

South Portland City Council
Position Paper of the City Manager

Subject:

ORDER #26-17/18 – Award of a sole source bid to Cobalt Light Systems, Inc., of Reston, VA, for a portable analyzer for both the Fire and Police Departments. Passage requires majority vote.

Position:

This item is brought forward to award a sole source bid for the purchase of a portable analyzer for both the Fire and Police Departments, as the price is over the \$45,000 threshold. This purchase was included in the FY2018 Capital Improvement Program.

This handheld device will enable rapid detection and identification of explosives, narcotics, and other hazardous materials through sealed opaque containers. Materials are identified from a comprehensive library of substances stored within the device.

The Police Department presently must request use of analyzing equipment from either the Portland Police Department, the Scarborough Police Department, or the Maine Drug Enforcement Agency in order to safely determine what drugs are being dealt with. Presently, there are significant safety concerns around illicit drugs containing fentanyl, which is many times more potent than heroin and can immediately incapacitate someone who comes in contact with it, including our officers.

The Fire Department presently does not have this type of equipment immediately available to them to determine what unknown substances might be as part of their response to hazardous materials events in the City. Precious time is lost when responding to calls involving unknown substances while waiting for this equipment to arrive from other agencies or while the material is safely collected and transported to a laboratory for analysis. This device will save valuable time and provide additional safety for all of our first responders.

There are three “tests” that ordinance requires the City Manager to apply when approving sole source purchase. They are:

1. Verify that the necessary features are not available from other vendors
2. Use of this product is required to maintain consistency of equipment
3. No similar standard goods would reasonably satisfy the city’s requirements

I believe the attached letter from Cobalt addresses these three areas.

Fire Chief Jim Wilson will be at Monday’s meeting to answer any questions the City Council may have.

Requested Action:

Council passage of ORDER #26-17/18.



City Manager



FIRE DEPARTMENT
OUR JOB IS OUR LIFE, AND YOURS

JAMES P WILSON
CHIEF OF DEPARTMENT

TELEPHONE
(207) 799-3314

E-MAIL
JWILSON@SOUTHPORTLAND.ORG

To: Scott Morelli

Date: July 26, 2017

Subject: Colbalt Light Resolve

Scott,

I am requesting to purchase a new Colbalt Light Resolve toxic and hazardous chemical identifier for \$60,730.73. This price is a Government Service Administration (GSA) contract price. The Colbalt Light Resolve was the instrument that best met the requirements for both the Fire Department and the Police Department. The approved 2018 CIP allotted \$40,000 (\$20,000 from Fire and \$20,000 from PD) for this purchase with the balance being funded from South Portland's Cumberland County EMA allotment (\$12,000.00) and from funds in the FY15 HSGP account (\$8,730.73). I am asking that this be a sole source purchase per section 2-167B of the city's purchasing ordinance as Federal Resources is the sole dealer (see attached letter). This instrument will be maintained by the Fire Department as part of their responsibility as a State Regional Response Team (RRT) and will be available to the Police Department as needed.

Jim

James P. Wilson



May 19, 2017

To whom it may concern:

The purpose of this letter is to support sole source justification for the acquisition of goods.

Cobalt Light Systems Inc. is the sole source manufacturer of Resolve™, the only handheld chemical detector that uses Cobalt's proprietary Spatially Offset Raman Spectroscopy (SORS), which allows for chemical identification through many opaque containers.

At this time, Federal Resources of Stevensville, MD is the only authorized distributor of Resolve™ to state and local emergency responders within the United States and its territories. Sole source verification can be made to Cobalt Light Systems Inc. by contacting myself, Dr. Eric Roy, the person responsible for leading Cobalt's commercial activities in the United States.

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Please feel free to contact me on any issue regarding this matter at (571) 290-1744 or eric.roy@coballight.com

Sincerely,



Eric Roy, Ph.D.
Strategic Program Manager

Cobalt Light Systems, Inc.
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Reston, VA 20190, USA
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Fax: +1 703 251 4440



CITY OF SOUTH PORTLAND

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At Large
Maxine R. Beecher

At Large
SUSAN J. HENDERSON

**IN CITY COUNCIL
ORDER #26-17/18**

ORDERED, that award of sole source bid to Cobalt Light Systems, Inc., of Reston, VA, in the amount of sixty thousand seven hundred thirty dollars and seventy-three cents (\$60,730.73) for the purchase of a portable analyzer for the Fire and Police Departments.

\$52,000 shall be charged to the FY18 Detection and Identification Meter Account #406465-650000-18643; and

\$8,730.73 shall be charged to the FY 15 Homeland Security Public Safety Equipment Account #21216465-652500-16646.

Fiscal Note: \$60,730.73

Dated: August 7, 2017