



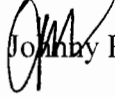
Interoffice Memorandum

APPROVED
BY ORANGE COUNTY BOARD
OF COUNTY COMMISSIONERS

July 28, 2014

AUG 19 2014 NP/KH

TO: Mayor Teresa Jacobs
and the Board of County Commissioners

FROM:  Johnny Richardson, Manager, Procurement Division

CONTACT: Troy Layton, Manager, Field Services Division
407-254-9794

SUBJECT: Approval of Purchase Order M69009, One (1) CUES Video Inspection Vehicle from Elxsi Corporation

ACTION REQUESTED:

Approval of Purchase Order M69009, One (1) CUES Video Inspection Vehicle from Elxsi Corporation in the amount of \$300,000.

PROCUREMENT:

This purchase will allow the Field Services Division to perform un-manned inspections of large runs of buried sanitary sewer pipe to detect problem areas and digging points county-wide.

FUNDING:

Funding is available in account number 4420 038 1347 6430.

APPROVAL:

The Field Services Division concurs with this purchase.

REMARKS:

On August 19, 2003, the Board approved the standardization of CUES products for all future purchases Video inspection vehicles of this nature. The CUES video inspection vehicle was approved for standardization based on the following factors:

- a. The Utilities Department has six Video Inspection vehicles in its fleet. All of which are CUES vehicles.
- b. Utilities Department technicians are fully trained in the operation and maintenance requirements of CUES vehicles.

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Approval of Purchase Order M69009

One (1) CUES Video Inspection Vehicle from Elxsi Corporation

- c. Vehicle parts, equipment and software are compatible and interchangeable with other CUES vehicles.
- b. CUES provides a lifetime loaner for CUES equipment.
- e. The CUES Division is a wholly-owned subsidiary of Elxsi Corporation.

Elxsi Corporation is the sole source for all CUES products. Although this vehicle is available through the Florida Sheriffs Association and Florida Association of Counties cooperative contract at a cost of \$338,769, direct negotiation with CUES for the same unit resulted in a cost of \$300,000, a savings of \$38,769. Based on the negotiated results compared to contract pricing, this purchase is considered fair and reasonable.