



Personal Service Contract Review Board
Form PSCRB-002
SOLE SOURCE DETERMINATION
Revised 7/1/2015

Agency: Department of Finance and Administration
Agency Contact Name: Judy Miller - Purchasing, Division Director (DFA)
Agency Contact Phone Number: 601-359-3656
Agency Contact Email Address: Judy.Miller@dfa.ms.gov
Agency Contact Fax Number: 601-576-2748 (Judy Miller)
Date Form Submitted: 1/30/19

Contractor Name: FlightSafety International and its subsidiaries ("FSI")
Contract Address: 9721 East Central Avenue, Wichita KS 67206

Principal Owners with Greater than 5% Interest in the Company:

Berkshire Hathaway - Publicly Traded Company

Service Type:

Pilot Training

Date of Contract:

06/01/2019

Length of Initial Contract:

06/01/2019 through 05/31/2021

Number of Renewals:

Option to renew for 1 year

Total Value of Contract including renewals:

Not to exceed \$100,000

RFIN (Sole Source Notification) number:

3150001993

Is the contractor registered with the Mississippi Secretary of State?

☒ Yes

☐ No

Were any objections to the sole source determination regarding this service received by the agency?

☐ Yes

☐ No

Is this service mandated by a valid binding court order?

☐ Yes

☒ No

Description and Scope of Service:

King Air 350 Level D Simulator, Garmin 1000 Pilot Flight Training



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What efforts were made to determine that the proposed provider is the only entity that can provide the service needed?

The King Air 350 cockpit manufacture (Garmin) was contacted in reference to other available training options. They represented that none currently exist.

What efforts were made to ensure the best possible price for the services was obtained?

For a price comparison, three other vendors that offer King Air 350 full motion Level D simulator training with dissimilar cockpits have been contacted. Two of the vendor prices were higher, the third vendor had a lower price but it was questionable as to whether or not the simulator comparison was equal.

Why is the service the only one that can meet the needs of the agency?

It is essential for safety that annual training take place in an environment that is as close to the actual state aircraft as possible. Currently the market for full motion simulator training with the King Air 350 Garmin 1000 cockpit is limited and therefore presents limited training options.

Why is the source the only person or entity that can provide the required service?

FlightSafety is the currently the only source that offers King Air 350 Level D simulator training with the Garmin 1000 cockpit. Level D simulators are very costly to develop.

Why is the amount to be expended for the service reasonable?

King Air 350, Level D simulator training prices have been verified for simulators with dissimilar cockpits. The DFA's negotiated price seems fair when cross-referenced with the other quotes that were received.

What, if any, market analysis was conducted to determine that the service to be provided is practicably available from only one source?

The cockpit manufacture (Garmin) was contacted to ensure that there are no other Level D simulator training devices currently available. Garmin represented that none currently exist.

The following items must be included with this form: *Check all that apply.*

- ☒ List identifying all attachments submitted *List attachments on Page 3.*
- ☒ Agency Head signed sole source determination letter
- ☒ Documented evidence that notice was provided to the public on the Mississippi Procurement Opportunity Search Portal for 14 days
- ☐ Copy of valid binding court order if applicable
- ☐ Copy of any objections to sole source determination (Form PSCRB-001) and any accompanying documents submitted

The Agency Head must sign and date this form in the space provided below.



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Signature: _____

Printed Name: _____

Laura D. Jackson

The following items must be included with this form:

What, if any, market analysis was conducted to determine that the service to be provided is practicably available from only one source?

Why is the amount to be expended for the service reasonable?

Why is the source the only person or entity that can provide the required service?

Why is the service the only one that can meet the needs of the agency?

What efforts were made to ensure the best possible price for the services was obtained?

What efforts were made to determine that the proposed provider is the only entity that can provide the service needed?

List all identifying attachments from Page 2 here.

List of Attachments:

- Price quote from CAE SimuFlite
- Email price quote from FlyRight
- Email price quote from TRU Simulation + Training (Textron)
- Email from Garmin – Indicating no other King Air Level D Simulator options
- Contract dating from 06/01/19 – 05/31/21
- Documented evidence of notice for 14 day required publication
- Agency Head signed sole source determination letter

