addition, a different type of helicopter would require the upkeep of secondary inventory of tools and parts.

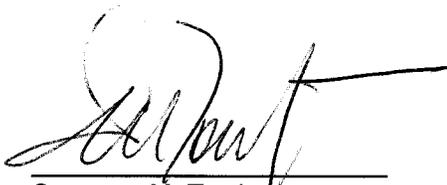
The manufacture of the new helicopters and upgrade of the current fleet must be staggered to accommodate mission demands for full time available helicopters. Air Rescue 4 will be delivered in March 2005, allowing the release of existing helicopters for upgrades. Upon completion of the upgrades, production for the second new helicopter, Air Rescue 5, will commence. All acquisition and retrofitting to the fleet will be completed by March 2006.

In addition to the purchase of two new basic helicopters, the purchase of customization and completion services for the installation of systems, accessories and interior components is required to properly equip the helicopters for MDRF EMS/Search and Rescue missions. Included in the completion services for the new aircraft are upgrades to radios, avionics, flight instruments and night vision capabilities. The existing Air Rescue 2 and Air Rescue 3 are also scheduled for these upgrades to bring those aircraft into compliance with pending FAA regulations. The first new aircraft, Air Rescue 4, must be sent to the Completion Center directly after the scheduled purchase date of October 30, 2004. As such, the selection of a firm that will operate the Completion Center, using a competitive RFP process, must be completed within the established time frame, necessitating immediate approval of RFP issuance and timely award of the corresponding contract. Air Rescue 5, the second new aircraft, is scheduled for purchase October 2005.

The cost for the two new basic aircraft should not exceed \$13 million. The anticipated cost for the completion/customization center services is an estimated \$5 million. Therefore, the total costs for the purchase of the two new aircraft and associated completion, customization services are not to exceed \$18 million. It is recommended that this purchase be funded from the proceeds of the sale of Air Craft 1 and by financing the balance of the purchase.

A \$500,000 cost savings will be realized by purchasing more than one helicopter and was negotiated as such. To accommodate MDRF's request and timeline demands, Bell Helicopter Textron, Inc. has allocated a 2005 manufacturer slot that was originally slated for another international agency. It is critical that all elements of this complex schedule are met to provide a timely and cost effective acquisition.

Commissioner Joe A. Martinez has waived this item off of the Public Safety Committee due to the need to start the process of supplementing the current Air Rescue fleet and the time constraints in acquiring and the retrofitting these aircraft. The procurement of these aircrafts was discussed during the June Public Safety Committee Budget Workshop.



Susanne M. Torriente
Assistant County Manager



MEMORANDUM

(Revised)

TO: Hon. Chairperson Barbara Carey-Shuler, Ed.D.
and Members, Board of County Commissioners

DATE: July 27, 2004

FROM: Robert A. Ginsburg
County Attorney

SUBJECT: Not On
Agenda Item No. 8(O)(1)(A)

Please note any items checked.

- "4-Day Rule" ("3-Day Rule" for committees) applicable if raised
- 6 weeks required between first reading and public hearing
- 4 weeks notification to municipal officials required prior to public hearing
- Decreases revenues or increases expenditures without balancing budget
- Budget required
- Statement of fiscal impact required
- Bid waiver requiring County Manager's written recommendation
- Ordinance creating a new board requires detailed County Manager's report for public hearing
- Housekeeping item (no policy decision required)
- No committee review

Approved _____ Mayor
Veto _____
Override _____

Not On
Agenda Item No.
7-27-04

8(0)(1)(A)

RESOLUTION NO. _____

RESOLUTION AUTHORIZING THE COUNTY MANAGER TO NEGOTIATE AND EXECUTE AN AGREEMENT WITH BELL HELICOPTER TEXTRON, INC., TO OBTAIN TWO BELL 412 EP HELICOPTERS, WAIVING THE REQUIREMENTS OF SECTION 2-8.1 PERTAINING TO COMPETITIVE BIDDING BY A TWO-THIRD VOTE OF THE BOARD MEMBERS PRESENT, AUTHORIZING THE COUNTY MANAGER TO NEGOTIATE AND EXECUTE AN AGREEMENT FOR AND ON BEHALF OF MIAMI-DADE COUNTY AND TO EXERCISE ANY CANCELLATION AND RENEWAL PROVISIONS, AND TO EXERCISE ALL OTHER RIGHTS CONTAINED THEREIN; ADDITIONALLY, AUTHORIZING THE COUNTY MANAGER TO ISSUE AN RRO TO OBTAIN COMPLETION/CUSTOMIZATION CENTER EMS/SEARCH AND RESCUE CONFIGURATION SERVICES FOR TWO NEW AND TWO EXISTING BELL 412 HELICOPTERS, AND TO EXECUTE AN AGREEMENT WITH THE SELECTED PROPOSER FOR AND ON BEHALF OF MIAMI-DADE COUNTY AND TO EXERCISE ANY CANCELLATION AND RENEWAL PROVISIONS, AND TO EXERCISE ALL OTHER RIGHTS CONTAINED THEREIN

WHEREAS, this Board desire to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference; and

WHEREAS, it has been established that specified items and services which cannot be purchased under normal bid procedures ,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that:

Section 1. The County Manager is hereby authorized to negotiate and execute an agreement for the purchase of two Bell 412 Helicopters for an amount not to exceed \$13 million for and on behalf of the County, substantially in accordance with the terms and conditions of the attached letter of intent, to exercise any cancellation and renewal provisions, and to exercise all other rights contained therein.

Section 2. The County Manager is hereby authorized to issue an RFP to obtain completion/customization center EMS/search and rescue configuration services for two new and two existing Bell 412 Helicopters, such RFP to contain the measures approved by the Review Committee and to execute an agreement with the selected proposer for and on behalf of the County, to exercise any cancellation and renewal provisions, and to exercise all other rights contained therein. Such agreement should be in an estimated amount of \$5 million.

Section 3. This Board finds it is in the best interest of Miami-Dade County to waive formal bid procedures as necessary to give effect to the intent of this resolution, competitive bidding is waived in this instance pursuant to Section 4.03(D) of the Home Rule Charter and Section 2-8.1 of the County Code by a two-thirds (2/3s) vote of the Board members present.

The foregoing resolution was offered by Commissioner _____, who moved its adoption. The motion was seconded by Commissioner _____ and upon being put to a vote, the vote was as follows:

Dr. Barbara Carey-Shuler, Chairperson	
Katy Sorenson, Vice-Chairperson	
Bruno A. Barreiro	Jose "Pepe" Diaz
Betty T. Ferguson	Sally A. Heyman
Joe A. Martinez	Jimmy L. Morales
Dennis C. Moss	Dorin D. Rolle
Natacha Seijas	Rebeca Sosa
Sen. Javier D. Souto	

The Chairperson thereupon declared the resolution duly passed and adopted this 27th day of July, 2004. This Resolution and contract, if not vetoed, shall become effective in accordance with Resolution No. R-377-04.

MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF COUNTY
COMMISSIONERS

HARVEY RUVIN, CLERK

Approved by the County Attorney as
to form and legal sufficiency. 

By: _____
Deputy Clerk

Hugo Benitez

Miami-Dade County 2004 - 2006

Air Rescue Purchase and Avionic/Communication/Night Vision Upgrade Schedule

Legend: Helicopter available:

Helicopter unavailable:

Delivery during month:



Month/Year	Air Rescue 4 New Helicopter	Air Rescue 5 New Helicopter	Air Rescue 3 Avionics	Air Rescue 2 Avionics	Air Rescue 1 Trade/Sale
Oct-04	New Air Rescue 4 Helicopter manufactured and delivered to completion center				
Nov-04	Customization				
Dec-04	Customization				
Jan-05	Customization				
Feb-05	Customization				
Mar-05	Air Rescue 4 delivered to MDR		Air Rescue 3 delivered to completion center		
Apr-05			Upgrades		
May-05			Upgrades		
Jun-05			Air Rescue 3 delivered to MDR	Air Rescue 2 delivered to completion center	
Jul-05				Upgrades	
Aug-05				Upgrades	
Sep-05				Air Rescue 2 delivered to MDR	Sale of Air Rescue 1 Completed
Oct-05		New Air Rescue 5 Helicopter manufactured and delivered to completion center			
Nov-05		Customization			
Dec-05		Customization			
Jan-06		Customization			
Feb-06		Customization			
Mar-06		Air Rescue 5 delivered to MDR			

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**LETTER OF INTENT
BETWEEN
MIAMI-DADE COUNTY
AND
BELL HELICOPTER TEXTRON INC.**

This Letter of Intent ("LOI") is made the 21 day of July 2004 between Miami-Dade County having its principal offices in 111 NW 1st Street, Miami, Florida 33128 (hereinafter referred to as "Miami-Dade"), and Bell Helicopter Textron Inc., a Delaware corporation having its principal place of business in Fort Worth, Texas (hereinafter referred to as "Bell"). Miami-Dade and Bell are herein individually referred to as "Party" and jointly referred to as "Parties."

WITNESSETH THAT:

WHEREAS, Bell designs, develops, manufactures and sells the Model 412EP helicopter for the world market; and

WHEREAS, Miami-Dade has a requirement for a helicopter with the capabilities to perform multi-mission, search and rescue type operations work in Miami-Dade and neighboring counties; and

WHEREAS, the Bell Model 412EP helicopter meets or exceeds the mission requirements specified by Miami-Dade; and

WHEREAS, Bell has been selected to provide two Models 412EP, one in October 2004, and one in October 2005.

NOW, THEREFORE, the Parties agree as follows:

1. PURPOSE

- A. The principal purpose of this LOI is to set forth the basic understandings of the Parties concerning the sale and purchase of two (2) Bell Model 412EP helicopters.
- B. During the term of this LOI, representatives of Miami-Dade and Bell will work together diligently to negotiate and execute a definitive contract with mutually agreeable terms and conditions for the sale and purchase of said Model 412EP helicopters and associated training.

2. SCOPE

- A. The primary mission of the Model 412EP helicopter will be to perform multi-mission, search and rescue type operations in Miami-Dade and neighboring counties.
- B. Bell offers to sell two (2) Bell Model 412EP helicopters in the configuration specified by Miami-Dade.
- C. Bell will deliver to Miami-Dade two (2) Bell Model 412EP helicopters in the configuration specified by Miami-Dade in October 2004, and October 2005 after the receipt of a signed contract and the deposit amount specified in the contract.

3. SCHEDULE

It is the intent of the Parties to proceed expeditiously to conclude contract negotiations and execute a definitive contract for one (1) Bell Model 412EP helicopter prior to 9 August 2004, and for one (1) Bell Model 412EP helicopter prior to 29 October 2005.

4. AGREEMENT DURATION AND TERMINATION

Unless terminated earlier, this LOI shall expire six (6) months from the date hereof. This LOI will be extended thereafter only by a written agreement by the Parties. Any Party may also terminate this LOI at any time by notifying the other Party in writing. Upon termination of this LOI, each Party thereto shall return to the other Party any proprietary information disclosed hereunder.

5. NOTICE

All notices under this LOI shall be in writing and sent by facsimile with confirmation sent by courier requiring acknowledgment of receipt by the respective Parties as follows:

For Miami Dade Fire Rescue:

Miami-Dade County
Director of Procurement
111 NW 1st Street, Suite 1300
Miami, Florida 33128

For Bell:

Bell Helicopter Textron Inc.
P. O. Box 482
Forth Worth, Texas 76101
Fax: (817) 278-8490
Attention: Richard Lefrancois
Regional Account Manager

6. RESTRICTIONS

- A. This LOI is subject to all United States laws and regulations relating to exports and to all administrative acts of the US Government pursuant to such laws and regulations.
- B. The Parties shall share such information between them as they deem to be mutually beneficial in carrying out the purpose of this LOI; provided, however, any confidential or proprietary information shall be marked "Confidential" and shall be held in confidence by the receiving party and shall not be used by such party except for the purpose specified herein.

