



City Council Report

Date: November 23, 2015
To: City Council
Through: Alex Deshuk, Chief Innovation Officer
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 Red Lion Controls Operator Interface
Terminals for the Water Resources Department **(Citywide)**

Purpose and Recommendation

Council is requested to approve the Term Contract for Red Lion Controls Operator Interface Terminals as recommended.

The Water Resources Department and Purchasing recommend awarding the contract to the lowest, responsive and responsible bidder, LKCM CW Distribution LLC dba Relevant Solutions (a Mesa business) at \$33,000.00 annually, based on estimated requirements.

Background / Discussion

This contract will provide Red Lion Controls Operator Interface Terminals to monitor critical Water and Wastewater operations at various City locations, and also provide training on an as-needed basis.

The City has standardized with these two operator interface terminals throughout the water and wastewater plants.

Because of the standardization, each plant is required to possess a spare so that if a terminal goes down, it can be immediately connected. If a different brand of terminal is used, the staff monitoring the equipment would have to get used to looking at a completely different format terminal and multiple spares would have to be purchased for redundancy. Since crews look at multiple terminals simultaneously when checking for equipment problems, using another brand terminal with different software and design, staff could potentially miss an error and cause a major plant failure.

Alternatives

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

Fiscal Impact

The annual contract amount is available in the Water Resources Department operating budget - Water and Wastewater Operations & Maintenance.

Coordinated With

Water Resources – Water Utility and Wastewater Utility, and Purchasing

PURCHASING INFORMATION

Action: Initial Award

Procurement Type: Request for Bids

Solicitation Number: 2016074

Vendors Registered on Bid List: ProcureAZ (57) and Vendor Self Service (6)

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

Responses: 4, and 1 No Bid response

Local Consideration: The Mesa bidder was already the lowest, responsive and responsible bidder. Calculating pricing by using Management Policy #214, removing 1.75% (Mesa TPT) for the purpose of bid evaluation was not necessary

Protests Received: None

Initial Contract Term: Three years

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

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

Pricing Available to Other Cooperative Agencies: Yes

October 12, 2015 Responses

LKCM CW Distribution LLC dba Relevant Solutions Mesa, AZ	\$30,310.00 (Recommended)
Technical Marketing Mfg. Inc. Tempe, AZ	\$31,875.58
Process Technology Inc. Salt Lake City, UT	\$34,402.20
Cambridge Park Investments LLC dba Global Data Specialists Mesa, AZ	\$36,820.46

"No Bid" Response received from
Carlton-Bates

AWARD RECOMMENDATION
LKCM CW Distribution LLC dba Relevant Solutions
Mesa, AZ

Description	
Red Lion Controls Operator Interface Terminals per Terms and Conditions, Specifications and Pricing as offered	
Quantity 8 – G315C210 with 15" touchscreen display at <u>\$3,005.00/each</u> ;	
Quantity 2 – G310C210 with 10.4" touchscreen display at <u>\$2,065.00/each</u> ;	
Quantity 2 – G306A000 with 5.7" touchscreen display at <u>\$870.00/each</u> ;	
and Annual Technical Product Training for up to 20 users at <u>\$400.00</u>	
Base	\$30,310.00
8.05% Sales Tax	<u>\$2,439.96</u>
Total	\$32,749.96
Annual Contract Amount: <u>\$33,000.00</u>	