

# SANTA BARBARA COUNTY BOARD AGENDA LETTER



Clerk of the Board of Supervisors  
105 E. Anapamu Street, Suite 407  
Santa Barbara, CA 93101  
(805) 568-2240

**Agenda Number:**  
**Prepared on:** 10/6/05  
**Department Name:** Sheriff  
**Department No.:** 032  
**Agenda Date:** 10/25/05  
**Placement:** Administrative  
**Estimate Time:**  
**Continued Item:** NO  
**If Yes, date from:**

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**TO:** Board of Supervisors

**FROM:** Sheriff Jim Anderson  
Sheriff's Department

**STAFF CONTACT:** Lt. Julie McCammon  
ext. 5752

**SUBJECT:** Request for Waiver of Competition in Purchase of Upgrades and Equipment for the Firearms Training System (FATS)

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## **Recommendation(s):**

That the Board of Supervisors:

- A. Authorize the Purchasing Agent to procure FATS training equipment and system upgrades for the Sheriff's Department without being required to conduct a formal bid process. Cost will not to exceed \$ 57,452.50.
- B. Approve the acquisition of the above equipment.

## **Alignment with Board Strategic Plan:**

The recommendation is primarily aligned with Goal No. 2. A Safe and Healthy Community in Which to Live, Work, and Visit.

## **Executive Summary and Discussion:**

The Santa Barbara Sheriff's Department has been training with FATS (Firearms Training Systems) for over five years. As technology has progressed, so has the need to update the existing equipment. FATS, Inc. is a leading provider of simulated training solutions that improves the skills of military, law enforcement and security organizations around the world. FATS provides judgmental, tactical and combined arms training experiences, utilizing quality engineered weapon simulators.

FATS Law Enforcement Training Systems were designed as a tool to address judgmental use of force and marksmanship training. FATS offers hundreds of video scenarios that incorporate the use of communications, empty hand techniques, baton, chemical spray, and firearms.

The equipment to be purchased will upgrade the computer processor to allow additional upgrades to the training system. A “hostile fire” element will be purchased for the system. This will allow for realistic training as it emphasizes the importance of maintaining cover during an armed encounter. A flashlight system which allows nighttime scenarios to simulated more accurately is also being added to the system. Lastly, a patrol rifle simulator is being added to provide judgment training for use of this weapon.

Pursuant to County Code Section 2-39, we are requesting your Board waive the requirement for a competitive bid for the purchase the Firearm Training System. The FATS system is proprietary technology, and is sold only through FATS, Inc., of Suwanee, GA. There is no local or California based vendor for this technology.

Attached is a letter from FATS stating they are the “sole source” vendor of this technology. It should also be noted our existing equipment is only compatible with this company’s product.

**Mandates and Service Levels:**

Pursuant to County Code 2-39, which requires the Procurement Agent to use a formal competitive bid process unless this requirement is waived by the Board. We are requesting the Board waive this requirement for this purchase as it is the sole source vendor for this product.

**Fiscal and Facilities Impacts:**

This purchase is funded from a donation by the Sheriff’s Council. Revenue will be recorded in line item 5895 and the expense will be recorded as a fixed asset, line item 8300. There is no fiscal impact to the County general fund.

There will be no facilities impact to the Sheriff’s Department as existing space has already been identified for this equipment.

**Special Instructions:**

*Clerk of the Board:* Please send a copy of the signed minute order to Lieutenant Julie McCammon, Sheriff’s Department.