



**West Allis
Police and Fire
Commission**

July 15th, 2010

Sole Source Purchase

Segway

Prepared by

Captain Charles Unger

Submitted by

Chief Michael Jungbluth

Monday, July 12, 2010

Police and Fire Commission
West Allis, WI. 53214

RE: Sole Source Purchase: Segway(s)

Dear Commissioners:

The newest tool that we believe would enhance our community policing activities is the addition of Segway Personal Transporters (PT). The Segway Company has been around for a while, but PT's have not yet been implemented by Law Enforcement agencies in Southeastern Wisconsin. In fact, we may be the first municipal Law Enforcement agency in Wisconsin implementing Segways.

Simply, we believe that it will truly increase public interaction with the police in a positive way. Not only is the Segway PT a wonderful device for community interactions, its uses for normal patrol functions is unlimited. The PT could be utilized for beat patrol in the downtown area, and in any of our parks, parades, schools or community events. Its silent running qualities would be very beneficial to the evening and nightshift officers to silently work their way through alleys in search of criminal activity. The Segway PT can take you places that a car or bicycle can't - including inside many stores, office buildings, businesses & elevators.

In addition, implementation of this PT will have a positive impact on our budget and environment. The overall fuel savings on an annual basis could be approximated at \$6,000 to \$10,000 in fuel savings.

The cost of the three Segways and accessories is approximately \$17,000.00. A copy of the proposal has been attached. The funding for this purchase will be taken from grant funding supplied by the U.S. Department of Energy - (EECBG) grant. Approval by the Common Council will be required for this purchase.

I respectfully request your approval for this sole source purchase. Thank you for your consideration in this matter. Should you have any questions, please contact me.

Formal Approval	Date
President, Police and Fire Commission	

May 28, 2010

Dear Captain Unger,

We are appreciative of the opportunity and anxious to create a partnership between our Company and your Department. Mark and I have worked on your proposal with the consideration that you will be a catalyst for future business for us. Consequently, your price will be the lowest we ever quote and ask that you respectfully keep them confidential. So, the following is our suggested unit set-up and corresponding pricing.

Suggested Unit	MSRP	Your Price
Segway PT i2	\$5885.00	\$5002.25
Shipping	95.00	95.00
Set-up and Training (our location)	150.00	0.00
Total Base Segway PT i2	\$6,130.00 ea.	\$5097.25 ea.

Suggested Options

Comfort Mats (provides extra foot comfort for extended usage)	\$108.95	\$92.61
Handlebar Bag (convenient for carrying documents, etc and to install identification)	\$139.50	\$118.41
Vinyl Decal on Handlebar Bag (WAPD)	\$69.95	\$52.00
- Graphic Design (if needed)	99.00	75.00
- Installation (if needed)	25.00	0.00
Accessory Bar	\$54.95	\$46.71
Total Suggested Options	\$497.35	\$414.73

NOTE: We will deliver your machines to your Department complementary (our normal charge is \$.50 per trip mile from New Lisbon). Our trainer rate for you will be \$200.00 per day (normal rate is \$250.00 per day plus travel). We can train up to 15 riders per day depending on certain variables.

Additional Options for your consideration

Single Side Cargo Kit	\$311.95	\$265.15
Receiver Hitch Carrier (Double)	399.95	299.95
Segway Stands (Storage)	49.95	35.00

The specific Patroller Models are a "Sole Source" (bid through Segway, Inc.) government procured machine. The i2 Patroller would be approximately \$6925.00 from them. Our set-up and delivery would be approximately \$350.00. The primary difference in the i2 Patroller and the i2 I presented is the LeanSteer which is configured differently to accommodate the carrying case, lighting and specific Police identification.

Thank you again for the opportunity to present my ideas to you. I look forward to the opportunity to partner with you for the mutual benefit of both organizations.

Regards,

Jennifer Clark
Director of Sales & Marketing
Segway of Wisconsin