



City Council Report

Date: September 11, 2014
To: City Council
Through: Alex Deshuk, Manager of Technology and Innovation
From: Edward Quedens, MPA, C.P.M., CPPO, Business Services Director
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator
Subject: One-Year Renewal of the Term Contract for Barricade Rental Services for the Transportation Department **(Citywide)**

Purpose and Recommendation

Council is requested to approve the Renewal of the Term Contract for Barricade Rental Services as recommended.

Transportation and Purchasing recommend authorizing a one-year renewal with Trafficade Service, Inc. (Primary for Groups 1 and 2, and Secondary for Group 3); and Roadsafe Traffic Systems, Inc. (Primary for Group 3 and Secondary for Groups 1 and 2). The combined annual contract award is \$960,000.00.

Background / Discussion

This contract provides barricade equipment, supplies and rental services to City departments including Water Resources, Energy Resources, Police, Transportation and Parks, Recreation & Commercial Facilities on an as-needed basis. Rental services include delivery, set-up, relocation and take-down of all rental equipment.

On October 10, 2011, management approved the initial three-year contract with renewal options. This is a one-year renewal (final) contract. The City will rebid this contract next year.

This contract was originally awarded to three vendors: Trafficade Service, Inc., Highway Technologies, Inc. and Roadsafe Traffic Systems, Inc. In May of 2013, Highway Technologies ceased operations. Trafficade began providing service as the Secondary for Group 2, and Roadsafe became the Secondary for Groups 1 and 2 at the time.

Trafficade offered to renew the contract with an increase of 12.07% for fuel, health and vehicle insurance and workers compensation cost increases. From a review of their documentation, overall costs have increased by approximately 30% since 2011. The City has been satisfied with each vendor's performance. This contract continues to be advantageous to the City and it is in the City's best interest to renew the contract.

Roadsafe offered to renew the contract maintaining current pricing.

Alternatives

Council may choose not to authorize the purchase and new bids will be obtained.

Fiscal Impact

The annual contract amount is funded: \$900,000.00 by the Transportation department operating budget and \$60,000.00 by various City Department's operating budget using barricade rental services.

Coordinated With

Transportation and Purchasing

PURCHASING INFORMATION

Action: Renewal

Procurement Type: Request for Proposals

Solicitation Number: 2011196

Responses Received: Five

Initial Contract Term: Three Years

Renewal Term: One Year

Renewal Terms Remaining: None

Proposal Results:

Offerors	Group 1 Results (1,000 points possible)	Group 2 Results (1,000 points possible)	Group 3 Results (1,000 points possible)
Trafficade Service, Inc. Phoenix, AZ	<u>962 points</u> (Primary)	<u>960 points</u> (Primary)	<u>865 points</u> (Secondary)
Roadsafe Traffic Systems, Inc. Phoenix, AZ	<u>842 points</u> (Secondary)	790 points	<u>853 points</u> * (Primary)
Highway Technologies, Inc. Tempe, AZ	825 points	<u>846 points</u> (Secondary)	713 points
Southwest Barricades Phoenix, AZ	643 points	467 points	543 points
Action Barricade Company, LLC – Phoenix, AZ	595 points	598 points	496 points

* Roadsafe is the second highest scored for Group 3, behind Trafficade by 12 points, but their unit cost for Group 3 is half that of Trafficade's for a block party (\$50 vs. \$100). Roadsafe is recommended as Primary for Group 3.

RENEWAL RECOMMENDATION

Trafficade Service, Inc.
Phoenix, AZ

Description
Barricade Rental Services per Terms and Conditions, Specifications and Pricing as offered. <u>Primary for Groups 1 and 2, and Secondary for Group 3.</u>

Roadsafe Traffic Systems, Inc.
Phoenix, AZ

Description
Barricade Rental Services per Terms and Conditions, Specifications and Pricing as offered. <u>Primary for Group 3 and Secondary for Groups 1 and 2.</u>

Annual Contract Amount: <u>\$960,000.00</u>
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