

2011 JAN 13 PM 1:10

CITY OF OAKLAND
AGENDA REPORT

TO: Office of the City Administrator
ATTN: Dan Lindheim
FROM: Gerald A. Simon, Fire Chief
DATE: January 25, 2011

RE: **A Report and Resolution Authorizing the City Administrator or his Designee to:**
1) Dispense With Advertising and Bidding and Authorize a Limited Request for Proposal Process, and 2) Award a Contract to Fireblast 451, Inc. for the Purchase and Installation of a Live Fire Simulator Training Unit, and Training, Equipment, Supplies and Maintenance Associated With Implementation of the Live Fire Training Program in an Amount Not to Exceed Three Hundred Sixty Eight Thousand, Five Hundred Four Dollars (\$368,504)

SUMMARY

A resolution has been prepared requesting that the City Council authorize the City Administrator to 1) dispense with advertising and bidding and award to the lowest bidder and authorize a request for pricing and proposal process for selection of the vendor, and 2) award a contract to Fireblast 451, Inc. for the purchase and installation of a Live Fire Simulator Training Unit in an amount not to exceed \$368, 504.

This project allows the Oakland Fire Department (OFD) to incorporate an essential live fire training component to its aggressive fire training program, which provides training for all OFD emergency response personnel, and also offers a high quality program and facility to neighboring jurisdictions.

FISCAL IMPACT

There is no impact to the General Fund. City Council approved Resolution 80831 C.M.S. on September 18, 2007, which authorized the City Administrator to apply for, accept and appropriate grant funds to be used for the enhancement and upgrade of the Oakland Fire Department's Training Division. OFD was subsequently awarded a grant from FEMA and the Department of Homeland Security in the amount of \$300,000, with matching costs of \$75,000.

The grant funds will be deposited to Fund 2124 Federal Emergency Agency (FEMA), Organization 20611 Education and Training, Account 46130 FEMA Revenue, Project G404810, Assistance to Firefighters Grant, Program PS27, Fire Department Safety, Education and Training. The matching requirement in the amount of \$73,700.74 will be funded by the California Joint Apprenticeship Committee, with additional costs, if any, funded from the approved 2010-2011 Fire Department Training budget.

BACKGROUND

The Assistance to Firefighter's Grant provides one-year grants to fire departments in order to enhance their abilities with respect to fire and fire-related hazards. The primary goal is to provide assistance to meet fire departments' firefighting and emergency response needs.

Staff conducted extensive market research and determined that there are only a few vendors who manufacture live fire simulators. Two vendors in this field, Fireblast 451, Inc. (Fireblast) and L.N. Cutis & Sons (Cutis), were willing to provide the City the opportunity to review and test vendor products which could potentially meet the Fire Department's specifications. Staff requested product pricing and proposals from each and received a proposal from Fireblast in the amount of \$368,503.72 and Cutis in the amount of \$381,462.79. Based on the testing, proposals and pricing, Oakland Fire Department subject matter experts determined that Fireblast best meets the City's specifications and needs of the Oakland Fire Department in the most cost efficient manner. This meets the requirements of the 2009 Assistance to Firefighters Grant For Enhancements to the City of Oakland Fire Department's Live Fire Training Program.

KEY ISSUES AND IMPACTS

The review criteria for selection of a live fire simulator training unit included: 1) ability of vendor to provide maintenance and service; 2) ability of module to address regional training goals; 3) degree of realistic simulation; 4) user-friendliness of software; and 5) ability to train multiple staff simultaneously. In reviewing the proposals and testing the products, OFD staff concluded that while both companies have similar standard features, Fireblast 451, Inc. submitted the lowest responsible and responsive bid. The Fireblast simulator training unit offered a more comprehensive purchasing packet, including extensive operator training and a five-year maintenance program. The Cutis proposal did not offer the extensive operator training module and did not provide ongoing company maintenance.

Oakland Municipal Code Section 2.04.050.1.5 authorizes the City Council to dispense with the City's standard advertising, bidding and lowest-bid award process upon a finding that it is in the best interests of the City to do so. In light of the Oakland Fire Department's extensive research and testing, it is highly unlikely that the City's standard advertising and bid process, which would involve significant expenditures, staff time and delay, will render better products or pricing. Therefore, it would be in the best interests of the City for the City Council to waive the City's standard advertising, bidding and lowest-bid award process and authorize the request for proposal process for selection of the vendor for this purchase.

PROJECT DESCRIPTION

The proposed equipment allows firefighters to practice critical tactical skills for fighting structure fires that are essential to their safety and their ability to protect the life and property of others. The live fire simulator is a mobile, propane-fired, two-story structural trainer that consists of a smoke machine and delivery system, an onboard generator and propane supply, emergency shutdowns and assorted burn props to create a realistic fire setting. The live fire training unit utilizes an environmentally safe fuel and allows for complete mobility and is very easy to use and set up. The trainer has two door entrances, two windows, multiple burn props, and is equipped with a ventilation/cutting unit to give practical experience in performing vertical ventilation. The unit will be housed at the OFD Training Division and used as part of the mandated training received by firefighters each year. The objectives for the proposed grant funded program include:

- Provide live fire training safely to all firefighters
- Provide practical and live fire experience for each firefighter in the use and response of a rapid intervention team (RIT) in a live fire scenario
- Effectively utilize an incident command system in a live fire scenario
- Provide vertical and horizontal ventilation training to firefighters
- Provide practical experience in the application of a confined space rescue
- Provide a self-contained breathing apparatus (SCBA) confidence course for all firefighters twice a year
- Provide and assist area Fire Departments with practical live fire training
- Provide an avenue for area Fire Departments to train together on live fire training as if performing on a mutual aid request.

SUSTAINABLE OPPORTUNITIES

Economic: Improved firefighter safety training significantly reduces the risk of injuries and death to firefighters and the Oakland community.

Environmental: There are no environmental issues associated with this report.

Social Equity: There are no social equity issues associated with this report.

DISABILITY AND SENIOR CITIZEN ACCESS

All work performed under approved agreements will be in compliance with ADA laws.

RECOMMENDATION AND RATIONALE

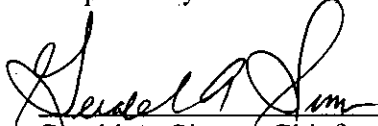
The proposed purchase meets the requirements of the 2009 Assistance to Firefighters Grant For Enhancements to the City of Oakland Fire Department's Live Fire Training Program. The ability to receive "hands-on" training gives firefighters the knowledge and actual practice that increases their confidence and effectiveness when responding to structure fires and significantly reduces the likelihood of injury or death associated with such responses.

The Fire Department requested and received pricing and proposals for a Live Fire Training Simulator from Fireblast 451, Inc. (Fireblast) in the amount of \$368,503.72 and L.N. Cutis & Sons in the amount of \$381,462.79. The Oakland Fire Department subject matter experts determined that the pricing and proposal from Fireblast bests meets the needs of the Oakland Fire Department in the most cost efficient manner and recommends that the products and services be purchased from this vendor.

ACTION REQUESTED OF THE CITY COUNCIL

Staff requests that the City Council approve the resolution authorizing the City Administrator or his designee to 1) dispense with advertising and bidding and award to the lowest bidder and authorize a request for pricing and proposal process for selection of the vendor, and 2) award a contract to Fireblast 451, Inc. for the purchase and installation of a Live Fire Simulator Training Unit in an amount not to exceed \$368, 504.

Respectfully submitted,

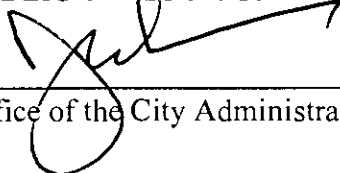


Gerald A. Simon, Chief
Oakland Fire Department

Reviewed by:
Anne Campbell Washington, Chief of Staff

Prepared by:
James A. Williams, Deputy Chief
Oakland Fire Department

APPROVED AND FORWARDED TO THE
PUBLIC SAFETY COMMITTEE:


Office of the City Administrator

Item: _____
Public Safety Committee
January 25, 2011

FILED
OFFICE OF THE CITY CLERK
OAKLAND


City Attorney

2011 JAN 13 PM 1:10

OAKLAND CITY COUNCIL

RESOLUTION No. _____ C.M.S.

RESOLUTION AUTHORIZING THE CITY ADMINISTRATOR OR HIS DESIGNEE TO 1) DISPENSE WITH ADVERTISING AND BIDDING AND AUTHORIZE A LIMITED REQUEST FOR PROPOSAL PROCESS, AND 2) AWARD A CONTRACT TO FIREBLAST 451, INC. FOR THE PURCHASE AND INSTALLATION OF A LIVE FIRE SIMULATOR, AND TRAINING, EQUIPMENT, SUPPLIES AND MAINTENANCE ASSOCIATED WITH IMPLEMENTATION OF THE LIVE FIRE TRAINING PROGRAM IN AN AMOUNT NOT TO EXCEED THREE HUNDRED SIXTY EIGHT THOUSAND, FIVE HUNDRED FOUR DOLLARS (\$368,504)

WHEREAS, Resolution 80831 C.M.S authorized the City Administrator to apply for, accept and appropriate grant funds to upgrade and enhance the Oakland Fire Department Training Division and programs; and

WHEREAS, Oakland Fire Department staff submitted a competitive grant application and was awarded a grant for the purchase of a live fire simulator to improve its live fire training program under the Department of Homeland Security 2009 Assistance to Firefighters Grant Program in the amount of \$375,000.00; and

WHEREAS, the Department of Homeland Security Assistance to Firefighters Grant Program will award 80% of the cost of the live fire simulator (\$294,802.98), which will be appropriated to Fund 2124 Federal Emergency Agency, Organization 20611 Education and Training, account 57511 Furniture and Equipment, Project G404810 Assistance to Firefighters Grant, Program PS27 Fire Department Safety, Education and Training and the 20% matching requirement in the amount of \$73,700.74 will be funded by the California Joint Apprenticeship Committee, with additional costs, if any, funded from the approved 2010-2011 Fire Department Training budget; and

WHEREAS, Oakland Municipal Code Section 2.04.050.1.5 authorizes the City Council to dispense with the City's standard advertising and bidding process upon a finding that it is in the best interests of the City; and

WHEREAS, there are few vendors who manufacture live fire simulators and Oakland Fire Department staff had the opportunity to review and test vendor products which could potentially meet OFD specifications for this type of product; and

WHEREAS, in light of the Oakland Fire Department's extensive research and testing, it is highly unlikely that the City's standard advertising and bid process, which would involve significant expenditures, staff time and delay, will render better products or pricing; and

WHEREAS, the Oakland Fire Department staff solicited and received bids from two vendors it determined could potentially meet their specifications and determined that the pricing and proposal submitted by Fireblast 451, Inc. best meets the City's specifications and needs of the Oakland Fire Department in the most cost efficient manner; and

WHEREAS, the proposed purchase meets the requirements of the 2009 Assistance To Firefighters Grant For Enhancements to the City Of Oakland Fire Department's Live Fire Training Program; now, therefore be it

RESOLVED: That pursuant to Oakland Municipal Code Title 2, Chapter 2.04, Section 2.04.050.1.5 and for the reasons set forth above and in the City Administrator's report accompanying this item, the City Council finds and determines that it is in the best interests of the City to dispense with advertising, bidding and the lowest-bid award process and authorize the limited request for proposals process used to select the vendor to supply a live fire simulator and training program and equipment to the Oakland Fire Department; and be it

FURTHER RESOLVED: That the contract for the purchase and installation of a live fire simulator, and training, equipment, supplies and maintenance associated with implementation of the live fire training program is hereby awarded to Fireblast 451, Inc. in an amount not to exceed three hundred sixty eight thousand, five hundred four dollars (\$368,504); and be it

FURTHER RESOLVED: That this purchase meets the requirements of the 2009 Assistance to Firefighters Grant for enhancements to the City of Oakland Fire Department Live Fire Training Program; and be it

FURTHER RESOLVED: That the City Council hereby authorizes the City Administrator, as an agent of the City, or his designee, to complete all required negotiations, certifications, assurances, and documentation required to purchase and implement a live fire simulator, including training, equipment, supplies and maintenance for the Oakland Fire Department Training Division; and be it

FURTHER RESOLVED: That said agreement shall be approved as to form and legality by the Office of the City Attorney and placed on file in the Office of the City Clerk.

IN COUNCIL, OAKLAND, CALIFORNIA, _____, 20_____

PASSED BY THE FOLLOWING VOTE:

AYES - BROOKS, BRUNNER, DE LA FUENTE, KAPLAN, KERNIGHAN, NADEL, QUAN, SCHAAF, and PRESIDENT REID

NOES -

ABSENT -

ABSTENTION -

ATTEST: _____
LaTonda Simmons
City Clerk and Clerk of the Council
of the City of Oakland, California