

**Lee County Board Of County Commissioners  
Agenda Item Summary**

**Blue Sheet No. 20060136**

**1. ACTION REQUESTED/PURPOSE:** Approve Bid Waiver # W-060247 to waive the formal quotation procedure, and allow Public Safety to purchase the Search Cam Entry Link System and accessories, from Search Systems Inc. at a total price of \$71,260. This equipment is being purchased by Lee County Public Safety for use by the Fort Myers Fire Department, through a grant from the State of Florida Department of Community Affairs. This grant is part of the federal funding from the Office for Domestic Preparedness and Homeland Security. A waiver has been requested because Search Systems Inc. is both the sole distributor and manufacturer of this equipment. Also this equipment must match the Fort Myers Fire Department's previously purchased Search Systems Inc.'s equipment.

**2. WHAT ACTION ACCOMPLISHES:** Allows the Fort Myers Fire Department to respond to hazardous material calls or acts of terrorism as part of the homeland security program.

**3. MANAGEMENT RECOMMENDATION:** Approve as stated.

**4. Departmental Category:** 7 **A7A** **5. Meeting Date:** 02-21-2006

<b>6. Agenda:</b> <input type="checkbox"/> Consent <input checked="" type="checkbox"/> <b>Administrative</b> <input type="checkbox"/> Appeals <input type="checkbox"/> Public <input type="checkbox"/> Walk-On	<b>7. Requirement/Purpose: (specify)</b>		<b>8. Request Initiated:</b> Commissioner _____ Department _____ Division <u>Public Safety</u> By: <u>John Wilson, Director</u>
	Statute _____		
	Ordinance _____		
	<input checked="" type="checkbox"/> Admin. Code	AC-4-1	
	Other _____		

**9. Background:** On January 6, 2006, the Division of Purchasing received a request from Public Safety to waive the formal quotation procedure to allow for the purchase of the Search Cam Entry Link System and accessories, from Search Systems Inc.

Funds are available: 11081300100

- ATTACHMENTS:**
- (1) Justification for Waiver Purchase from Public Safety
  - (2) Search Systems Inc.'s Sole Source Letter
  - (3) Justification Letter from the Fort Myers Fire Department
  - (4) Search Systems Inc.'s Price Estimate

**10. Review for Scheduling:**

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services				County Manager/P.W. Director
					Analyst	Risk	Grants	Mgr.	
<i>2-7-06</i>	<i>2-7-06</i>				<i>2/7/06</i>	<i>2/7/06</i>	<i>2/7/06</i>	<i>2/7/06</i>	<i>HS 2/7/06</i>

**11. Commission Action:**

- Approved
- Deferred
- Denied
- Other

RECEIVED BY COUNTY ADMIN: *[Signature]*  
2-7-06  
3:20  
COUNTY ADMIN FORWARDED TO: *[Signature]*  
2/5/06  
3:20

Rec. by CoAtty  
Date: *2/7/06*  
Time: *2:30pm*  
Forwarded To: *[Signature]*  
*2/7/06 3:20pm*

# ATTACHMENT # 1

APPROVED: 7/9/02

## JUSTIFICATION FOR SOLE SOURCE AND/OR WAIVER PURCHASE

REQUISITION NUMBER \_\_\_\_\_

DATE FEBRUARY 1, 2006

DEPARTMENT PUBLIC SAFETY

BUSINESS UNIT 11081300100

SUGGESTED VENDOR

SEARCH SYSTEMS INC.

ITEM DESCRIPTION AND REASON FOR SOLE SOURCE AND/OR WAIVER:  
(MAY ALSO BE ATTACHED AS A MEMO)

SEARCHCAM HAND HELD CAMERA UNIT, COLOR CCD CAMERA; MICROPHONE, ILLUMINATION, LASER POINTER, TEMPERATURE SENSOR, MICROWAVE TRANSMITTER, ANTENNA/RECEIVER SYSTEM, CONTROL CONSOLE. SEARCH SYSTEMS INC., IS THE MANUFACTURER AND THE EXCLUSIVE DISTRIBUTOR OF SEARCHCAM PRODUCTS IN THE USA.

TECHNICAL CHARACTERISTICS:

SEE ATTACHED

REASON FOR REQUESTING SOLE SOURCE:

ITEM MUST MATCH EXISTING EQUIPMENT, WHICH IS:

SEARCHCAM FOR CONFINED SPACE, SNAKE EYE

ITEM IS A REPAIR PART FOR EXISTING EQUIPMENT, WHICH IS:

ITEM IS TO BE ATTACHED TO EXISTING ITEM, WHICH IS:

TECHNICAL CHARACTERISTICS OF REQUESTED ITEM ARE ESSENTIAL TO OUR NEEDS BECAUSE:

IT IS PART THE TYPE 2 TECHNICAL RESCUE TEAM CASH (THESE ARE ALL FIELD TESTED FOR THE HAZARDOUS TEAMS FOR THE STATE OF FLORIDA) . THE STATE HAS STANDARDIZED

DOMESTIC SECURITY EQUIPMENT ON A STATEWIDE BASIS. IT ENSURES COMPATIBILITY BETWEEN USAR TEAM AND HAZMAT TEAM.

(X) NO OTHER MANUFACTURER OF THIS TYPE OF PRODUCT EXISTS

( ) OTHER MANUFACTURERS OF THIS TYPE OF PRODUCT DO NOT MEET OUR MINIMUM REQUIREMENTS:

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

MANUFACTURER'S NAME: \_\_\_\_\_

REASON: \_\_\_\_\_

( ) OTHER \_\_\_\_\_

MUST PERFORM PRICE OR COST ANALYSIS OR ATTACH NEGOTIATED PRICE QUOTE FROM VENDOR; LETTER FROM MANUFACTURER STATING SOLE SOURCE.

A) PRICE ANALYSIS PERFORMED

BASED ON:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

B) COST ANALYSIS PERFORMED:

Revision Date:

BASED ON:

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Michael C. Bridge  
 SIGNATURE AND TITLE OF REQUESTER  
 Public Safety Deputy Director

I, Earl Pflaumer, AUTHORIZED BUYER,  
 CONCLUDE THE FOLLOWING:

SOLE SOURCE JUSTIFICATION IS ADEQUATE AND PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.

SOLE SOURCE JUSTIFICATION IS INADEQUATE AND REQUISITION IS RETURNED TO DEPARTMENT.

DUE TO TIME RESTRAINTS PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.

COMPETITIVE/NON-COMPETITIVE BID WAIVER APPROVED.

Earl Pflaumer  
 BUYER

Janet Sheehan d.b.o.  
 PURCHASING DIRECTOR

Revision Date:

Jan 24 06 11:47a

SEARCH SYSTEMS INC.

1 661 399 3284

p. 1



**SEARCH SYSTEMS**  
I N C O R P O R A T E D

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P. O. Box 80307, Bakersfield, CA 93380-0307 \* 800-722-2824 \* 661-588-6270 \* Fax 661-588-6274

January 24, 2006

**SUBJECT: SEARCHCAM® / DELSAR® Distribution**

To Whom It May Concern,

Search Systems, Incorporated, is the manufacturer and the exclusive distributor of **SEARCHCAM®** and **DELSAR®** products in the United States. We are the only source authorized to represent our products for tenders or bids in the United States and its Territories.

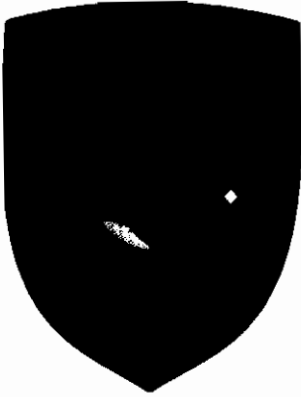
Search Systems has no knowledge of any manufacturer or distributor that offers products similar to the Searchcam or Delsar in design specifications or in functional capabilities.

Search Systems has no pricing contracts in the United States. The published retail price for our products is the price all customers pay.

Search Systems is classified as a "small business" and it is "female owned".

Very Truly Yours,

**Search Systems, Incorporated**  
**Larry Drake, Marketing Director**



## FORT MYERS FIRE RESCUE

2404 Dr. Martin Luther King Jr. Blvd. 33901

Ph: 239.334.6222 Fax: 239.334.1625

Richard T. Chappelle, Jr.  
Fire Chief

January 30, 2006

Reference: Search Cam Entry Link

Earl Pflaumer  
Purchasing Agent  
Lee County Purchasing Division  
P.O. Box 398  
Fort Myers, FL 33902


Dear Mr. Pflaumer:

The Special Operations Division of the Fort Myers Fire Department identified a need for down range live video feed while operating on hazardous materials calls. Our logistics officer arranged for a field test and evaluation of three models we felt met our requirements. Our evaluation revealed that only the Search Systems Inc., Search Cam Entry Link consistently performed to our expectations.

The quality of the video feed, range, and ease of set-up make the Search Cam Entry Link the only down range camera suitable for our use. The Entry Link is a wireless video camera that provides our incident commander the opportunity to view the scene at the same time as the recon team. As time is of the essence on many hazardous materials calls this tool will greatly enhance the abilities of all four Region 6 hazardous materials teams.

If I may be of any further assistance please contact me, 239.707.4942

Sincerely,

  
R.K. Jordan  
Assistant Chief

06 JAN 31 AM 09:29

# ATTACHMENT #4

01/17/2006 14:02 239-334-1625

FMFD ADMIN

PAGE 02

Jan 17 06 09:22a

SEARCH SYSTEMS INC.

1 661 399 3264

P.1



P. O. BOX 80307, BAKERSFIELD, CALIFORNIA, USA \* 800.722.2824 \* 661.588.6270 \* FAX 661.588.6274

## SEARCHCAM SYSTEM QUOTATION

<b>QUOTATIONS VALID FOR 30 DAYS</b> This quote supersedes all other information		<b>DATE:</b> 17-Jan-06		
<b>REFERENCE</b> Quote#060117		<b>COMPANY NAME:</b> Fort Myers FD		
		<b>CONTACT:</b> Randy Jordan 239-707-4942		
		<b>ADDRESS:</b> 2404 Dr. Martin Luther King Jr. Blvd		
		<b>CITY/STATE/ZIP:</b> Fort Myers, FL 33901		
		<b>COUNTRY:</b> USA		
		<b>FAX / E-MAIL:</b> 239-334-1625 jordan@cityfmymyers.com		
<b>SEARCHCAM</b>	<b>PART NUMBER</b>	<b>UNIT PRICE</b>	<b>QTY</b>	<b>EXTENSION</b>
EntryLink	SC-EL	\$ 14,995.00	4	\$ 59,980.00
<b>HAND HELD CAMERA UNIT</b> Color CCD Camera; Microphone, Illumination, Laser Pointer; Temperature Sensor, Microwave Transmitter <b>ANTENNA / RECEIVER SYSTEM</b> <b>CONTROL CONSOLE:</b> Input Selector; Signal Strength Meter <b>ANTENNA</b> <b>ANTENNA STAND</b>				
<b>ANTENNA EXTENSION CABLE/REEL</b>	<b>SC-EL-ECR</b>	<b>\$ 2,700.00</b>	<b>4</b>	<b>\$ 10,800.00</b>
LIVE CABLE REEL / 500' CABLE				
<b>MONITOR</b>	<b>SC-EL-MTR</b>	<b>\$ 870.00</b>	<b>0</b>	<b>\$ -</b>
JVC model 210SU				
<b>PAYMENT TERMS: NET 30</b> <b>DELIVERY TIME IS 90 DAYS FROM DATE OF ORDER ACCEPTANCE</b> <b>CARRIAGE / INSURANCE PAID (CIP) DESTINATION</b>				
<b>NOTE: SEARCH SYSTEMS, INC. is the manufacturer and the EXCLUSIVE DISTRIBUTOR of SEARCHCAM PRODUCTS in the U.S.A.</b>				
<b>SUBTOTAL</b>			1	\$ 70,780.00
<b>SHIPPING - UPS Ground Trac - Insured</b>			0	\$ 480.00
<b>OTHER</b>			0	\$ -
<b>GRAND TOTAL</b>				<b>\$ 71,260.00</b>

FEDERAL TAX ID #: 77-0442089

Richard Welkel III for Search Systems Inc.

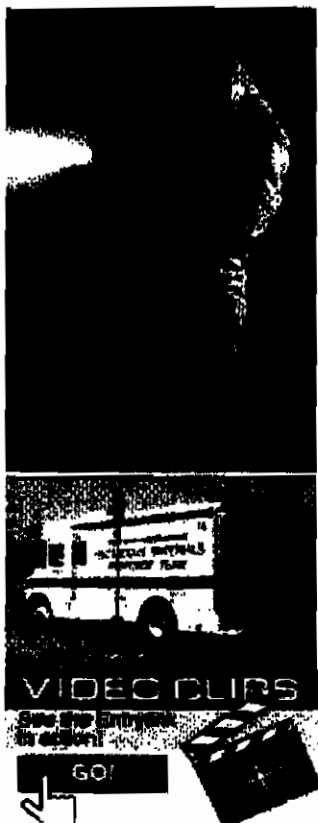


# Hazmat RESPONSE

# SEARCHCAM EntryLink™

Hazmat Wireless Video System

## Specifications



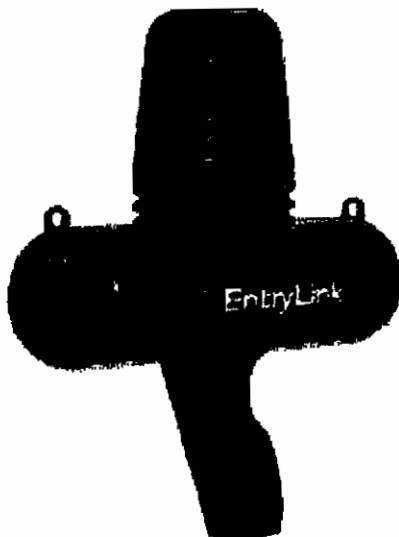
This full length video is approximately 14Mb in size. A broadband connection is recommended, dial up customers - be prepared for a considerable wait.

**Hazmat Entrylink PDF Download (915k)**  
 The above link requires Adobe Acrobat Reader to view. You can download it for free by clicking on the button below.



**SEARCH SYSTEMS, INC.**  
 P.O. Box 80307  
 Bakersfield, CA, USA 93380-0307  
 661/588-6270 - 800/722-2824  
 Fax: 661/588-6274

SEARCHCAM® is a Registered Trade Mark of Search Systems, Incorporated. Specifications



The Searchcam® EntryLink is a wireless video camera system that gives incident command personnel the ability to see and hear in real time what the Entry Team encounters in the Exclusion Zone. The EntryLink increases safety by allowing constant monitoring of the Entry Team's actions and provides a means to use technical experts from the safety of the Support Zone. The EntryLink reduces the number of entries required because technical experts can help provide solutions by viewing the video monitor. If additional entries are required, the Back-Up Team knows what to do because they have viewed the entry and have seen the problem. The EntryLink expedites the task and increases personnel safety.

### Features:

- Laser Pointer**  
 The laser pointer provides a common reference point for both the Entry Team and the Command Post to use.
- Color Camera**  
 The high resolution color video camera provides quality images over a wide lighting range. From a dark warehouse to the desert sunlight, the camera delivers quality images.
- Illumination**  
 The fully integrated dual level illumination system provides additional lighting for the camera. The high output cool white LED array provides light for the entry team too. No need to carry a hand light with the EntryLink.



The hand-held EntryLink system provides Incident Command personnel with high quality video images of the action.



Mount the EntryLink to a camera tripod and leave it behind in the Exclusion Zone to monitor the site.



In most cases, the IC can see better than the Entry Team because the EntryLink camera is not behind a fogged or multi-layer visor. Imagine reading placards or labels at the command post in real time. No more phonetic spelling of long chemical names over the radio.

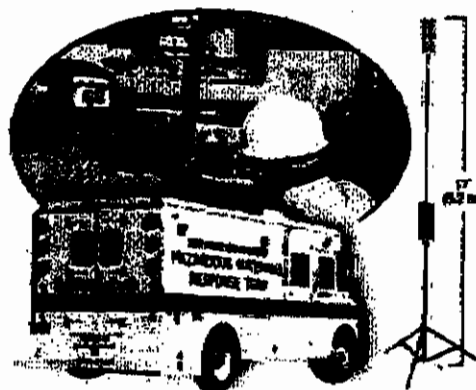


## Search Systems Incorporated: Technical Search &amp; Surveillance Equipment

Page 2 of 5

subject to change without prior notice.

- **Microphone**  
Sound captured from the Exclusion Zone by the integrated microphone is transmitted to the Command Post.
- **Ergonomic Grip**  
Hand held design keeps the EntryLink right in the action. A helmet mounted design would need to look through the fogged visor of the Level-A suit, decreasing visibility.
- **Entry Timer**  
The on-screen entry timer provides a running clock for each entry. This gives a visual reminder of time on air and serves as an entry event log.
- **Digital Compass**  
The on-screen digital compass shows the direction that the EntryLink is viewing. This feature aids in locating and logging objects viewed. It is also an important safety feature that enables tracking of the Entry Team's movements.
- **Wireless Transmitter**  
The transmitter provides a powerful signal to penetrate walls. The EntryLink transmitter is typically 100 times more powerful than non-licensed video transmitters. The specialized antenna is designed to stabilize the video signal and reduce multi-path affects often found in urban areas.
- **Air Temperature Sensor**  
This sensor displays the ambient air temperature on the video screen. This safety feature allows remote monitoring of thermal conditions around the Exclusion Zone.



#### Remote Viewing

Having the right person on scene who knows the facility is critical to the successful conclusion of a Hazmat incident. The problem is the site expert is usually unqualified to enter the Exclusion Zone. The EntryLink System solves this problem by providing a continuous real time video and audio link from the Exclusion Zone to the command post. With the EntryLink, the technical expert is always with the Entry Team via the video monitor. If a planned action fails, an alternate plan can be crafted immediately. This allows the incident to be completed in fewer entries, which saves time and reduces exposure to potential safety hazards. The Entrylink also allows the entire entry to be video taped at the

#### Protective Housing

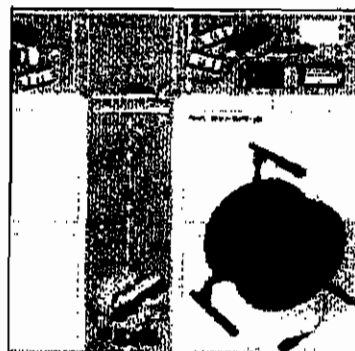
The machined aluminum housing is designed for durability. The housing is watertight for wet decon and tested to withstand a 2 meter drop. The EntryLink is a Non-Incendive device, meeting UL 1604 safety standard.



Camera housing is watertight for wet decon.



Single Button Control provides easy operation with gloved hand. Camera housing is watertight for wet decon.



#### Optional Antenna Extension Cable

The cable reel option allows the receiver antenna to be positioned up to 500' (152m) from the command post. The "live" reel allows extension or retraction of the cable under power. The cable reel allows the antenna to be placed around large multi-story structures to maintain line of site performance in urban environments. The antenna can also be moved to the openings of underground spaces like tunnels or basements to enhance reception in these difficult areas. (click for a larger image)



**Hazmat  
RESPONSE**

**SEARCHCAM  
EntryLink™**  
Hazmat Wireless Video System



**SEARCH SYSTEMS, INC.**  
P.O. Box 80307  
Bakersfield, CA, USA 93380-0307  
881/588-8270 • 800/722-2824  
Fax: 661/588-8274

SEARCHCAM® is a Registered  
Trade Mark of Search Systems,  
Incorporated. Specifications  
subject to change without prior  
notice.

### Specifications:

SEARCHCAM is designed and manufactured in the U.S.A. by Search Systems, Inc.  
SEARCHCAM is a registered trade mark of Search Systems, Inc.  
SPECIFICATIONS SUBJECT TO CHANGE WITHOUT PRIOR NOTICE

HANDHELD CAMERA UNIT	
CAMERA	Color 1/4" ccd, 5 lux, 330 lines, w/ auto iris and dsp control
MICROPHONE	Omni-electret, freq resp 150hz-10khz, dual ouput level
ILLUMINATION	32-element, cool white led array
LASER POINTER	680 nM, 3 mW output
TEMP. SENSOR	Resolution 1°F, Accuracy +/- 5%
TX. POWER	250 mW
TX. FREQ.	2462.5 MHZ OR 2472.5 MHZ (FCC license required)
TX. ANTENNA	Omni directional, circular polarization
MAX RANGE	40,000 Feet (line of sight and ideal conditions)
TYPICAL RANGE	10,000 Feet (in or around buildings)
BATTERY TYPE	NIMH
BATT RUN TIME	Lamp off: 7 hours Lamp on: 3 hours
CHARGE TIME	2.5 Hours
CHARGER PWR	12 VDC OR 110/220 VAC
DIMENSIONS	Weight: 4.9 LBS Size: 10.25"L X 12.825"H Diameter: 3.2"
ENVIRONMENTAL	Temp Max: 110°F Temp Min: 0°F Waterproof to 12" depth for wet decon Not designed to operate immersed
CONSTRUCTION	Main housing: Aluminum alloy Hand grip: Delrin Ant. dome: ABS
SAFETY CERT.	Non-incendive device, Class I, Division 2, A-D, UL 1604, UL 6500, CSA C22.2, 213-M1987
ANTENNA/RECEIVER SYSTEM	
CONTROL CONSOLE	Power on/off Rock lock selector Signal strength meter
	Input: Power 12 VDC or 110/220 VAC Signal from antenna
	Output: Video signal (BNC) Audio signal (BNC)
	Size: 5.5"W X 5.25"D X 2" H Weight: 21 oz
	Mounting options: Desktop

## Search Systems Incorporated: Technical Search &amp; Surveillance Equipment

Page 2 of 2

	Under cabinet
ANTENNA	<p>Power supplied from control console</p> <p>Reception angle: 80° Horizontal 20° Vertical</p> <p>Size: 7.75" W X 19" H X 3.75" D Weight: 7 lbs Environmental</p> <p>Raintight in operating position Operating Temp: 0-120° F</p> <p>Mounting options: Mobile telescoping stand Permanent vehicle or structure</p>
ANTENNA STAND	<p>Min height: 62" Max height: 174" Base area: 5' X 5' Stored size: 6" X 6" X 58" Weight: 17 lbs</p>
CABLE	<p>Standard cable length: 50 feet Optional cable ext reel: 500 feet</p>

▶ Previous Page

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Search Systems