NEW HANOVER COUNTY
FINANCE DEPARTMENT

To: All Respondents
From: Lena E. Butler, Purchasing Supervisor
Date: March 1, 2019
Subject: Notice of Intent to Award Bids for the Purchase of Multi-Purpose Night Vision Monoculars

The Request for Bids for the purchase of Multi-Purpose Night Vision Monoculars was released on February 5, 2019 and closed on February 20, 2019. The Request for Bids consisted of the items detailed below:

<table>
<thead>
<tr>
<th>ITEM</th>
<th>QUANTITY</th>
<th>DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>10</td>
<td>PVS 14-3 Multi-Purpose Night Vision Monocular</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>PVS 24 Multi-Purpose Night Vision Monocular</td>
</tr>
</tbody>
</table>

Item #1- PVS 14-3 Multi-Purpose Night Vision Monocular

Intent to Award to Lowest Responsible Bidder **Aurora Tactical Group**

*Aurora Tactical Group, LLC:* PVS-14 White Phosphorous - $2,745.00 (1 unit) / $27,450 (10 units)

Item #2- PVS 24 Multi-Purpose Night Vision Monocular

Intent to Award to **Lawmen’s Distribution, LLC**

Lawmen’s was not the Lowest Responsible Bidder; however, staff from the Sheriff’s Office evaluated the three lowest three bids and provided the narrative detailed below.

The following are the three lowest bids for Night Vision Long Range Monocular.  
**Personal Protection Group:** PVS-22 White Phosphorous - $7,507.05 (1 unit) / $15,014.10 (2 units)  
**Kiesler Police Supply:** PVS-22 White Phosphorous – $8,050.70 (1 unit) / $16,101.40 (2 units)  
**Lawmen’s:** PVS-24 White Phosphorous LR - $8,099.00 (1 unit) / 16,198.00 (2 units)

It’s known to this agency that EOTECH/L3 has extensive history with quality control checks and they produce a well-designed product. The New Hanover County Sheriff’s Office has EOTECH optics already issued to the Emergency Response Team. The EOTECH products used have been extremely durable and reliable. It’s unknown of the quality and customer service that NVD-Night Vision Devices provides. That becomes a potential risk taken on by this agency to the life span for such an essential product.

Steps to purchase NVD-Night Vision Devices for proof of quality will be done in the future. Those items purchased will be completed under the agency’s budget. This would allow the agency to experience the product before making a large order under a grant funded purchase.

At this agency’s request an EOTECH/L3 vendor has been to our agency within the last two years and allowed the Emergency Response Team to Test and Trial their night vision devices. All team members were highly please. EOTECH/L3 has also sent other devices to this agency, at our request, to T&E which performed better than anticipated.

EOTECH/L3 produces tubes to a higher standard and are tested for quality reinsurance. The tubes that don’t meet those standards are then sold to other manufacturers to be used in their products. Lower quality tubes retain more “artifacts” (black dots) which will cause issues due to size and placement.

PVS-24 W/P has already been test mounted on our weapon platform and fits exactly the way we need them to. It is unknown the proper fitting for NVD-Night Vision Devices (PVS-22).

The New Hanover County Sheriff’s Office Emergency Response Team Precision Marksmen currently use the Leupold Mark-4 scope. That specific day scope utilizes a 4.5X to 14X zoom. NVD-Night Vision Devices PVS-22 is only ideal for 10X magnification. EOTECH/L3 PVS-24 LR is optimized for day scopes with 4X to 20X zoom. NVD-Night Vision Devices PVS-22 would cause catastrophic failure for accurate shot placement calculations. EOTECH/L3 PVS-24 LR would be most ideal for our agency’s scopes. That information alone validates that the PVS-24 LR is the only product that will be considered.

To comply with the County’s Bid Protest Procedures, time must be allotted for all participating vendors to comment on or protest the County’s decision. Any vendor who protest a bid must send a written statement to the Finance Director detailing the reason for the protest within five (5) business days from the date of this letter.

I want to thank each of you for participating in this solicitation for the purchase of multi-purpose monoculars for our Sheriff’s Office. A bid summary sheet is attached showing pricing submitted by all vendors. If you have any questions, please contact me by calling 910-798-7190 or email lbutler@nhcgov.com.
<table>
<thead>
<tr>
<th>ITEM DESCRIPTION</th>
<th>Quantity</th>
<th>Unit Price</th>
<th>Unit Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>PVS 14-3 MULTI-PURPOSE NIGHT VISION MONOCULAR (WHITE PHOSPHOROUS)</td>
<td>10</td>
<td>$2,809.00</td>
<td>$28,090.00</td>
</tr>
<tr>
<td>PVS 24 MULTI-PURPOSE NIGHT VISION MONOCULAR (WHITE PHOSPHOROUS)</td>
<td>8</td>
<td>$10,217.62</td>
<td>$81,742.00</td>
</tr>
<tr>
<td>TOTAL COST</td>
<td></td>
<td></td>
<td>$46,492.00</td>
</tr>
</tbody>
</table>

Lowest: $39,800.00
Second Lowest: $42,841.86
Third Lowest: $45,892.18

Bids received after the time and date for closing will not be considered. Bid received at 6:00 pm.