



City Council Report

Date: March 23, 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: Purchase of 350 Replacement Self Contained Breathing Apparatus and Related Equipment for the Mesa and Superstition Fire and Medical Departments [\$2,428,889.92 (90%) Funded by Federal Emergency Management Agency and U.S. Department of Homeland Security Grants and \$269,876.66 (10%) from City Share through the Fire & Medical operating budget] **(Single Bid) (Citywide)**

Purpose and Recommendation

Council is requested to approve the contract for the Purchase of 350 Replacement for Self Contained Breathing Apparatus and Related Equipment as recommended.

The Fire and Medical Department, and Purchasing recommend awarding the contract to the single bidder, Municipal Emergency Services, at \$2,698,766.58, based on estimated requirements.

Background / Discussion

Mesa Fire and Medical Department (MFMD) has requested the replacement of SCBA equipment as well as related facepieces and cylinders. The requested replacement is part of MFMD's ten-year replacement cycle schedule. Their SCBA equipment is more than a decade old and does not meet the current National Fire Protection Association Standards. The 2013 Standards include drastically improved safety practices such as earlier warning alarms and thermal protection to the facepiece assembly.

This purchase is a combined purchase for City of Mesa and Superstition Fire and Medical District. It will provide 300 SCBA air packs and cylinders and 399 facepieces for MFMD; and 50 SCBA air packs and cylinders and 75 facepieces for the Superstition Fire and Medical District. Superstition will reimburse MFMD, \$37,939.97, for their portion after delivery. MFMD estimates trading-in 200 older SCBA's.

Both the City of Mesa and Superstition Fire and Medical District have standardized with Scott Safety products. Bid specifications required Scott SCBA's, no substitutions.

Purchasing released a bid for SCBA's on December 16, 2014. This bid was scheduled to be conducted as a reverse auction because there were multiple distributors who expressed interest in bidding at the time. Bids were due January 8, 2015 however Municipal Emergency Services (MES) was the only vendor who submitted a response. Purchasing contacted several distributors identified by Mesa Purchasing and EASi (Reverse Auction Provider) for their reason for not submitting a bid. These are the reasons for

several vendors not submitting a bid: had concerns working with government agencies and claimed their profit margins would be too small to participate; vendor wanted to be paid for all SCBA's upfront prior to delivering product to the City; a vendor thought they would be at a significant price disadvantage to other vendors providing Scott products; and a vendor was not able to get authorization from Scott Safety Products to sell and service SCBA's to the City.

Due to only having one response, Purchasing canceled the bid and released a second solicitation on January 21, 2015. Bids were due February 5, 2015 and again, MES was the only vendor who submitted a response.

The City of Chandler recently solicited for SCBA's, of which MES was the only responsive proposer. MES's price offer to Mesa is comparable to their pricing submitted to Chandler. Chandler's pricing is \$6,668.25 per pack, including the facepiece. Mesa's pricing is \$6,678.00, including the facepiece.

Alternatives

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

Fiscal Impact

This total amount of \$2,698,766.58 for both agencies is funded by: 90% grant funded from FEMA and DHS (\$2,428,889.92) and \$231,936.69 through the Mesa Fire & Medical operating budget and \$37,939.97 from Superstition Fire and Medical District.

Coordinated With

Fire and Medical Department, and Purchasing

PURCHASING INFORMATION

Action: Initial Award

Procurement Type: Request for Bids

Solicitation Number: 2015161

Vendors Registered: ProcureAZ (43), Vendor Self Service (10) and Bid List (27, 2 Mesa)

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

Downloads: 13

Responses: 1

Local Consideration: Not applicable as there is a single response

Protests Received: None

Initial Contract Term: Three years

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

Prices: All pricing shall be firm for the initial term of three years; except where otherwise provided by the specifications, and include all transportation, insurance and warranty costs.

Pricing Available to Other Cooperative Agencies: Yes

February 5, 2015 Single Response:

Municipal Emergency Services
Southbury, CT

\$2,497,701.60 (Recommended)

AWARD RECOMMENDATION
Municipal Emergency Services
Southbury, CT

Description	
Quantity 350 - Scott Safety SCBA Pack - includes X3 (SC) with Pak-Tracker, Dual EBSS; and Integrated Pass, E-Z Flo+ Regulator with QC, X3414022200302, EPIC 3 Voice Amp 201275-01, 4500 PSI 45 Min Snap Change Cylinder 200129-01, AV 3000 HT Facepiece with Communication Bracket 201215-05 at <u>\$6,678.00/each</u> ; and	
Quantity 474 - Additional Facepieces at <u>\$338.40/each</u>	
Base	\$2,497,701.60
5.6% Use Tax	<u>\$201,064.98</u>
Total	<u>\$2,698,766.58*</u>
*The total amount includes the purchase for the Superstition Fire and Medical District. Superstition will reimburse MFMD, \$37,939.97, for their portion after delivery. The total amount does not include the City's trade-in units. MES offered trade-in value of \$800.00 per Pack. Mesa Fire and Medical estimates trading-in approximately 200 older SCBA's.	