

Justification for purchasing off of the H-GAC Cooperative Purchasing Contract No. FS12-17

Contract No. FS12-19 is a competitively let H-GAC Contract for Fire Service Apparatus. Fire Rescue is requesting to purchase a 4x4 Aircraft Rescue and Fire Fighting Vehicle from Oshkosh Airport Products.

Description	Market/List Price per unit	HGAC CA Price per unit	Savings per unit	Discount %
(1) Oshkosh Striker 4x4 Aircraft Rescue & Firefighting Vehicle	\$991,726.00	\$790,693.00	\$201,033.00	HGAC Discount (20.3% off of List)

Notes:

Justification:

1. There is a 3-5% cost increase if we wait another year to order this vehicle.
2. There is \$201,033.00 discount off the list price by using the HGAC Contract.
3. By using this contract, Fleet will be able to purchase a unit that has already been built and ready to go and there won't be any lag time in trying to make the vehicle meet the specifications put out in an ITB which could add additional costs with more or different specifications.
4. Research shows that only 3 manufacturers currently offer this vehicle on the HGAC Contract and Oshkosh is the only vendor that offers the Allison Transmission which can be worked on by WW Williams nearby and therefore save on time and costs when service is required. Rosenbauer and E-One both have Twin Disc Transmissions which have to be sent out to Great Lakes Power Service based in Jacksonville Florida. The last unit like this we purchased was in 2008 from Rosenbauer and the wait time and warranty can be lengthy with the Twin Disc Transmission service.
5. Oshkosh has the only aircraft firefighting vehicle with an FAA approved internal foam testing system.
6. The reserve ARFF Vehicle is a 1992 model and parts are becoming very hard to come by. With DeKalb-Peachtree Airport becoming more popular a reliable back-up is needed.
7. The H-GAC Cooperative Agreement is the most cost effective route to purchase a specialized vehicle of this sort.