



# City of Santa Fe, New Mexico



## SOLE SOURCE REQUEST AND DETERMINATION FORM

This sole source request form **must** be submitted to the City of Santa, Purchasing Division for authorization, determination and processing by the Chief Procurement Officer (CPO).

*Please ensure to complete this form in its entirety - (\*) must be completed.*

\*Date: July 31, 2020

\*Prepared By: Benjamin Valdez

\*Title: Deputy Chief of Police

\*Vendor Name: Northrop Grumman, Remotec, Inc.

\*Address: 353 JD Yarnell Industrial Parkway

\*City: Clinton

\*State: TN

\*Zip Code: 37716

**\*Description of Goods/Service to be procured:**

\*Estimated Cost: \$305,001.00

Term of Contract: (One (1) year from award)

**\*Sole Source Request Justification Questions 1-4.**

- 1. Explain the purpose/need of purchase. Ensure to include a thorough scope of work for the services, construction or items of tangible personal property (if this is an amendment request to an existing contract, attach current contract).**

The current Andros F6 robot that Santa Fe Police maintains has been in service with our Department since 2004. The robot provided to SFPD was not new, it was from the FBI supply and had been in service for a period of time. The Andros robot has had numerous manufacturing updates changing its model from the Andros F6 to a fully updated F6B. The Andros F6 Robot is no longer manufactured. Our Andros F6 is unable to undergo a system update to become an F6B.

As for maintenance to keep the robot operational, since 2014 the robot has been rebuilt (2) times without updates. The repairs included repairs to the mother board and motors. The total number of times the Andros F6 robot was re-built is (4) times since 2004.

Unfortunately since 2017, many of the parts for our current F6 are now unavailable. The F6 robot is our main working robot because of its capabilities and is a requirement to stay certified with the FBI. The robot is currently non-operational. The deployment of a police officer to examine and disable a hazardous device instead of a robot is not an option and is an extreme safety hazard to our personnel.



# City of Santa Fe, New Mexico



2. Provide a detailed explanation of the criteria developed and specified by the department as necessary to perform and/or fulfill the contract.

X

The contractor has affirmed sole source for the services, construction or items of tangible personal property (*Attach memo from vendor*). Provide documentation of due diligence for other possible vendors/contractors to provide the requested services/goods proved unsuccessful; or

X

Other: explanation of the reasons, qualifications, proprietary rights or unique capabilities (*unique and how this uniqueness is substantially related to the intended purpose of the contract*) of the prospective contractor that makes the prospective contractor *the one source* capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the “best” source or the “least costly” source. Those factors do not justify a “sole source.”) *Unique and how this uniqueness is substantially related to the intended purpose of the contract.*

REMOTEC is the sole manufacturer and distributor for the ANDROS line of hazardous duty robots including the VA1-J, Wolverine, FX, F6B, HDSEL and Titus robotic system and all related upgrades, radios, accessories, parts, refurbishment, service and training.

The ANDROS robots are in use by police departments, fire departments, first responders and organizations in 36 countries.

Some of these organizations include the U.S. military joint EOD forces, the Federal Bureau of Investigation and the U.S. Secret Service. The FBI utilizes Andros robots to train Law Enforcement personnel at their FBI Hazardous Devices School.

REMOTEC does not have any product dealers or resellers within the United States. All parts are sold and all maintenance is performed directly from REMOTEC’s facility located in Clinton, Tennessee.

3. Explain why other similar professional services, services, construction or item(s) of tangible personal property *cannot* meet the intended purpose of the contract.

The Andros robot meets the specific requirements of the Federal Bureau of Investigations (FBI) for “Bomb Response Robot Capabilities- General Service Bomb Response Robot”. Although there are many different types of remote operated robots available, they do not meet all the specific requirements outlined by the FBI.



# City of Santa Fe, New Mexico



**\*Approvals:**

Based on the above facts, the City of Santa Fe Purchasing Officer has made the determination that the justification for a Sole Source procurement is in accordance with the State Procurement Code, Section 13-1-126 Sole source procurement., NMSA 1978 and shall be posted for a 30-day period prior to award.

<u><i>Fran Dunaway 8/6/20</i></u>	<u>8/6/20</u>
Fran Dunaway (Aug 6, 2020 08:28 MDT)	
Fran Dunaway, CPO	Date
Purchasing Officer for the	
City of Santa Fe	

**Pursuant to the State Procurement Code, Section 13-1-126 Sole source procurement., NMSA 1978, the 30-day posting period of the Notice of Intent to Award this Sole Source request was met and no obligation to the award to the above referenced contractor were received. *This Sole Source determination will be valid for a period of one (1) year from the date of the award.***

_____	_____
Fran Dunaway, CPO	Date
Purchasing Officer for the	
City of Santa Fe	

**\*Required Attachments:**

- \*Letter from Contractor acknowledging they are the only source (on their business letterhead and signed by the head of business or financial operations),*
- \*Quote from sole source Contractor*
- \*Agenda Item to be presented to City Council if over \$60,000 for Professional Services and \$60,000 for Goods and Non-Professional Services*

***NORTHROP GRUMMAN***

Northrop Grumman Corporation  
Mission Systems

Remotec  
353 JD Yarnell Parkway  
Clinton, TN 37716

March 3, 2020

To Whom It May Concern,

REMOTEC is the sole manufacturer and distributor for the ANDROS line of hazardous duty robots including the VA1-J, Wolverine, FX, F6B, HDSEL and Titus robotic system and all related upgrades, radios, accessories, parts, refurbishment, service and training.

The ANDROS robots are in use by police departments, fire departments, first responders and organizations in 36 countries. Some of these organizations include the U.S. military joint EOD forces, the Federal Bureau of Investigation and the U.S. Secret Service.

REMOTEC does not have any product dealers or resellers within the United States. All parts are sold and all maintenance is performed directly from REMOTEC's facility located in Clinton, Tennessee. If you have any questions, please feel free to contact me at (865) 269-1165.

Sincerely,

*Bradley E. Callahan*

Brad Callahan  
Manager Andros Sales  
Remotec/Northrop Grumman  
353 JD Yarnell Parkway  
Clinton, TN 37716

# City of Santa Fe New Mexico

## Memo

**Date:** July 31, 2020  
**To:** Fran Dunaway, Purchasing Director  
**Via:** Andrew Padilla, Chief of Police (AP/8-3-20)  
**From:** Ben Valdez, Deputy Chief of Police (BValdez 7/31/20)

### **ITEM AND ISSUE:**

Request sole source approval for purchase an Andros F6B robot: Northrop Grumman, Remotec, Inc., in the amount of \$305,001.00.

### **BACKGROUND AND SUMMARY:**

The Santa Fe Police Department maintains an Explosive Ordnance Disposal (EOD) team that is certified by the Federal Bureau of Investigations (FBI). The EOD team is 1 of 5 law enforcement EOD teams in the State of New Mexico and has been a demonstrated asset not only to the City of Santa Fe, but also to surrounding jurisdictions and the State of New Mexico.

The Andros F6 robot required for the team to be operational is no longer functional and is in need of immediate replacement. The equipment is needed to maintain the operational status of the EOD Team. SFPD was awarded grant funding to cover the cost of replacing the current F6 robot with a F6B robot which meets the requirements of the FBI guidelines. The purchase of the equipment will provide necessary equipment to manage situations involving hazardous devices, while preventing serious injury to members of our community and property damage.

### **ACTION RECOMMENDED:**

The Santa Fe Police Department respectfully requests your review and approval of Northrop Grumman, Remotec, Inc. as a sole source vendor for the Andros F6B robot.






# Police Sole Source Northrop Grumman

Final Audit Report

2020-08-06

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## "Police Sole Source Northrop Grumman" History

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-  Document emailed to Fran Dunaway (fadunaway@santafenm.gov) for signature  
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-  Signed document emailed to jjchavez@santafenm.gov, YODEL CATANACH (yocatanach@ci.santa-fe.nm.us), Fran Dunaway (fadunaway@santafenm.gov), Kyle Mason (kamason@santafenm.gov), and 1 more  
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