



Approval Status

Approved

## Procurement/Contracting/P-Card Policy Exception Request Form

Select exception type:

Procurement

Reason for procurement exception:

Standardization

Reason for contract exception:

Reason for P-Card exception  
(temporary change)


Enter a brief description of your exception request:

Standardizing emergency lighting equipment ensures uniformity across all police patrol vehicles, promoting a cohesive and professional appearance for all City of Ocala law enforcement vehicles.

Bulk purchasing and standardized installation procedures can lead to cost savings (\$540k FY 23). Negotiating contracts with suppliers for a single brand or model of emergency lighting equipment resulted in significant discounts and pricing terms. We project to purchase from Whelen approx \$350k FY25.

Attach all documents related to the exception that can assist the Contracting Officer's decision.

 Policy Exception - Whelen E... .docx

 Standardization Policy Exce... .docx

**Department**

(FLT) FLEET

**Requestor Name**

John King

**Requestor Email**

jking@ocalafl.gov

**Phone number**

(352) 351-6648

**Courtesy Copy Email 1**

jking@ocalafl.gov


**Courtesy Copy Email 2**






cguy@ocalafl.gov

**Who authorized requesting this exception?**

John King

**Approval Activity History**

| Actor  | Actions  | Date                         |
|--|--|------------------------------|
|  Notification | Approval request sent to group approval:<br><b>Require response from one person</b><br>To: drobinson@ocalafl.org,SJRoberts@ocalafl.org | Friday,<br>March 15,<br>2024 |

| Actor  | Actions   | Date                           |
|--|---|--------------------------------|
|  <p>Daphne Robinson<br/>drobinson@ocalafl.org</p> | <p><b>Approve</b></p> <p>This standardization request is APPROVED. The supporting documentation supports that Fleet Services conducted substantial advanced acquisition planning and market research to determine and vet the appropriate solution for its ongoing need for emergency lighting and audio devices. The City of Ocala has utilized Whelan brand lighting equipment on Police and Fire Rescue vehicles since at least 2015 without issue. Fleet's research and testing supports the standardization of Whelan brand equipment due to the Whelan's reliability, warranty, and parts availability. Standardization serves the best interest of the City in that Fleet staff is fully trained and familiar with the functionality of Whelan products and utilizing the same brand and model of equipment City wide simplifies Fleet's maintenance and repair processes. THE USE OF WHELAN BRAND EMERGENCY LIGHTING PARTS AND EQUIPMENT IS APPROVED AS A STANDARDIZATION. THE DEPARTMENT IS STILL RESPONSIBLE FOR ENSURING BEST VALUE AND ADHERING TO PROCUREMENT POLICIES WHEN ACQUIRING THESE STANDARDIZED MATERIALS. Thank you for providing thorough supporting documentation to support our decision.</p> <p> Approval</p> | <p>Tuesday, April 16, 2024</p> |
|  <p>Group Approval</p>                          | <p><b>Approve</b></p>   | <p>Tuesday, April 16, 2024</p> |
|  <p>Notification</p>                            | <p>Email sent. (Your policy exception has been approved.)<br/>jking@ocalafl.gov, cguy@ocalafl.gov</p>   | <p>Tuesday, April 16, 2024</p> |
|  <p>Notification</p>                            | <p>Email sent. (Your policy exception has been approved.)<br/>jking@ocalafl.gov, mbrooker@Ocalafl.org, plewis@Ocalafl.org, SJRoberts@Ocalafl.org, drobinson@Ocalafl.org, APresley@ocalafl.gov</p>   | <p>Tuesday, April 16, 2024</p> |



Fleet & Facilities Management

## MEMORANDUM

March 15, 2024

To: Procurement /Contract

From: John King

Subject: **Standardization Policy Exception for Best Value/Approach** – Direct purchase of emergency lighting and equipment for Police Patrol Vehicle from Whelen Engineering.

The Ocala Police Department requires patrol vehicles equipped with audio and visual warning systems to perform community policing. Typically, after factory build these vehicles undergo the installation of emergency audio and lighting, by a third-party vendor (Dana Safety Supply), before being delivered to Fleet Management.

Whelen emergency lighting and audio devices meet the rigorous standards set by the American National Standards Institute/International Safety Equipment Association (ANSI/ISEA 207-2006) for reflectivity, lumens, and durability. Whelen products are exclusively used in Ocala Police and Fire Rescue Department vehicles due to their superior performance, cost-effectiveness, and warranty coverage. Additionally, Whelen provides mobile product support and technician training.

In October 2022 due to labor shortages, supply chain disruptions, and cost increases Fleet Management was granted a policy exception to directly purchase and install Whelen emergency equipment on police vehicles. The Whelen Engineering quote #OPD 2023A offers a substantial discount compared to quotes obtained through Sourcewell-Alan Jay/DSS.

We are requesting a procurement policy exception to standardize our process to upfit police vehicles with emergency audio and lighting products manufactured by Whelen Inc.

Reasons to Standardize Emergency Lighting Equipment on Police Vehicles include:

1. **Consistency:** Standardizing emergency lighting equipment ensures uniformity across all police patrol vehicles, promoting a cohesive and professional appearance for all City of Ocala law enforcement vehicles.
2. **Interoperability:** Using the same brand and model of emergency lighting equipment simplifies maintenance and repair processes. It allows technicians to become proficient in

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servicing a specific type of equipment, reducing downtime and increasing operational efficiency.

3. Reliability: Standardized emergency lighting equipment that has a proven track record of performance increases operational reliability.
4. Cost Savings: Bulk purchasing and standardized installation procedures can lead to cost savings (\$540k FY 23). Negotiating contracts with suppliers for a single brand or model of emergency lighting equipment resulted in significant discounts and pricing terms.
5. Compliance: Standardizing emergency lighting equipment ensures compliance with industry standards and regulations. Whelen products meet required ANSI/ISEA specifications for visibility, safety, and emergency response protocols.
6. Training Efficiency: Technicians and Officers can receive consistent training on the operation and maintenance of standardized emergency lighting equipment, reducing the learning curve and enhancing overall proficiency. This ensures that all personnel are adequately prepared to utilize the equipment effectively in the field.
7. Public Recognition: Standardized emergency lighting equipment may enhance public recognition of City of Ocala law enforcement vehicles, making them easily identifiable during emergencies or law enforcement operations. This improves public trust and confidence in police services.
8. Scalability: As City of Ocala expands the fleet or replace aging vehicles, standardized emergency lighting equipment simplifies the procurement process. Fleet Management can easily replicate the equipment setup across new vehicles, ensuring continuity and compatibility with existing resources.

| OPD Type | QTY | Alan Jay/DSS Quote | Unit Each \$ | FY24 increase\$ | Extended \$         | Direct Purchase - Whelen Quote | Unit Each \$ | Extended \$         | Difference +/- Per Unit |
|----------|-----|--------------------|--------------|-----------------|---------------------|--------------------------------|--------------|---------------------|-------------------------|
| Marked   | 29  | 39714-1            | \$19,293.59  | \$22,187.63     | \$643,441.23        | OPD 2023A                      | \$6,600.06   | \$191,401.74        | \$15,587.57             |
| K9       | 4   | 37556-1            | \$22,037.64  | \$25,343.29     | \$101,373.14        | OPD 2023A                      | \$6,473.02   | \$25,892.08         | \$18,870.27             |
| Unmarked | 18  | 37557-2            | \$9,513.85   | \$10,940.93     | \$196,936.70        | OPD 2023A                      | \$3,364.49   | \$60,560.82         | \$7,576.44              |
|          | 51  |                    | <b>Total</b> |                 | <b>\$941,751.07</b> |                                | <b>Total</b> | <b>\$277,854.64</b> |                         |
|          |     |                    |              |                 | <b>Savings</b>      | <b>\$663,896.43</b>            |              |                     |                         |