



# Gaston County

Gaston County  
Board of Commissioners  
www.gastongov.com

## Sheriff's Office Board Action

File #: 22-514

Commissioner Johnson - Sheriff's Office - To Authorize Skytron, LLC as the Sole Source Provider for the Purchase of UVC Disinfection Robot System (\$74,217)

### STAFF CONTACT

Assistant Chief Deputy Becky Cauthran - Sheriff's Office - 704-869-6822

### BUDGET IMPACT

100% Grant Funds

### BUDGET ORDINANCE IMPACT

N/A

### BACKGROUND

The Sheriff's Office was awarded a federal pass-through grant designated to combat COVID-19 in jails and detention centers. A portion of these funds will be used to purchase a UVC Disinfection System for the Gaston County Jail. Skytron offers a mobile, whole-room disinfection method that is delivered to all surfaces at a pre-determined dosage of UV disinfection light.

Skytron's UVC robot has proprietary SmartDosage UV™ technology that automatically calculates the correct dose of germicidal energy to disinfect all surfaces (including shadowed areas). Additionally, this device offers features such as infrared sensors to detect motion while disinfecting, handheld controller device, long lamp life, and other features that are unavailable with other UVC devices.

It is with these merits that make Skytron, LLC the only manufacturer that can provide this product. Further, Collier's Medical Equipment is the exclusive Skytron representative for North Carolina. Sole Source approval has been granted by NCDHHS. Approval of this Board Action authorizes staff to proceed with the sole source purchase from Skytron, LLC.

### POLICY IMPACT

N/A

### ATTACHMENTS

Skytron LLC Sole Source Letter, Skytron LLC Quote and NC DHHS Sole Source Approval

DO NOT TYPE BELOW THIS LINE

I, Donna S. Buff, Clerk to the County Commission, do hereby certify that the above is a true and correct copy of action taken by the Board of Commissioners as follows:

NO.	DATE	M1	M2	CBrown	CCloninger	AFraley	BHovis	KJohnson	IKelgher	RWerley	Vote
2022-400	12/13/2022	BH	KJ	A	A	A	A	A	A	A	U

### DISTRIBUTION:

Laserfiche Users



November 29, 2022

Gaston County Sheriff's Office  
425 Dr. Martin Luther King Jr. Way,  
Gastonia, NC 28052

**RE: Skytron UVC Disinfection Solution**

To whom it may concern:

On behalf of Skytron, thank you for considering Skytron UVC Disinfection Robots to aid in your facility's safety efforts. Collier's Medical Equipment is the exclusive Skytron representative in your area, making them your sole-source provider for all Skytron UVC products in the Collier's Medical Equipment coverage area.

Skytron offers the most extensive family of UVC devices on the market, each with Skytron's proprietary SmartDosage UV™ technology to detect the UVC field and automatically calculate the appropriate runtime for proper disinfection. This innovative design allows the Skytron 2280 to treat affected areas quickly and safely. Additionally, the Skytron 2280 is a dual tower system that works together to decrease the treatment time while still providing single cycle whole room disinfection. There is no other comparable product on the market, with features such as infrared motion sensors to detect motion and stop operation, a handheld controller used from outside the room to safely start the device, approximately 9,000-hour lamp life, and the capability to remove the top emitter portion from the base for small space disinfection. This product is exclusively manufactured and provided by Skytron out of Grand Rapids, Michigan.

The Skytron UV Smart Disinfection Chamber is a rapid countertop UVC disinfectant that can disinfect personal belongings in as little as 25 seconds. With 360-degree disinfection of high-touch items like mobile devices, remotes, keyboards and more, the UC Smart is a simple, user-friendly addition to your facility's safety measures.

We appreciate the opportunity to serve you. Brian Krass and I are available for any further questions you may have.

Sincerely,

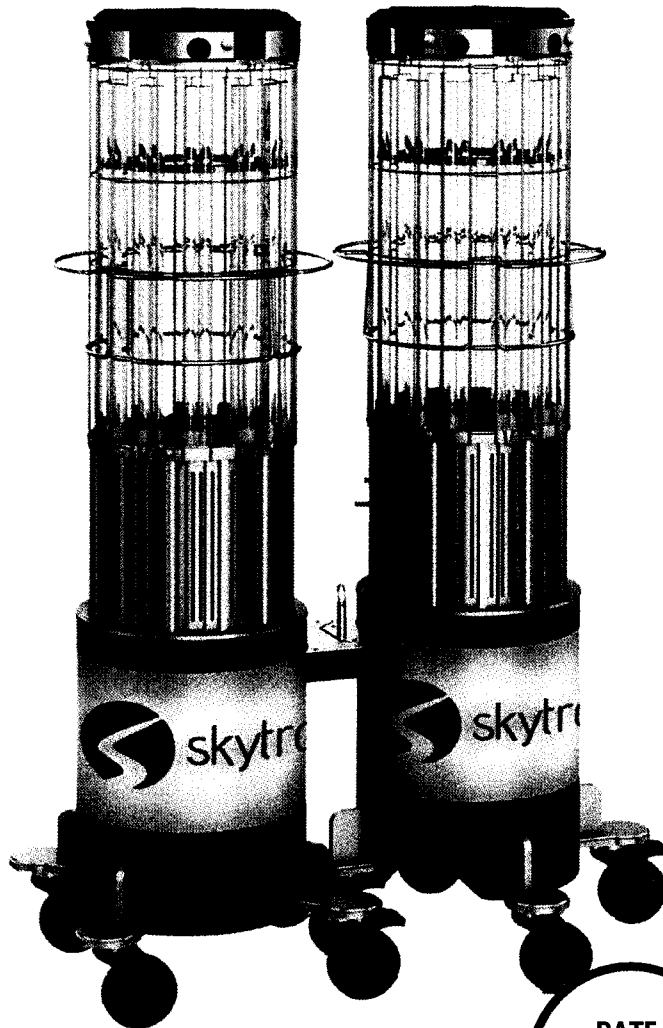
Bob Lawrence

VP of Product Development & Service – Skytron

5085 Corporate Exchange Blvd. SE  
Grand Rapids, MI 49512



Gaston County Sheriff's Office  
Deputy Chief Cauthran



DATE  
11-30-2022

EXPIRES  
12-09-2022

PRESENTED BY



ACCOUNT MANAGER: Robert Kraft  
PRINCIPAL: Brian Krass

GASTON COUNTY 2280 AND UV SMART

Project: None  
Quote#: Q-60675-10



ATTENTION

Gaston County Sheriff's Office

# GASTON COUNTY 2280 AND UV SMART

QUOTE Q-60675-10

## PRICING SUMMARY

PRODUCT	QTY	LIST PRICE UNIT	LIST PRICE EXTENDED	QUOTED PRICE UNIT	QUOTED PRICE EXTENDED
UVC Disinfection: 2280 UV Correctional Facility Configuration	1	\$ 104,400.00	\$ 104,400.00	\$ 63,645.00	\$ 63,645.00
<b>Law Enforcement Discount Applied to Proposal</b>					
<p><b>A three-year service contract is being provided at a discounted cost with this special bundled offer. The service contract provides an annual preventative maintenance, adjustments, calibration, and parts to maintain the equipment in optimal operating condition and to uphold the extended warranty</b></p>					
<p><b>Freight, and if applicable sales and use tax, is not reflected on quote, BUT is the responsibility of the customer</b></p>					
UVC Disinfection: Q-64690-1	1	\$ 8,100.00	\$ 8,100.00	\$ 5,900.00	\$ 5,900.00
<p><b>Skytron One charges are for Initialization and setup of UVC2280 and UV Smart are included in this project. See pages 4 and 6 for explanation.</b></p>					
Subtotal				\$ 69,545.00	
Skytron One: Q-60675-2				\$ 2,549.19	
Skytron One: Q-60677-2				\$ 1,254.19	
Handling				\$ 869.31	
<b>TOTAL INVESTMENT</b>				<b>\$ 74,217.70</b>	
<b>REQUIRED DEPOSIT</b>					<b>\$ 0</b>

### QUOTE (Q-60675) SPECIFIC TERMS AND CONDITIONS

GPO Correctional Facilities - 1 (9999)  
 ISSUE PO TO Skytron, LLC · PO Box 888615, Grand Rapids, MI, 49588 · P: 616-656-2900 · F: 616-656-2906 · E: orders@skytron.us  
 REMIT TO Skytron, LLC · PO Box 675164, Detroit, MI, 48267-5164

**QUOTE**  
Q-60675-10

**DATE**  
11-30-2022

**EXPIRES**  
12-09-2022



QUOTE Q-60675-10

### Gaston County 2280 and UV Smart

## PRICING DETAIL

# UVC DISINFECTION: 2280 UV CORRECTIONAL FACILITY CONFIGURATION

Reference #: C-64121-8

ITEM	DESCRIPTION	QTY EXTENDED	LIST PRICE UNIT	QUOTED PRICE UNIT	QUOTED PRICE EXTENDED
IPT2280	MODEL 2280 DISINFECTION ROBOT W/ SMARTDOSAGE UV & STERI-TRAK DIGITAL DOCUMENTATION MULTIVOLTAGE	1	\$ 88,000.00	\$ 52,985.00	\$ 52,985.00
2280YR3-ASAP	THREE YEAR SERVICE CONTRACT, 2280 UVC	1	\$ 16,400.00	\$ 10,660.00	\$ 10,660.00
<b>TOTAL</b>					<b>\$ 63,645.00</b>

**QUOTE**  
Q-60675-10

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QUOTE Q-60675-10

### Gaston County 2280 and UV Smart

## PRICING DETAIL SKYTRON ONE: Q-60675-2

Reference #: C-81483-2

ITEM	DESCRIPTION	QTY EXTENDED
SERV-934-17	Installation of single UVC robot system, model 2280. Includes full functional testing of the system, to manufacturers specifications.	1
SERV-929-01	Mobilization of service team for site specific required service engagement. Includes all transportation of necessary support equipment/service technician(s) for required service. Does not include transportation of point of service equipment required for the engagement.	1
PRODUCT TOTAL		\$ 2,549.19

QUOTE

Q-60675-10

DATE

11-30-2022

EXPIRES

12-09-2022



QUOTE Q-60675-10

### Gaston County 2280 and UV Smart

## PRICING DETAIL UVC DISINFECTION: Q-64690-1

Reference #: C-88512-1

ITEM	DESCRIPTION	QTY EXTENDED	LIST PRICE UNIT	QUOTED PRICE UNIT	QUOTED PRICE EXTENDED
UVSECD-US	UV Smart ECD UVC Disinfection Chamber	1	\$ 8,100.00	\$ 5,900.00	\$ 5,900.00
<b>TOTAL</b>					<b>\$ 5,900.00</b>

**QUOTE**

Q-60675-10

**DATE**

11-30-2022

**EXPIRES**

12-09-2022



QUOTE Q-60675-10

### Gaston County 2280 and UV Smart

## PRICING DETAIL SKYTRON ONE: Q-60677-2

Reference #: C-81488-2

ITEM	DESCRIPTION	QTY	EXTENDED
SERV-934-18	Initialization, UV Smart	1	
SERV-929-01	Mobilization of service team for site specific required service engagement. Includes all transportation of necessary support equipment/service technician(s) for required service. Does not include transportation of point of service equipment required for the engagement.	1	
		<b>PRODUCT TOTAL</b>	<b>\$ 1,254.19</b>

**QUOTE**  
Q-60675-10

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## TERMS AND CONDITIONS

**CHANGE ORDER FEE:** Change order fees, equal to five percent (5%) of order total, apply if order changes occur within 60 days prior to shipment.

**CANCELLATION FEE:** Eight percent (8%) cancellation fee will be invoiced or deposit will be forfeited on cancelled items of an equipment order.

**DRAWING CHANGE FEE:** \$200.00 Drawing Revision Charge will be invoiced after 2nd submittal revision, and after 1st fabrication revision. \$750.00 Fabrication Revision Charge will be invoiced if revision is within 45 days of shipping.

**MINIMUM ORDER FEE:** Orders with a product total less than \$25.00 are subject to a \$20 non-refundable minimum order fee added to the invoice.

### **RE-STOCKING FEE:**

- Equipment - 20% re-stocking fee will apply to all returns for credit of new equipment not yet installed, within 180 days of shipment. Refurbishment charges, if any, are calculated upon inspection of goods when received. All returns to be authorized by Skytron in advance.
- Parts - \$50.00 re-stocking fee for inspection/testing, and up to five percent (5%) of item cost for repair/refurbishing charge (not to exceed \$2,500 per item). Non-warranty part returns with a List Price less than \$100.00 per item are not accepted.
- Re-Stocking policy does not supersede Skytron's North American Warranty policy, Demo policy, or Table Pad Return policy.

**WORKING HOURS:** All service and installation pricing is based on normal working hours: 8AM to 5PM, Monday thru Friday, excluding holidays.

**UNION LABOR:** Facilities requiring the use of union labor must be identified as such for quoting purposes.

**SEISMIC REQUIREMENTS:** Please notify Skytron's Service Manager for installations having specific seismic requirements. Skytron is not responsible for any x-raying of the floor, structural ceiling through bolting, and associated fasteners.

**SERVICE CONTRACTS:** A signed service contract is required. A preliminary evaluation of product may be required for product that has been in use for some time.

**SCHEDULING AND TRADE-IN EQUIPMENT:** Contact Skytron's Service Manager a minimum of 15 working days prior to desired installation date. Large and intensive projects requiring multiple phases require a minimum 60-day notice before installation commences. Notice is required for installation where trade-in equipment will be present. If required, for a fee, Skytron can disconnect and remove existing equipment.

**ELECTRICAL CONNECTIONS, FINAL TIE-INS AND FINISHES:** All final tie-ins of electrical connections, plumbing and media must be made by a qualified and licensed individual. Skytron does not provide final tie-in services due to local licensing regulations. Finish work (e.g. caulking and trim) is the responsibility of others. Installation of standard product moldings or trim is included in the pricing provided.

### **MISCELLANEOUS:**

- Unless otherwise noted, Skytron reserves the right to make product improvements, discontinue products or change prices without notice.
- Unless otherwise noted, quoted amounts do not include freight costs and applicable taxes. Freight and tax rates in effect at time of shipment will be applied.
- For products combining lights and equipment pendants, include installation pricing for both individual units.
- Buyer expressly agrees that no terms and conditions shall supersede those in this quote without express, written consent of Skytron.

**UV DISINFECTION, IF APPLICABLE:** In order to maintain warranty on UV Disinfection products (IPT UV-C), a service contract must be purchased from Skytron, and service work performed by a Skytron Service Technician. Failure to comply with the terms of the service contract may void warranty. Service contract terms and conditions are available upon request.

QUOTE

Q-60675-10

DATE

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TERMS AND CONDITIONS CONTINUED  
SKYTRON STANDARD

**PAYMENT TERMS**

Net thirty (30) days after date of invoice, subject to credit approval.  
Shipping and Taxes are not included in this quote unless itemized above. All products are invoiced upon shipment.

**WARRANTY**

1 - year parts and labor on equipment.  
90 - days on replacement parts, spare bulbs (surgical lights), spare pads (surgical tables), supplies, and accessory items.  
3 - years on Optik View displays.  
15 - years on sterilizer pressure vessel (steam chamber and jacket)  
\*In order to maintain warranty on UV Disinfection products (IPT UV-C), a service contract must be purchased from Skytron, and service work performed by a Skytron Service Technician. Failure to comply with the terms of the service contract may void warranty. Service contract terms and conditions are available upon request.

**FREIGHT TERMS**

F.O.B. Origin. Freight Prepaid and Added. All shipments subject to handling charge.

**DELIVERY**

120 Days after receipt of order.  
Due to the COVID-19 pandemic and increased demand, delivery times may exceed 120 days.

**DEPOSIT**

25% deposit required for Booms and Active RTLS upon order acceptance.  
50% deposit required for Integration, OR Cockpit and custom products upon order acceptance.

*I acknowledge that I have reviewed and accept the content of this quote in its entirety.*

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Title

**QUOTE**  
Q-60675-10

**DATE**  
11-30-2022

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## Sole Source Provider Request Form

Project Name: COVID-19 SUPPORT FOR COUNTY CONFINEMENT FACILITIES  
Project Number: 16001-44665  
Implementing Agency: GASTON COUNTY SHERIFF'S OFFICE  
Authorizing Agency: GASTON COUNTY  
Project Director: ALAN CLONINGER  
E-mail Address: ACLONINGER@GCPS.ORG  
Phone number: 704-869-6860  
Proposed Amount of Invoice/Contract: \$ 74,217.69

This form is submitted as a formal request to use the services of the following contractor as a Sole Source Provider.

Contractor/Vendor Name: COLLIER'S MEDICAL EQUIPMENT

Reason for request:

- Service provider is continuing services already engaged from previous year(s)
- Advertising & research revealed that there no other service providers in the area (Attach details of the effort made in advertising and research)
- Other (explain below and attach additional documentation)

Sole source letter from Collier's Medical Equipment attached. Dated 11/29/22

Submitted by: ALAN CLONINGER Date: 11/18/2022

<input checked="" type="checkbox"/> Approved	Reason for denial:
<input type="checkbox"/> Denied	
Date: 11/30/2022	Signature: 