

COLLEGE OF THE SEQUOIAS COMMUNITY COLLEGE DISTRICT
Board of Trustees Meeting
June 10, 2024

CONSENT CALENDAR

8

Approval of Sole Source Vendor: Silverstone Systems, LLC

Status: Action

Presented by: Ron Perez
Assistant Superintendent/Vice President, Administrative Services

Issue

It is recommended that the Board of Trustees authorize the District to negotiate and enter into a contract with Silverstone Systems, LLC, dba DAKTIC on a single source basis for the sole source products and equipment it exclusively distributes in the state of California as described herein, perusal to California Public Contract Code, Section 3400.

Background

Under California Public Contract Code Section 3400 (c)(3), the District may make a finding designating that certain products, things, or services are only available from one source. Career Technical Education has designated district funding for up to \$285,230.40 for the Mechanized Agriculture program.

Sole Source Product Justification: COS has identified Silverstone Systems, LLC, dba DAKTIC as the vendor distributing Consulab Training Aids to provide the most complete heavy vehicle trainers on the market, thus assisting in the development of a robust mechanized agriculture program. The Mechanized Agriculture Advisory Board strongly suggested for COS to invest in Consulab Training Aids distributed through DAKTIC in order to adequately prepare students for the agriculture and heavy equipment industries. Working alongside the advisory board, the instructor Charles Abee, has developed new curriculum to meet the demand for skilled agriculture technicians in the area. The new curriculum requires an investment in modern, automated, and interactive equipment that students will encounter in the workforce.

Single Source Vendor Justification: Purchasing from Silverstone Systems – DAKTIC is the only way to ensure our equipment trainers are in line with industry equipment and technology. Attached is the sole source letter from Consulab Educatech Inc. confirming Silverstone Systems – DAKTIC as their exclusive distributor in the state of California. Therefore, this agenda item is requesting the Governing Board consideration for approval of Silverstone Systems, LLC. as the single source vendor for its respective sole source equipment. The proposed contract amount is \$285,230.40.

Recommended Action

It is recommended that the Board of Trustees finds that Silverstone Systems, LLC. as the single source supplier for Consulab Training Aids. Silverstone Systems - DAKTIC products are sole source products for the performance and services described in this Agenda Item, and the District may proceed to negotiate and enter into a sole source vendor contract with Silverstone Systems - DAKTIC for the products and equipment described herein.

Sole Source Justification Form

In accordance with the following CA State requirements:

- PCC § 3400 states that a community college district cannot limit “the bidding, directly or indirectly, to any one specific concern,” when letting “contracts for the construction, alteration, or repair of public works”;
- Public Contract Code section 20651 states that a community college district is required to competitively bid any purchase of equipment with a contract value over \$86,000 or any procurement of public works with a contract value over \$15,000; and
- California law provides that, “Where competitive proposals work an incongruity and are unavailing as affecting the final result or where they do not produce any advantage . . . the statute requiring competitive bidding does not apply” (*Hiller v. City of Los Angeles* (1961) 197 Cal.App.2d 685, 694), and that public entities need not comply with competitive bidding processes where to do so would be impractical or futile and would not serve the purposes of competitive bidding. (*Los Angeles Dredging Company v. City of Long Beach* (1930) 2 Cal. 348; *Graydon v. Pasadena Redevelopment Agency* (1980) 104 Cal.App.3d 63).

If Requester deems its request to be a true Sole Source, Requester must provide a minimum of one (1) competitive quote that indicates discount(s) District is receiving along with completed Sole Source Justification form to Purchasing for review and approval. Competitive quotes are the best way to show that the price is “fair and reasonable”. If competitive quotes were not secured, then there should be an explanation of the method used to determine the reasonableness of the price and technical reasons for selecting the suggested supplier. Completion of this form does not guarantee an automatic approval of the “Sole Source” justification. Purchasing will make the determination if it is a justifiable sole source purchase. Please complete the following (additional pages may be attached for further documentation):

R0024307, R0024308, R0024309,

Purchase Requisition # R0024310, R0024311, R024312 Date: June 3, 2024
 Requester's Name: Chelsea Cushing Phone: (559) 688-3044
 Department: Career Technical Education E-mail: chelseac@cos.edu
 Requester's Signature *Chelsea Cushing* Dean's Signature *[Signature]*

NOTE: Sole Source Justification form must be submitted to the Purchasing Department for review and final approval. (See Guide to Submitting Sole Source Justification for details on process and timeline).

I am requesting this purchase as a sole source because (check if applies):

- ☒ Vendor is sole provider of licensed or patented goods or services
☐ Match existing/compatible with my existing equipment:
 COS ASSET # _____ Serial # _____
☐ As a replacement or repair part ☐ to match existing equipment (standards)
☐ As an accessory or option
☐ As a component to be interfaced with the existing equipment

☐ Vendor is a sole provider of factory-authorized warranty service

☐ Maintenance is from the original equipment manufacturer

The purchase will be used for: ☐ Classroom/teaching ☐ Maintenance/repair

☐ Other (specify) _____

Name of Academic, Currulum and/or Research: Mechanized Agriculture, Instructor Charles Ab

The purchase will meet the standards advocated by the following (provide the name(s) of center/organization): Mechanized Agriculture Advisory Board, local agriculture equipment de

What are the unique performance factors of the product specified (list each factor individually with an explanation of its purpose?)

Consulab Training Aids: AC System Trainer with Orifice Tube - trainer for high and low pressure
AC System Trainer with H-Block - training of refrigerant flow, Combination Heavy Truck & CAM
Lighting System Trainer - heavy duty lighting system trainer, Kubota Rebuild Training Package
engine rebuild training system, MD-4000 Trainers - classroom package of advanced electronic
Ohm's Law and DC Circuits - classroom package for electricity training.

Why are these specific factors required?

These factors allow the instructor to teach to the newest industry standards in the agriculture
vehicle industry. The specifications and accessories align with industry needs for mechanized
heavy equipment repair and maintenance. The mechanized agriculture advisory board strongly
trainers with the latest technology to meet the industry demand in electronic applications and
provide a well-rounded technician who is able to hit the ground running upon hire.

Names of other Vendors who can furnish similar products:

Vendor Name	Essential Requirement(s) Vendor Unable to Provide
n/a	n/a

What other products have been examined and rejected and why?

The mechanized agriculture advisory board strongly advised we invest in Consulab trainers to
strengthen the industry's workforce. The advisory board state other equipment did not adequately
students for the agriculture and heavy equipment workforce.

Why is the acquisition restricted to this good/service/supplier?

DAKTIC, a Silverstone Systems Company, is the sole source provider for all Consulab training
for agriculture and heavy equipment vehicles in the state of California.

Provide the background of events leading to this acquisition.

Expected to spend \$285,230.40 for Consulab trainers from DAKTIC - Silverstone Systems Company.
The instructor, Charles Abbe, researched other types of equipment, however, most were not considered
to be educational training aids, nor did they provide a complete training system for the instructor
and students.

Describe the uniqueness of the acquisition (why was the good/service/supplier chosen?)

DAKTIC - Silverstone Systems provides a one-year warranty on all equipment, trainers fit through standard doorways, little-to-no maintenance on the equipment, and have "Zoom-Re support packages.

What other Community College Districts have utilized this vendor as a Sole Source Purchase?

Reedley College - State Center Community College District, Bakersfield College & Porterville C
Kern Community College District, San Joquin Delta College - San Joaquin Delta Community C
Citrus Community College District, Santa Ana College - Ranch Santiago Community College D
Palomar Community College District

What are the consequence of not purchasing the good/service or contracting with the proposed supplier?

Significantly limiting curriculum and lab skills to adequately prepare our mechanized agricult
Not purchasing Consulab trainers from DAKTIC does against the advice of the advisory board,
the hiring opportunities for our students. As DAKTIC - Silverstone Systems is the sole source p
College of the Sequoias would not be able to purchase the equipment through another vend

What market research was conducted to substantiate no competition, including evaluation of other items considered? (Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable, the names, phone numbers and addresses of suppliers contacted and the reasons for not considering them must be included or an explanation of why the survey or effort to identify other goods/services was not performed. Be sure to specify the reasons for not meeting specifications.)

The instructor, Charles Abee, has physically visited and spoke to instructors from other comr
Consulab trainers from DAKTIC. Mr. Abee has also heavily consulted with the mechanized agr
determine the quality equipment needed to prepare students for the workforce. The top rate
in the community college system all purchase Consulab training systems through DAKTIC. Ot
trainers did not provide the functionality, support, and hands-on experience.

Please describe and provide estimates and methodology for total ownership costs that will be required each year beyond this initial acquisition.

No subscription or annual fees. Basic maintenance and repair.

Sole Source Justification Form

Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier.

Many manufacturers are requiring ongoing subscriptions to access the machines' manuals and
These subscription prices increase based on the number of enrolled students in the program.
provides unlimited print license for equipment manuals with a one-time purchase at time of sale

What are the consequences of not having this sole source approved and going out for full and open competition? (Describe in detail the impact to the department and to the programs)

The purchase of another brand of training equipment will not likely be compatible with the current standards, thus significantly limiting our students' smooth transition to the workforce. The previous brand runs the risk of lack of additional costs with maintenance, repairs, and on-going subscriptions

Purchasing Department Use Only

Buyer's Sole Source verification research/results:

_____ Confirmed (specify or attach backup documents) _____ Denied (specify reason for denial)

☐ Request for Quotes submitted date (Public Purchase): _____

Responses? Y ☐ No ☐

List responses: _____

☐ Verified other Community College Districts that have utilized vendor as sole source

☐ If responses ID'd as in-adequate, submit draft of Sole Source Justification Board Resolution and Communication to Requester for Board approval on: _____ (Month)

Buyer's name: Chelsea Cushing Date: 6/3/2024

Purchasing Manager: _____ Date: _____

ATTACHMENT 1- GENERAL SPECIFICATIONS

List the general specifications for your Sole Source Justification request.

NOTE: Do not provide specifications from a specific vendor as this can disadvantage & limit the number of vendors who could provide a bid. It is imperative that the District demonstrates a fair and impartial competitive acquisition process.

Classroom packages, double-sided trainers allowing students to operate both sides of trainer independently. Electricity, automation, and diagnostics training.

Having the same equipment as Reedley College allows College of the Sequoias to compete with a local top college in mechanized agriculture. This equipment will prepare students for the workforce in agriculture, as well as heavy equipment maintenance and repair, thus growing our program's ability to service our local industries.






Sole Source Justification for Board Approval

Final Audit Report

2024-06-03

Created:	2024-06-03
By:	Chelsea Cushing (chelseac@cos.edu)
Status:	Signed
Transaction ID:	CBJCHBCAABAALPSchz3f3LYBkf_1zzSBD0Dly_SWoPrf

"Sole Source Justification for Board Approval" History

-  Document created by Chelsea Cushing (chelseac@cos.edu)
2024-06-03 - 7:07:14 PM GMT- IP address: 73.66.215.28
-  Document emailed to Jonna Schengel (jonnas@cos.edu) for signature
2024-06-03 - 7:07:58 PM GMT
-  Email viewed by Jonna Schengel (jonnas@cos.edu)
2024-06-03 - 7:13:40 PM GMT- IP address: 198.189.158.143
-  Document e-signed by Jonna Schengel (jonnas@cos.edu)
Signature Date: 2024-06-03 - 7:13:52 PM GMT - Time Source: server- IP address: 198.189.158.143
-  Agreement completed.
2024-06-03 - 7:13:52 PM GMT



01 January 2024,

Consulab Educatech Inc.
400-6330 Zéphirin-Paquet St.
Québec QC G2C 0M3
Canada

Toll-Free: +1 (800) 567-0791
USA: +1 (810) 222-4525
Canada: +1 (418) 688-9067
Fax: +1 (418) 843-3444

consulab.com
info@consulab.com

To whom it may concern,

Please be advised that DAKTIC, with offices in Springville, UT, is the sole authorized source for Consulab Training Aids in the States of California, Oregon, Washington, Nevada, Utah, Idaho, Montana, Arizona and Hawaii. Consulab training aids are not available through any other third-party reseller or distributor in the above listed territories.

COMPANY INFORMATION

Name:	Consulab Educatech, Inc.
DUNS:	248631830
Address:	6330 Rue Zéphirin-Paquet Suite 400, Québec City, Quebec G2C 0M3, Canada
Telephone:	1 (418) 688-9067
Toll-free:	1 (800) 567-0791
Fax:	1 (418) 843-3444
Email:	orders@consulab.com

We appreciate this opportunity to continue providing premium quality training aids for use in your auto/diesel program. Should you require any additional information about Consulab training aids, please feel free to contact me either by telephone at 1 800 567-0791, extension 6073, or by email at jbukowski@consulab.com.

Sincerely,
Consulab Educatech, Inc.

A handwritten signature in black ink, appearing to read 'John Bukowski'.

John Bukowski
National Sales Manager

Quotation to:	Quotation from:
Charlie Abee College of the Sequoias Tulare, CA charlesa@cos.edu	DAKTIC - sales@daktic.com Submit orders to: orders@daktic.com Silverstone Systems, LLC (dba: DAKTIC) 1194 South Main Street, Suite 10 Springville, UT 84663



Silverstone Fed ID#: 33-1212182
DAKTIC Quote #: 20240529CO.COL
Date: 5-May-2024

[Click Here for Sole Source Letter](#)

Item	Qty	Part Number	Description	Links	Unit Price	Extended
1	1	DAKZRSP	DAKTIC "Zoom-Ready" Support Package		Included	Included
2	1	HV-145S-CUSTOM	Custom Kubota Rebuild Training Package, Including: - 1x Kubota Z482 Engine (Required) - 1x Starting Test Stations - 15x Swivel Stands (Engines Not Included) - 15x Adaptive Plates, Kubota Z482-E4B-KEA-2		\$83,165.00	\$83,165.00
				Sub Total		\$83,165.00
				Tax	8.50%	\$7,069.03
				Freight		\$2,494.95
				Grand Total		\$92,728.98

Quote Validity: Expires 4-Oct-2024

Estimated Delivery: Available upon request. Industry-standard lead times for built-to-order training equipment is 12-14 weeks, but global supply chain issues in the last few years have created extended lead times in many instances.

Order Cancellations: Orders cancelled after 24 hours may be subject to cancellation fees.

Payment Terms: Net 30 Days with approved Credit

Warranty: All products have a one-year limited warranty covering materials and cost of repair. The warranty begins on original date of delivery to the customer. The warranty does not cover component failure or damage resulting from abuse or misuse for other than product design specifications.

Quotation to:	Quotation from:
Chelsea Cushing College of the Sequoias Visalia, CA chelseac@cos.edu	DAKTIC - sales@daktic.com Submit orders to: orders@daktic.com Silverstone Systems, LLC (dba: DAKTIC) 1194 South Main Street, Suite 10 Springville, UT 84663



Silverstone Fed ID#: 33-1212182
DAKTIC Quote #: 20240425CO.COL-1919
Date: 25-Apr-2024

[Click Here for Sole Source Letter](#)

Item	Qty	Part Number	Description	Links	Unit Price	Extended
1	1	DAKZRSP	DAKTIC "Zoom-Ready" Support Package		Included	Included
2	1	CL-1919-12_053340	Ohm's Law and DC Circuits - Classroom Package, Consisting of: 12X Ohm's Law and DC Circuits Trainers 1X Consumables Kit 1X Storage Case Student Exercises Included	More Info	\$36,700.00	\$36,700.00
				Sub Total		\$36,700.00
				Tax	8.50%	\$3,119.50
				Freight		\$1,101.00
				Standard Freight		
				Please contact your DAKTIC representative if you require special deadlines or delivery arrangements (i.e. lift gate, delivery appointment, inside delivery, etc.) so your quote can be revised accordingly. Any delivery expectations or need by dates must be indicated on any submitted PO.		
Grand Total						\$40,920.50

Quote Validity: 365-days
Estimated Delivery: Available upon request. Industry-standard lead times for built-to-order training equipment is 12-14 weeks, but global supply chain issues in the last few years have created extended lead times in many instances.
Order Cancellations: Orders cancelled after 24 hours may be subject to cancellation fees.
Payment Terms: Net 30 Days with approved Credit
Warranty: All products have a one-year limited warranty covering materials and cost of repair. The warranty begins on original date of delivery to the customer. The warranty does not cover component failure or damage resulting from abuse or misuse for other than product design specifications.