



City Council Report

Date: May 18, 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: One-Year Renewal Contract for Commercial Printing for the Business Services Department **(Citywide)**

Purpose and Recommendation

Council is requested to approve the Renewal Contract for Commercial Printing as recommended.

Print Services and Purchasing recommend authorizing a one-year renewal with Century Graphics and American Reprographics Company, LLC (a Mesa business), cumulatively not to exceed \$280,000.00 annually, based on estimated requirements.

Background / Discussion

Business Services, Print Services provides printing services to City Departments to support their programs. Print Services will use this contract to print the large quantities of Mesa's Openline Newsletters and Utility Bill inserts and large format flatbed full color printing, particular print projects that they do not have the proper equipment for.

The City rebid Commercial Printing but the evaluation committee recommended not to award on that solicitation for Group C: Openline Newsletter and Utility Bill Inserts and Group E: Large Format Flatbed Full Color Printing but to renew the contract with the current vendors.

On May 21, 2012, Council approved the initial three-year contract with renewal options. This is the first, one-year renewal option.

Century Graphics offered to renew the contract at the current pricing and American Reprographics Company, LLC offered to renew the contract with an overall increase of 7.27%. The City has been satisfied with the vendors' 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 purchase and new responses will be solicited.

Fiscal Impact

The annual contract amount is funded by the Print Services operating budget and allocated to the using department.

Coordinated With

Business Services – Print Services and Purchasing

PURCHASING INFORMATION

Action: Renewal

Procurement Type: Request for Proposals

Solicitation Number: 2011219

Responses Received: 15

Initial Contract Term: Three Years

Renewal Term: One Year

Renewal Terms Remaining: One-Year renewal subject to future Council consideration

RENEWAL RECOMMENDATION

***Group C: Century Graphics
Phoenix, AZ***

***Group F: American Reprographics Company LLC
Mesa, AZ***

| Description |
|--|
| Group C: Openline Newsletter and Utility Bill Inserts Printing Group F: Large format flatbed full color printing Per Terms and Conditions, Specifications and Pricing as offered Annual Contract Amount: <u>\$280,000.00</u> |

Proposal Results

| Evaluation Criteria / Points Possible | Arizona Lithographers | Century Graphics Inc. | Cereus Graphics, Inc. | Complete Print Shop, Inc. | Di-Mor Business Forms, Inc. | PRI Graphics | Thomas Printworks | Williams Express |
|---------------------------------------|-----------------------|-----------------------|-----------------------|---------------------------|-----------------------------|--------------|-------------------|------------------|
| Firm's Solution / 300 | 150 | 293 | 267 | 267 | <u>300</u> | 300 | 250 | 267 |
| Firm's Qualifications / 300 | 200 | 233 | 267 | 183 | <u>300</u> | 167 | 233 | 200 |
| Group A Price Points / 400 | 295 | 313 | 248 | 307 | 399 | No Bid | No Bid | 400 |
| Group A Total / 1,000 | 645 | 839 | 782 | 757 | <u>999</u> | No Bid | No Bid | 867 |
| Group B Price Points / 400 | 264 | 400 | 331 | 250 | 328 | No Bid | No Bid | 270 |
| Group B Total / 1,000 | 614 | 926 | 865 | 700 | <u>928</u> | No Bid | No Bid | 737 |
| Group C Price Points / 400 | 305 | 336 | 331 | 366 | 361 | No Bid | No Bid | 400 |
| Group C Total / 1,000 | 655 | 862 | 865 | 816 | <u>961</u> | No Bid | No Bid | 867 |
| Group D Price Points / 400 | 280 | 308 | No Bid | 330 | 400 | No Bid | No Bid | No Bid |
| Group D Total / 1,000 | 630 | 834 | No Bid | 780 | <u>1,000</u> | No Bid | No Bid | No Bid |
| Group E Price Points / 400 | No Bid | No Bid | No Bid | No Bid | No Bid | 400 | 332 | No Bid |
| Group E Total / 1,000 | No Bid | No Bid | No Bid | No Bid | No Bid | 867 | 815 | No Bid |