



City Council Report

Date: January 26, 2015
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: Three-Year Term Contract for Trench Shoring Safety Equipment Rental Services for the Water Resources and Energy Resources Departments
(Citywide)

Purpose and Recommendation

Council is requested to approve the Term Contract for Trench Shoring Safety Equipment Rental Services as recommended. Water Resources, Energy Resources and Purchasing evaluated responses.

Water Resources, Energy Resources and Purchasing recommend awarding the contract to United Rentals (North America), Inc. (Primary) and Woudenberg Enterprises, Inc. dba Trench Shore Rentals (Secondary) at \$150,000.00 annually, based on estimated requirements.

Background / Discussion

This contract will allow for rental of trench shoring safety equipment and related services to support City utility and maintenance crews in the Water Resources and Energy Resources Departments as needed.

This proposal was re-solicited after receiving only one response on the initial solicitation. Two responses were received on the re-solicitation. Both responses have competitive pricing.

Staff from the Water Resources and Energy Resources Departments and Purchasing evaluated the proposals using simple comparative analysis instead of any announced evaluation method since fewer than 3 responses were received. Water Resources, Energy Resources and Purchasing are recommending United Rentals (North America), Inc., be awarded the contract as the primary contractor and Woudenberg Enterprises, Inc. dba Trench Shore Rentals be awarded the contract as the secondary contractor.

Alternatives

Council may choose not to authorize the purchase and new responses will be solicited.

Fiscal Impact

The annual contract amount is funded by the Water Resources and Energy Resources Departments' operating budget.

Coordinated With

Water Resources, Energy Resources and Purchasing

PURCHASING INFORMATION

Action: Initial Award

Procurement Type: Request for Proposals

Solicitation Number: 2015074

Vendors Registered on Bid List: 103 (2 Mesa)

Advertising: Arizona Republic, Bid Net, ProcureAZ, Purchasing Website

Downloads: 11

Responses: 2

Local Consideration: Not applicable as there were no Mesa responses.

Protests Received: None

Initial Contract Term: Three years

Possible Renewals: Two, One-year renewals subject to future Council consideration

Prices: Future price increases are capped by the Producer Price Index

Pricing Available to Other Cooperative Agencies: Yes

December 2, 2014 Responses:

United Rentals (North America), Inc. (Recommended Primary)
Phoenix, AZ

Woudenberg Enterprises, Inc. dba Trench Shore Rentals (Recommended Secondary)
Phoenix, AZ

AWARD RECOMMENDATION

Description
Trench Shoring Safety Equipment Rental Services per Terms and Conditions Specifications and Pricing as offered
<u>Primary Award</u> <i>United Rentals (North America), Inc. – Phoenix, AZ</i>
<u>Secondary Award</u> <i>Woudenberg Enterprises, Inc. dba Trench Shore Rentals – Phoenix, AZ</i>
Annual Contract Amount: <u>\$150,000.00</u> (cumulatively not to exceed)