



Tooele County Council Agenda Item Summary

Department Making Request:

Sheriff's Office

Meeting Date:

March 1, 2022

Mark Options That Apply:

Grant
1 time

Contract
1 yr. or less

Purchase

Exp date: _____

Grant
With County Match

Contract
More than 1 yr.

Exp date: _____

Budget Impact:

In Budget

Over Budget

Requested Amount: \$ 333,346.00

Item Title: Sheriff's Office Armored Vehicle

Please answer the who? what? when? why?

We posted a Request for Proposal on both the Utah State Purchasing Website, and our Tooele County webpage. We received proposals from two companies:

Lenco - who proposed an offer to build us a vehicle

Terradyne - they proposed two different options. A vehicle that they already had built, as well as an option to build for us.

After having a knowledgeable committee review the proposals, we would like to award the RFP for our Armored Vehicle to Lenco. They are able to build us the vehicle we need, meet all of our specs, as well as have extensive experience in providing quality armored vehicles to other agencies. However, they are not within our pre-approved budget of \$286,150.00. Their proposal came in at \$333,346.00 which is a \$47,796.00 difference.

Thank you.

List who needs copies when approved: Auditors Office - A. Wimmer



Protecting Our Nation's Defenders™

10 Betnr Industrial Drive – Pittsfield, MA 01201
PH (413) 443-7359 – FAX (413) 445-7865

Quotation: 21776C

Customer Code: TOLUT
Quotation Date: 2/4/2022
Lenco Tax ID#: 04-2719777
Repeat Customer: Yes No

Bill To
Tooele County
47 South Main St.
Tooele, UT 84074

Ship To
Tooele County
47 South Main St.
Tooele, UT 84074

Payment Terms Net 30 Days	Shipping Terms FOB: Destination	Ship Via Common Carrier
Estimated Completion 8 Months ARO (Est.)	Inhouse Contact Dan Besemer	Inspection & Acceptance At Lenco's Facility in Pittsfield, MA

Item:	Product #	Qty	Unit Price	Extension
Lenco BearCat	BC55003	1	\$ 200,704.00	\$ 200,704.00
Paint Color: Lusterless Black	18-342			
LED Lights: Red & Blue				
Options:				
Diesel Engine, 6.7L Turbo	BCDLEN	1	\$ 8,859.00	\$ 8,859.00
4-Door Configuration	BC4DR	1	\$ 7,858.00	\$ 7,858.00
BearCat G3 4-Wheel Off-Road Upgrade Pkg w/Run-Flats	BC3WOFFRD	1	\$ 34,958.00	\$ 34,958.00
Armored Oil Pan Guard	BCAOPG	1	\$ 1,936.00	\$ 1,936.00
Electric Power Mirrors	BCMIR	1	\$ 1,508.00	\$ 1,508.00
Hydraulic Front Mounted Receiver with Ram Post and Plate	BCHYDRAM	1	\$ 12,479.00	\$ 12,479.00
Back up Camera System with Monitor	BCBU	1	\$ 2,297.00	\$ 2,297.00
Rear A/C - Heating System: High Capacity Upgrade	BCHACUP	1	\$ 7,182.00	\$ 7,182.00
Roof Mounted Remote Control Spot Light - LED	BCSLLED	4	\$ 1,404.00	\$ 5,616.00
Integrated Side Area Lights: (8): 2 Red / 2 Blue / 4 White	BCSAL	1	\$ 2,034.00	\$ 2,034.00
Whelen Liberty LED Light Bar (Installed)	BCLED	1	\$ 3,216.00	\$ 3,216.00
Intercom System; Inside to Outside	BCINT	1	\$ 2,871.00	\$ 2,871.00
Radio Prep Package, (1) Max (2)	BCINSRA	1	\$ 502.00	\$ 502.00
Draco Prep Package	BCDRACOPREP	1	\$ 1,896.00	\$ 1,896.00
Color & Thermal Camera w/Controller, Front and Rear Monitors	BCTI	1	\$ 31,585.00	\$ 31,585.00
4-Channel DVR 160 GR	BC4CHDVR	1	\$ 1,750.00	\$ 1,750.00
Electric Power Winch / Synthetic Rope; Modular with Winch Basket	BCWNCHTMP	1	\$ 6,095.00	\$ 6,095.00
BearCat (Configuration Subtotal)		1	\$ 333,346.00	\$ 333,346.00
Discount	TID	1	\$ (10,000.00)	\$ (10,000.00)

Notes: Passenger side front spotlight to be fender mounted.	Subtotal	\$ 323,346.00
	Shipping	\$ 10,600.00
	Tax	\$ -
	Total Order	\$ 333,946.00

WARNING: Information Subject to Export Control Laws
The written approval of the Directorate of US Defense Trade Controls and Lenco Industries, Inc. must be obtained before reselling, transferring, transshipping or disposing of a defense article to any end user, end use or destination other than as stated on this Lenco quote or the shipper's export declaration in cases where an exemption is claimed under this subchapter ITAR 123.9(A).

Acceptance of this quotation or entering into a purchase agreement with Lenco, the purchaser agrees to Lenco's full Terms and Conditions of Sale, available upon request. This quote will be valid for 90 days.

ACCEPTANCE OF PROPOSAL - APPROVED AS TO FORM:

Authorized Signature: Sam A. Winchester
Please Sign and Return

Authorized Signature: Daniel Besemer
Daniel Besemer

Colin R. Winchester 03/16/2022
Colin R. Winchester
Deputy Tooele County Attorney

Thank You
Page 1 of 1

Cover Letter



Shown: Lenco BearCats and Lenco BEAR

**This document and its entire contents are FOUO and may not be disseminated to the public or to our competitors.
All Contents are: PROPRIETARY.**

Business Entity

**Lenco Armored Vehicles LLC,
Address and contact information, including the below:
10 BETNR Industrial Dr. Pittsfield, MA 01201**

General Background

Lenco Armored Vehicles is the leading supplier of commercial armored tactical vehicles in the U.S. having developed the first purpose built armored SWAT truck, the Lenco BEAR in 1999 and then in 2001 the very popular Lenco BearCat.

Interest In Project

Thank you for the opportunity to offer you a new 4WD Lenco BearCat G3 to meet your requirements for a new Armored Police Vehicle. Lenco is very excited to work with the County of Tooele, as we have with numerous other agencies in Utah. It is our goal to sell every U.S. SWAT team a Lenco tactical vehicle.

Addendums

Score Sheet (as of 28Jan2022).xls



Protecting Our Nation's Defenders™

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LED Lights: Red & Blue				
Options:				
Diesel Engine, 6.7L Turbo	BCDLEN	1	\$	
4-Door Configuration	BC4DR	1	\$	
BearCat G3 4-Wheel Off-Road Upgrade Pkg w/Run-Flats	BC3WOFFRD	1	\$	
Armored Oil Pan Guard	BCAOPG	1	\$	
Electric Power Mirrors	BCMIR	1	\$	
Hydraulic Front Mounted Receiver with Ram Post and Plate	BCHYDRAM	1	\$	
Back up Camera System with Monitor	BCBU	1	\$	
Rear A/C - Heating System: High Capacity Upgrade	BCHACUP	1	\$	
Roof Mounted Remote Control Spot Light - LED	BCSLLED	4	\$	
Integrated Side Area Lights: (8): 2 Red / 2 Blue / 4 White	BCSAL	1	\$	
Whelen Liberty LED Light Bar (Installed)	BCLED	1	\$	
Intercom System; Inside to Outside	BCINT	1	\$	
Radio Prep Package, (1) Max (2)	BCINSRA	1	\$	
Draco Prep Package	BCDRACOPREP	1	\$	
Color & Thermal Camera w/Controller, Front and Rear Monitors	BCTI	1	\$	
4-Channel DVR 160 GR	BC4CHDVR	1	\$	
Electric Power Winch / Synthetic Rope; Modular with Winch Basket	BCWNRMP	1	\$	
BearCat (Configuration Subtotal)		1	\$	
Discount	TID	1	\$	

Notes:
Passenger side front spotlight to be fender mounted.

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Acceptance of this quotation or entering into a purchase agreement with Lenco, the purchaser agrees to Lenco's full Terms and Conditions of Sale, available upon request. This quote will be valid for 90 days.

ACCEPTANCE OF PROPOSAL –

Authorized Signature: _____
 Authorized Signature: Daniel Besemer
 Please Sign and Return Daniel Besemer

APPROVED AS TO FORM:

Colin R. Winchester 02/28/2022

Colin R. Winchester
Deputy Tooele County Attorney

Attachment A

NON-COLLUSION AFFIDAVIT TO BE EXECUTED BY BIDDER AND
SUBMITTED WITH BID

Rob Weisberger, being first duly sworn, deposes and says that he or she is Contract Admin Specialist of Lenco Industries, Inc., the party making the foregoing bid. The bidder, offeror, or contractor represents that it has not: 1) provided an illegal gift or payoff to a Tooele County officer or employee or former Tooele County officer or employee, or his or her relative or business entity; 2) retained any person to solicit or secure this contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, other than as exempted in the County conflict of interest ordinance; or 3) knowingly influenced (and hereby promises that it will not knowingly influence) a Tooele County officer or employee or former Tooele County officer or employee to breach any of the ethical standards set forth in the county conflict of interest ordinance, title 1, chapter 11 of the Tooele County code.

Responsible Managing Officer Rob Weisberger
Title Contracting & Sales Administrative Specialist
Organization Lenco Industries, Inc. (d.b.a Lenco Armored Vehicles)
Address 10 Betnr Industrial Dr., Pittsfield, MA 01201

STATE OF Massachusetts
COUNTY OF Beckshire :SS

On this 4th day of February, 2021, personally appeared before me, Rob Weisberger, who being by me duly sworn did say that he or she is the Contracting & Sales Admin Specialist of Lenco Armored Vehicles, and that the foregoing instrument was signed in behalf of said entity by proper authority, and he or she acknowledged to me that said entity executed the same.

Lea Jane Bartini
NOTARY PUBLIC





REQUEST FOR PROPOSALS

PROJECT:

Sheriff's Office Armored Vehicle

PREPARED FOR:

TOOELE COUNTY
47 SOUTH MAIN STREET
TOOELE, UTAH 84074

January 2022

INTRODUCTION:

The Tooele County Sheriff's Office invites proposals for the acquisition of an armored rescue vehicle for the Sheriff's Office and Tooele Metro SWAT Team. This vehicle must meet the needs of a large, mostly rural county as well as provide aid to neighboring jurisdictions in and out of the County.

SCOPE OF WORK:

Any proposals must meet the following criteria:

I. Mandatory Vehicle Requirements:

Built on Ford F550 or comparable chassis

4-doors with rear double door

Diesel Engine with block heater

4-wheel drive with limited slip or locker in rear end

Backup camera

Armored oil pan guard

Electric mirrors

12-14 inches of minimum ground clearance. (Not to exceed 18 inches)

Off road package

Run flat tires

10-12 personnel seating

Welded side rails/ foot platforms

One hand moveable turret

Minimum of 3 gunports each side (driver, passenger)

2 gunports rear doors

Hydraulic front ram

Armored engine compartment including battery area

Minimum .50 caliber multi-hit armor (STANAG IV)

FLIR capability

Winch

Heavy Duty heating and air conditioning

Spotlights – (2 front and 2 rear, remote controlled)

Police lighting package to include lightbar, side lighting (red/blue)

Intercom inside/outside

P/A system

Radio prep package

Camera with recording capability

Option for future addition of remote gas deployment capability

NOTICE

The Tooele County Sheriff's Office will entertain offers on any currently built Armored platforms that can be reasonably modified to meet the above specifications and capabilities.

II. Financial Requirements:

All proposals must include a complete budget, detailing the following factors:

Cost of base platform

Cost of each special item requested, (i.e. FLIR, RAM, CAMERA, etc)

Build timeline

III. Qualifications:

State how long you have been manufacturing armored vehicles and how many you sell to Law Enforcement/ Federal Government each year.

Please include 3 law enforcement references who currently operate your armored platform. (Include which model each agency operates).

IV. Schedule:

We realize due to supply constraints that build time will fluctuate. Latest delivery is desirable before the end of calendar year 2022.

V. Timeline for RFP Process: (times are MDT)

Event / Action	Date
Advertise RFP	Wednesday, January 19, 2022
Questions Due	Friday, January 28, 2022 @ 4PM
County's Response to Questions	Friday, February 4, 2022 @ 4PM
Deadline for Submission of Proposals	Wednesday, February 9 @ 5PM

PROPOSAL CONTENTS:

Proposals submitted for this project shall address all requested information and specifications described above including brand names of hardware used for specialty items (FLIR, camera, PA, etc). Firms are encouraged to keep the proposals brief and to the point, while still sufficiently detailed to allow for a fair evaluation. Proposals must include the following:

A) Cover Letter (1 page maximum)

The cover letter shall describe the offeror's business entity (corporation, LLC, partnership, sole proprietorship, etc.), and include: a statement of the offeror's general background, a discussion of the offeror's interest in the project, and the acknowledgement of receipt for any addendums.

B) Project Team

Identify project personnel and define their respective roles.

C) Substantive Content

Describe the offeror's abilities to meet or exceed the qualifications set forth in items I, II, III, and IV above.

D) Project Cost (Separately)

Pursuant to Utah Code Annotated (UCA) § 63G-6a-707(7), the cost proposal will be evaluated independently from the technical proposal; and as such, **must** be submitted separately from the technical proposal. Offerors must not include costs or pricing data in their responses to the Mandatory Minimum Requirements and the Technical Response.

Offeror must include on a separate document a complete budget. If an offeror fails to include a complete budget, then its proposal will be considered non-responsive, and the proposal will be rejected.

E) Signature

The proposal shall be signed by a representative authorized to bind the team and shall expressly state the proposal is valid until the County Council awards the contract. By signing the cover letter and submitting a proposal, the proposer covenants that the proposer is fully qualified to provide the required services, and that the submitted information is true and accurate and may be relied upon in evaluating the proposal.

F) Non-Collusion Affidavit (Attachment A)

The attached Non-Collusion Affidavit must be completed and returned with proposal.

PROPOSAL SUBMISSION:

Three, individually sealed, copies of the proposal must be received by the due date for submittal: February 9, 2022 at 5PM.

Submittals must be addressed and sent to

**Tooele County Administration Building
c/o Aspen Wimmer
47 South Main Street
Tooele, UT 84074**

Questions must be submitted via email to Aspen Wimmer at: aspen.wimmer@tooeleco.org and are due no later than January 28, 2022 at 4PM.

Proposal shall be submitted in a sealed envelope. The outside lower right-hand corner of the envelope shall be marked:

Sealed Proposal of (Firm Name)
Tooele County Sheriff's Office Armored Vehicle Proposal
Tooele County Administration Building
47 South Main Street. Tooele, Utah 84074

Submissions, modifications or corrections received after the closing time on February 9, 2022 will be considered late and will not be opened.

If only one submission is received, County may either make an award or, if time permits, resolicit submissions for the purpose of obtaining additional submissions.

Tooele County shall not be obligated to respond to any proposal submitted, nor shall it be legally bound in any manner whatsoever by the receipt of a proposal.

Tooele County reserves the right to extend or cancel all scheduled proposal due dates. Notice of such extensions or cancellations shall be sent via addendum to this RFP.

PROPOSAL REVIEWAL:

Proposals will be reviewed by a selection committee consisting of at least three persons.

Proposals will be scored as follows:

Technical Criteria:	Possible Points:
<i>Capabilities</i>	40
<i>Build Time</i>	20
<i>Cost</i>	20
<i>Support/ warranty</i>	20
Total:	100

The County may then enter contract negotiations with the proposer who, in the sole discretion of the selection committee, is determined to have submitted the proposal with the highest score and the most responsive and responsible proposal that meets all the RFP's requirements.

Technical criteria will be rated as follows:

Capabilities: This will be based off above requirements and additional unique capabilities proprietary or otherwise, based on manufacturer.

Build Time: Reasonable timeline to build a new platform to required specs.

Cost: This is self-explanatory, points will be awarded based on the most cost efficient and capable platform that can be provided for taxpayer dollars that meets the needs described above. The offeror with the most cost efficient offer will receive 100% of the price points. All other offerors will receive a portion of the total cost points based on what percentage less cost efficient their price is.

Support/ Warranty: These points are based on manufacturer's ability to provide technical support of subsystems. This would be above and beyond the basic vehicle warranty. This would for instance be based on the FLIR or camera system or speakers not working or some other electrical or other issue that is outside normal operator troubleshooting capability.

PROPOSAL REJECTION:

Tooele County reserves the right to reject all proposals deemed unqualified, unsatisfactory, or inappropriate, to waive defects or informalities, and to offer a contract with any firm in response to this RFP. This RFP does not constitute any form of offer to contract. Tooele County will not pay any costs incurred by the proposer in preparing or submitting the proposal.

PROPOSAL ACCEPTANCE:

Tooele County reserves the right to award a contract based on a proposal submitted or to further negotiate with proposer.

By submission of a proposal, proposer agrees to be legally bound, thereby if its proposal is accepted.

Contracts arising out of proposals submitted hereunder (including any negotiations that follow) shall not be binding on Tooele County, its officers, employees, or agents unless and until formally approved and duly executed by the Tooele County Manager or Council.