



City Council Report

Date: December 1, 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 Uninterruptable Power Supplies Products, Maintenance and Repair Services for the Water Resources Department (**Citywide**)

Purpose and Recommendation

Council is requested to approve the Renewal of the Term Contract for Uninterruptable Power Supplies – Products, Maintenance and Repair Services as recommended.

Water Resources and Purchasing recommend authorizing a one-year renewal with Titan Power, Inc. at \$45,000 annually, based on estimated requirements.

Background / Discussion

This contract provides Uninterruptable Power Supplies (UPS), including products, maintenance and repair services to existing UPS equipment. The vendor supplies all labor, materials, transportation and equipment for UPS installation, integration and implementation. All products and work performed is in compliance with the City's specifications for UPS products and services, and UPS preventative maintenance schedules and tasks. The existing UPS units are located at the Utilities Building, Southeast WRP, Brown Road WTP Signal Butte WTP and Greenfield WRP.

On December 21, 2011, management approved the initial three-year contract with renewal options. This is the first, one-year renewal contract with one, one-year renewal option remaining.

Titan Power, Inc. offered to renew the contract without a price increase, and has maintained pricing during the entire initial three-year term. Product pricing is based on a percentage discount off MSRP. Their service and maintenance hourly rates remain the same. The procurement was initially conducted as an RFP in which Titan Power was both the highest scoring and lowest priced vendor. The City has been satisfied with the 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.

Alternatives

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

Fiscal Impact

The annual contract amount is funded by the Water Resources department operating budget.

Coordinated With

Water Resources and Purchasing

PURCHASING INFORMATION

Action: Renewal

Procurement Type: Request for Proposals

Solicitation Number: 2011237

Responses Received: Three

Initial Contract Term: Three Years

Renewal Term: One Year

Renewal Terms Remaining: One, one-year renewal subject to future Council consideration

Proposal Evaluation Summary:

Proposal	Results (1,000 points possible)
Titan Power, Inc. – Phoenix, AZ	883 points ⁽¹⁾
Gruber Technical, Inc. – Phoenix, AZ	640.5 points ⁽²⁾
Thomas & Betts Power Solutions, LLC dba JT Packard – Verona, WI	Non-Responsive (Proposal was not evaluated; Vendor did not submit a signed Offer & Acceptance form.)

⁽¹⁾ Vendor listed technicians' names, experience, licensing, expertise in certain product lines; Offer of Services was well written and above and beyond what we're asking; Offer included Method of Procedure for Battery Removal and Replacement which is above and beyond what we're asking.

⁽²⁾ Vendor did not provide qualifications or experience of key personnel or role of key employees; Although they showed they service a lot of brands of equipment, they really only offered four brands of equipment at a discounted price; The City has a lot of Liebert equipment and this brand was not listed for a repair parts discount; Vendor offered design services but nothing at all on training.

RENEWAL RECOMMENDATION

Titan Power, Inc.

Phoenix, AZ

Description
<p>Uninterruptable Power Supplies - Products and Services to include purchase of new and maintenance of existing UPS equipment per Terms and Conditions, Specifications and Pricing as offered</p> <p>Materials and Supplies estimated at \$20,000.00 Labor estimated at \$25,000.00</p> <p>Annual Contract Amount: <u>\$45,000.00</u></p>