

**CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM**

DEPARTMENT: Aviation

AGENDA DATE: March 30, 2010

CONTACT PERSON NAME AND PHONE NUMBER: Carmen Arrieta-Candelaria, CFO, 541-4293
Airport: Monica Lombrana, AAE, Director of
Aviation, 780-4793

DISTRICT(S) AFFECTED: A11

SUBJECT:

Authorize the Purchasing Manager to issue a Purchase Order (s) to Environmental Tectonics Corporation, in the amount of \$324,700.00, utilizing Airport Improvement Project (ALP) Grant funds, for the purchase of an Advanced Disaster Management Simulator in order to help train for and improve the management of emergency incidents affecting any emergency response entity that has a presence at the Airport.

BACKGROUND / DISCUSSION:

The time requirement, costs and staffing needs of realistic training has minimized the opportunities to train personnel charged with managing disaster/emergency incidents. Currently, a full scale exercise occurs every three years at the Airport which requires hundreds of work hours, months of preparation and relies heavily on volunteer support. Even smaller scale command level training exercises require many hours of preparation and multiple participants. The use of a realistic, interactive, physics based simulator gives the opportunity to train on complex incidents with minimal time and cost constraints. The proposed simulator can be used in a multifaceted approach allowing for training in a unified command setting (as would be required in an aircraft crash) or for specific agency training (such as active shooter and hostage situations, or building fires). Entities that will participate in the training include Airport, Fire, Law Enforcement, Medical, Emergency Management, and various federal, private and volunteer organizations. This will help to improve the City's overall response to, and mitigation of, major events that occur within its jurisdiction.

PRIOR COUNCIL ACTION:

The grant was approved by council on August 18, 2009.

AMOUNT AND SOURCE OF FUNDING:

This project will be funded by an approved AIP grant.
Amount: \$324,700.00/ Dept: 62620031/ Acct: 508027/ Project: G620AIP0027/Fund: 11517

BOARD / COMMISSION ACTION:

N/A

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD:

(If Department Head Summary Form is initiated by Purchasing, client department should sign also)

Information copy to appropriate Deputy City Manager

FINANCIAL SERVICES DEPARTMENT, PURCHASING DIVISION

DATE: March 9, 2010

TO: Municipal Clerk

EX

FROM: Carmen Arrieta-Candelaria
Chief Financial Officer, ext. 4293

Mary Jane Lopez
Procurement Analyst,
ext. 4267

Please place the following item on the **CONSENT** agenda for the Council Meeting of **March 30, 2010**.

Request that the Purchasing Manager of the Financial Services, Purchasing Division, be authorized to issue a Purchase Order(s) to Environmental Tectonics Corporation, as they are the sole source provider of the Advanced Disaster Management Simulator Team Training System. Total estimated amount is \$324,700.00.

Department: Department of Aviation
Estimated Amount: \$324,700.00
Funds Source: Airport Improvement Project Grant Funds,
Safety Equipment 2009
Sole Source No.: 2010-132
District (s): All

SPECIAL INSTRUCTIONS:

Municipal Clerk's Use

ITEM NO. _____

cc: BID FILE



**FINANCIAL SERVICES
PURCHASING DIVISION**

SOLE SOURCE AFFIDAVIT

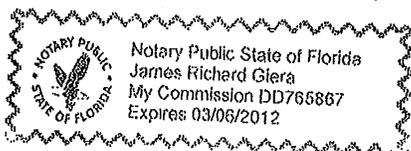
THIS IS AN OFFICIAL PURCHASING DOCUMENT - RETAIN WITH PURCHASE ORDER FILE

Before me, the undersigned official, on this day, personally appeared Chris Stephenson, a person known to me to be the person whose signature appears below, whom after being duly sworn upon his/her oath deposed and said:

1. My name is Chris Stephenson. I am over the age of 18, have never been convicted of a crime and am competent to make this affidavit. Environmental Tectonics Corporation
ETC Simulation Division
2. I am an authorized representative of the following company or firm: _____
3. The above named company or firm is the sole source for the following item(s), product(s) or service(s):
Advanced Disaster Management Simulator ("ADMS") Team Training System
4. Competition in providing the above named item(s) product(s), service(s) is precluded by the existence of a patent, copyright, secret process or monopoly as stated under Section 252.022, Subchapter A of the Local Governmental Code 7A or as provided for under 7B-F of the same section. Also, attached hereto is a sole source letter, which sets forth the reasons why this Vendor is a sole source provider (dated and signed).
5. There is/are no other like item(s) or product(s) available for purchase that would serve the same purpose or function.
6. Note: This Vendor understands that by providing false information on this Sole Source Affidavit, it may be considered a non-responsible Vendor on this and future purchases and may result in discontinuation of any/all business with the City of El Paso.

Christina J. Stephenson
Signature

SUBSCRIBED AND SWORN to before me on this 8th day of January, 2010



James Richard Giera
NOTARY PUBLIC
James Richard Giera
PRINTED NAME
03/06/2012
MY COMMISSION EXPIRES

COMPANY NAME: ENVIRONMENTAL TECTONICS CORPORATION, ETC SIMULATION

ADDRESS, CITY, STATE & ZIP CODE: 2100 N. Alafaya Trail, Suite 900, Orlando, FL 32826

PHONE: 407-282-3378 X3040 FAX NUMBER: 407-282-3582

CONTACT NAME AND TITLE: Chris Stephenson, Chief Operating Officer

WEB ADDRESS: www.ADMSTraining.com EMAIL: cstephenson@etcsimulation.com

FEDERAL TAX ID NUMBER: 23-1714256 TEXAS SALES TAX NUMBER: 24 9050000

6 January 2009



EL PASO INTERNATIONAL AIRPORT

2 Civic Center Plaza, 7th Floor
El Paso, TX 79901

Attention: Terrence Freiburg, Purchasing Manager

Subject: ADMS™ Training System

Dear Sir,

In response to your request, we would like to confirm that we are not aware of any other organization offering a completely interactive virtual reality training system for emergency responders that provides training scenarios that progress based solely on the trainee's decisions, whether good or bad. Due to our signature technology, a proprietary combination that makes ADMS unique, we are not aware that anyone else can provide this type of technology.

There are companies that we are aware of that provide systems that utilize either video exclusively, or a combination of video and simulation. However, the use of video takes away the interactivity of the system, as the video will replay the same way each time. These companies do not employ ADMS signature technology.

There are also several video games that are being used for training of emergency responders, but these lack the training value that a completely open-ended simulation exercise offers, such as ADMS. We also have the ability to customize your scenarios by geo-specifically modeling the environment of your choice to contribute to the incident's immersion level.

Please also find the additional document that highlights some of the other capabilities that set ADMS™ apart from any other simulation training system. I hope the above answers your questions, but please let us know if we can provide anything further.

Sincerely,

ENVIRONMENTAL TECTONICS CORPORATION

Karen Delos Santos
Business Development Manager
ETC Simulation