

CITY OF HIGH POINT

AGENDA ITEM



Title: Contract for Purchase of Underwater Remote Operated Vehicle (ROV)

From: Thomas Reid, Fire Chief

Meeting Date: March 21, 2022

Public Hearing: N/A

Advertising Date: N/A

Advertised By: N/A

Attachments: Deep Trekker Invoice
Sole Source Letter

PURPOSE:

To utilize Deep Trekker as the sole source vendor for purchase of the Remote Operated Vehicle(ROV)

BACKGROUND:

The Homeland Security Grant Program (HSGP), through the North Carolina Department of Emergency Management has awarded the High Point Fire Department a \$120,000 grant for an Underwater Remote Operated Vehicle (ROV). This ROV allows the dive team and other agencies a much safer avenue for searches underwater, limiting the amount of time an actual diver is in the water. It also can speed up the recovery process.

The ROV is used for underwater surveys and inspections, with the ability to withstand harsh underwater conditions. It includes rotating imaging sonar, an ultra-high-definition camera, and grabber for recovery.

BUDGET IMPACT:

This project/funding is covered 100% by federal funds and previously approved by City Council.

RECOMMENDATION / ACTION REQUESTED:

High Point Fire Department is recommending that Deep Trekker be approved as a sole source vendor for the Under Water ROV and allocate State grant funds previously approved by Council.



Financial Services

Purchasing Division



Requisition # **31565**

CITY OF HIGH POINT
SOLE SOURCE JUSTIFICATION FORM
(For Items Costing **\$10,000.00 or More**)
Statutory Reference N.C.G.S. 143-129(e)6

Vendor: **Deep Trekker**

Item(s): **Revolution ROV NAV - Underwater robot with sonar**

Justification:

An underwater robot to be used for search, rescue and recovery of bodies, vehicles and other miscellaneous items.

Estimated expenditure for the above item(s): **\$116,495.00**

Accounting Unit and Account(s): **301350 533101**

CHECK ALL ENTRIES BELOW THAT APPLY TO THE PROPOSED PURCHASE.
ATTACH A MEMO CONTAINING JUSTIFICATION AND SUPPORT DOCUMENTATION.

1. ☐ Performance or price competition for a product are not available.
2. ☒ A needed product is available from only one source of supply.
3. ☐ Standardization or compatibility is the overriding consideration.
4. ☐ The parts/equipment are required from this source to permit standardization.
5. ☐ None of the above applies. A detailed explanation and justification for this sole source request is contained in attached memo and support documentation.

The undersigned requests that competitive procurement be waived and that the vendor identified as the supplier of the material or service described in this sole source justification be authorized as a sole source for the material or service.

Department Head/Authorized Personnel

Thomas Reid

Digitally signed by Thomas Reid
DN: cn=Thomas Reid, o=City of High Point, ou=High Point
Fire Department, email=thomas.reid@highpointnc.gov, c=US
Date: 2022.03.10 11:26:19 -05'00'

Department/Division

Fire

Date

March 10, 2022

APPROVAL PROCESS

Purchasing Manager

Erik S. Conti

Digitally signed by Erik S. Conti
Date: 2022.03.11 11:27:49 -05'00'

Financial Services Director

City Council (\$30,000 – Up)

31565



High Point Fire Department - Revolution NAV

High Point Fire Department

434 S Elm Street
High Point, NC 27260
United States

Reference: 20211028-135317608

Quote created: October 28, 2021

Quote expires: June 30, 2022

Quote created by: Carter Sinclair

csinclair@deeptrekker.com

Sara Crouse

sara.crouse@highpointnc.gov
336.883.3371

Perry Hall

perry.hall@highpointnc.gov
336.883.3364

Comments from Carter Sinclair

Products & Services

Item & Description	SKU	Quantity	Unit Price	Total
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Item & Description	SKU	Quantity	Unit Price	Total
REVOLUTION ROV NAV PACKAGE REVOLUTION ROV NAV Free Online Videoconference Startup Training (Up to 2 Hours) upon Delivery (\$1,000 Value) Full High Definition Camera 7" LCD Handheld Controller with 64GB SD Card Bridge Software SeaTrac USBL Positioning System USBL Integration Kit (Hardware and Bridge Firmware) Waterlinked DVL 300M (984') Tether Tether Reel Pelican Case with Wheels Sensors for Heading and Depth Rotating Head Grabber Arm Auxilliary Floodlights Laser Scaler Batteries and Chargers Included Spare Battery Set Microphone Service Kit 305M (1000') Depth Rating Fully Assembled and Tested Two Year Warranty	A7510-NAV	1	\$65,499.00	\$65,499.00

Item & Description	SKU	Quantity	Unit Price	Total
BLUEPRINT OCULUS M1200D IMAGING SONAR (ONLY) 1.2/2.1 MHz Dual Frequency Multi Beam Sonar, 512 Beams Dual Frequency Mode Allows for Even Greater Detail in Smaller Window 0.1M to 30M Range Highest Quality Imagery of All 2D Imaging Sonars, Ideal for Inspections Must Have Oculus Integration Kit to Operate on ROV Note the ROV Will Have 1080p Camera Installed Instead of 4K When Sonar is Purchased	7045	1	\$27,999.00	\$27,999.00
BLUEPRINT OCULUS INTEGRATION KIT - HARDWARE AND BRIDGE FIRMWARE (ONLY) Integration of Ports and Electronics on Board to Support Blueprint Oculus Sonars and USBL Systems Hardware for Mounting Bridge Firmware to Operate on Screen Integration	A8310	1	\$6,999.00	\$6,999.00
IMAGENEX SIDE SCAN SONAR Side Scan Sonar Attaches to Sides of Revolution ROV and When Driving in Straight Line, It Will Create a 2D Image of the Water Bed Requires Laptop to Operate Imagenex Software 330 kHz (1.8° x 60°) / 800 kHz (0.7° x 30°) Range Scales 15M/30M/60M/90M/120M	8319	1	\$8,999.00	\$8,999.00
IMAGENEX SIDE SCAN SONAR INTEGRATION KIT (ONLY)	A8317	1	\$3,499.00	\$3,499.00

Item & Description	SKU	Quantity	Unit Price	Total
3010-REV-NA-TRAINING, LEVEL TWO Operation Training - Revolution and Deep Trekker Accessories 1 Hour In-Class Operation Training, 3 Hours In- Field Training 4 Hours In-Class Maintenance Training Up to 6 Students, 1 Trainer Price includes travel and accommodations		1	\$2,500.00	\$2,500.00
3050-USBL TRAINING ADD-ON Addition to Vehicle Training, Operation Training on USBL 1 Additional Classroom Hour, 2 Additional In Field Hours		1	\$500.00	\$500.00
3050-SONAR TRAINING ADD ON Addition to Vehicle Training, Operation Training on Sonar 1 Additional Classroom Hour, 2 Additional In Field Hours		1	\$500.00	\$500.00
Subtotals				
One-time subtotal				\$116,495.00
Other Fees				
Free Shipping Discount				- \$3,894.85
Shipping + Insurance				\$3,894.85
		Total		\$116,495.00

Purchase terms

Currency:USD

Payment Terms:100% Prior to Shipment

Incoterm:CIP

Payment Methods Accepted

MasterCard, Visa, Bank Transfer (Please contact us if you have an alternative payment method you prefer)

Final invoices are the only time Deep Trekker bank wire transfer details (TD Canada Trust) will be provided.

Company Information

DUNS: 203115175

Federal Tax Code (HST): 834315202

CAGE Code: L09C8

NAICS: 334310

By agreeing to this quotation, you agree to our [Purchase Terms & Conditions](#).

Questions? Contact me

Carter Sinclair

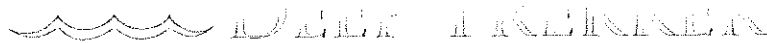
csinclair@deeptrekker.com

Deep Trekker Inc.

830 Trillium Drive

Kitchener, ON N2R 1K4

CA



To Whom it May Concern,

Deep Trekker Inc. based at 830 Trillium Drive, Kitchener, ON, Canada N2R 1K4 is the only authorized Warranty support center for the United States.

Below are features that separate Deep Trekker products from competitive offerings outside of pricing:

- **SOLE SOURCE FEATURES**
 - Lithium Ion Batteries (4-8 Hours of life, easily changed for another 4-8 hours).
 - Magnetically Coupled Drives (No Regular Maintenance Required such as oiling, greasing or replacement).
 - 6x Independant Control Infinitely Variable 100% Reversible.
 - Carbon Fiber & Stainless-Steel Body (Salt Water Resistant).
 - Patented Rotating Camera Head +135 – (125) degrees (280 degrees total range).
 - 4.5 mm Diameter Tether, 200 lbs. Breaking Strength.
 - Two Carrying Case for all Components (ROV, Tether Reel, Controller)
 - LED Floodlights, Efficient Shadowless Light, 7300 Lumens of Light standard on Revolution X package
 - Splash/Weatherproof Controller with 7" LCD Monitor with 1200 Nits of brightness.
 - Modular Design, Upgrade and add almost all Deep Trekker optional attachments after initial purchase
 - 4K 0.001 Lux standard camera.
 - 1 Year Full Parts and Labor Warranty (Plus shipping costs covered to and from factory if required)
 - Thorough Operator Manual and YouTube Training Playlists available for easy access training

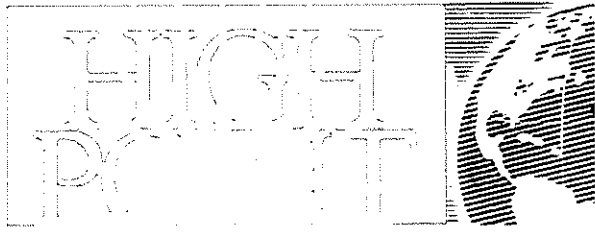
If you have any questions or concerns, we are happy to assist you.

Sincerely,

Carter Sinclair

Carter Sinclair

Inside Sales Coordinator



NORTH CAROLINA'S INTERNATIONAL CITY™

City of High Point

TO BE COMPLETED BY BUDGET
OFFICE

Type of Budget Transaction

Company	Accounting Unit #	Account #	Project/Activity #	Category #	Debit (in whole \$ only)	Credit (in whole \$ only)
1000	301350	533101			120,000	
1000	301350	412999				120,000
1000						
1000						
1000						
1000						
1000						
1000						
1000						
1000						
					120,000	120,000
					TOTAL	
Justification for Request: Budget ordinance appropriating grant funds from the Homeland Security Grant Program (HSGP), through the North Carolina Department of Emergency Management, for the High Point Fire Department.						
Department Head Approval:			Date:			
Budget Office Approval: Stephen Hawryluk			Digitally signed by Stephen Hawryluk Date: 2022.01.24 11:28:06 -05'00' Date:			

Lind

Budget Double Entry Posting

FB190 Date: 01/24/22
Time: 12:27

JOB SUBMISSION PARAMETERS

User Name: HIGHPOINTNC\filprice
Job Name: 50
Step Nbr: 1

	Company:	1000		
or	Company Group:			
	Fiscal Year:	2022		
	Budget:	1	2020-2021 Current Budget	US
	Run Option:	A	All	
Updated Journals Only:	Y	Yes		
Page Break:	Y	Yes		

Budget Double Entry Posting

FB190 Date 01/24/22
Time 12:27

Company 1000 - City of High Point
Budget Journal Posting Report
For Fiscal Year 2022
Budget 1 2021-2022 Current Budget

US
US

Page 1

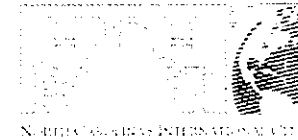
Journal Entry N 50 BA HSGP Fire Dept
Status History

Operator HIGHPOINTNC\filprice

Updated This Run Yes

Line	Co	Bud	Curr	Prd	Account	SC	Debit	Credit	
1	1000	1	US	7	301350	533101-0000 FB	120,000.00		
	CAPITAL-Equipment and Machinery					Desc: BA HSGP Fire Dept			
2	1000	1	US	7	301350	412999-0000 FB		120,000.00	
	Federal Grant Revenues					Desc: BA HSGP Fire Dept			
*** Totals For						Source Code FB	Debits	Credits	Difference
						Base:	120,000.00	120,000.00	0.00
						Unit:	0.00	0.00	0.00
*** Totals For Journal Entry N-						50	Debits	Credits	Difference
						Base:	120,000.00	120,000.00	0.00
						Unit:	0.00	0.00	0.00
*** Totals For						Source Code FB	Debits	Credits	Difference
						Base:	120,000.00	120,000.00	0.00
						Unit:	0.00	0.00	0.00
*** Totals For Company 1000							Debits	Credits	Difference
						Base:	120,000.00	120,000.00	0.00
						Unit:	0.00	0.00	0.00
*** Totals For Report						Source Code FB	Debits	Credits	Difference
						Base:	120,000.00	120,000.00	0.00
						Unit:	0.00	0.00	0.00
*** Totals For Report							Debits	Credits	Difference
						Base:	120,000.00	120,000.00	0.00
						Unit:	0.00	0.00	0.00

CITY OF HIGH POINT AGENDA ITEM



Title: High Point Fire Department – Underwater Remote Operated Vehicle (ROV) Grant – Budget Ordinance

From: Stephen M. Hawryluk
Budget and Performance Manager

Meeting Date: January 18, 2022

Public Hearing: No

Advertising Date / N/A

Advertised By: -

Attachments: Budget Ordinance

PURPOSE:

To accept and appropriate grant funds (\$120,000) from the Homeland Security Grant Program (HSGP), through the North Carolina Department of Emergency Management, for an underwater remote operated vehicle (ROV) for the High Point Fire Department.

BACKGROUND:

The Homeland Security Grant Program (HSGP), through the North Carolina Department of Emergency Management has awarded the High Point Fire Department a \$120,000 grant for an Underwater Remote Operated Vehicle (ROV). This ROV allows the dive team and other agencies a much safer avenue for searches underwater, limiting the amount of time an actual diver is in the water. It also can speed up the recovery process.

The ROV is used for underwater surveys and inspections, with the ability to withstand harsh underwater conditions. It includes rotating imaging sonar, an ultra-high-definition camera, and grabber for recovery.

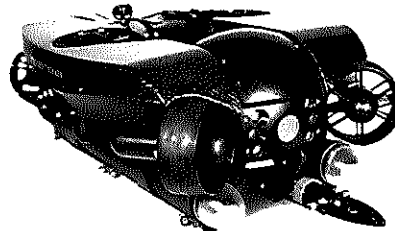
The proposed amendment appropriates \$120,000 in grant funds for the purchase of an Underwater Remote Operated Vehicle (ROV).

BUDGET IMPACT:

The program is covered 100% by federal funds. There is no local match requirement.

RECOMMENDATION / ACTIONS REQUESTED:

The Financial Services Department recommends and asks the City Council to accept this grant and approve the budget amendment.



"AN ORDINANCE AMENDING THE 2021-2022 BUDGET ORDINANCE
OF THE CITY OF HIGH POINT, NORTH CAROLINA
TO APPROPRIATE GRANT FUNDS FROM THE HOMELAND SECURITY GRANT PROGRAM,
THROUGH THE NORTH CAROLINA DEPARTMENT OF EMERGENCY MANAGEMENT

Be it ordained by the City Council of the City of High Point, North Carolina, as follows:

Section 1. The proposed amendment accepts and appropriates grant funds (\$120,000) from the Homeland Security Grant Program (HSGP), through the North Carolina Department of Emergency Management for an underwater remote operated vehicle (ROV) for the High Point Fire Department. The ROV is used for underwater surveys and inspections, with the ability to withstand harsh underwater conditions. It includes rotating imaging sonar, an ultra-high-definition camera, and grabber for recovery.

Section 2. The 2021-2022 Budget Ordinance of the City of High Point should be amended as follows:

(A) That the following Fire grant revenues be amended as follows:

Federal Grant Revenue	\$120,000
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(B) That the following Fire grant expenditures be amended as follows:

Equipment and Machinery	\$120,000
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Section 3. That all ordinances, or parts of ordinances in conflict with this ordinance are hereby repealed to the extent of such conflict.

Section 4. That this ordinance shall be effective from and after its passage."

Adopted by High Point City Council, this the 18th day of January 2022

Mayor, Jay W. Wagner

ATTEST

Lisa B. Vierling,
City Clerk

"AN ORDINANCE AMENDING THE 2021-2022 BUDGET ORDINANCE
OF THE CITY OF HIGH POINT, NORTH CAROLINA
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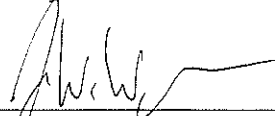
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Equipment and Machinery	\$120,000
-------------------------	-----------

Section 3. That all ordinances, or parts of ordinances in conflict with this ordinance are hereby repealed to the extent of such conflict.

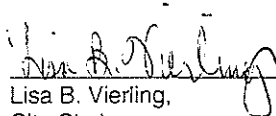
Section 4. That this ordinance shall be effective from and after its passage."

Adopted by High Point City Council, this the 18th day of January 2022



Mayor, Jay W. Wagner

ATTEST



Lisa B. Vierling,
City Clerk

