



City Council Report

Date: December 5, 2016
To: City Council
Through: Mike Kennington, Chief Financial 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 Pawn Web-Based Application for the Police Department **(Citywide)**

Purpose and Recommendation

Council is requested to approve the Term Contract for Pawn Web-Based Application as recommended. A committee representing the Police Department and Purchasing evaluated responses.

The evaluation committee recommends awarding the contract to the highest scored proposal from LeadsOnline, LLC at \$78,672.00 annually, based on estimated requirements.

Background / Discussion

This contract will upgrade the City's current pawn application to a web-based application. The current application developed by LeadsOnline is used to monitor and maintain servicing of paper pawn tickets which is set to expire April, 2017. The Police Department plans to move from a paper pawn ticket to an electronic pawn ticket to increase staff productivity and improve business relationships with the pawnshops and second hand businesses.

The current application monitors and maintains pawn shop and second-hand store information but does not allow for purchasing and management of pawn tickets which must be purchased physically. The planned upgrades will allow the Department to offer tickets 24/7 from a website, eliminate voided tickets, print out current and historical transactions and statements, automatically gather various statistics and benchmarks, and electronically report transactions to Maricopa County Sheriff's Office (MCSO); Reporting this information to MSCO is mandated under A.R.S. Title 44-1625.

Thirteen staff from the Police Department (from Technical Security, Desktop Infrastructure, PD Pawn and Fiscal) evaluated the proposals based on the evaluation criteria as stated in the solicitation. The highest scored proposal, LeadsOnline, LLC is being recommended for award. LeadsOnline provides the current application used by the Police Department that interfaces with MCSO. Vendor will develop and add e-ticket option. The evaluation committee unanimously agreed on the recommendation.

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 Police Department – Technical Services operating budget.

Coordinated With

Police Department and Purchasing

PURCHASING INFORMATION

Action: Initial Award

Procurement Type: Request for Proposals

Solicitation Number: 2016122

Vendors Registered: ProcureAZ (429) and Vendor Self Service (57)

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

Downloads: 83

Responses: 3 responses and 2 No Bid responses

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 Consumer Price Index

Pricing Available to Other Cooperative Agencies: Yes

Proposals received on February 8, 2016

LeadsOnline, LLC - Plano, TX

Peter Tran dba Strategic DBA - Louisville, KY

Moorhead Creative, LLC - Tempe, AZ

No Bid Response received from

Business Watch International – Coral Springs, FL

Lexis Nexis – Los Angeles, CA

Proposal Scoring Results

Evaluation Criteria / Points Possible	LeadsOnline (*)	Moorhead Creative (**)	Strategic DBA (***)
Firm's Qualifications & Experience / 300	300	150	50
Firm's Proposed Solution / 1,000	950	250	50
Firm's Pricing / 200	(\$74,500) 200	(\$1,964,800) 7.58	(\$3,143,232) 4.74
TOTAL / 1,500	<u>1,450</u>	407.58	104.74

AWARD RECOMMENDATION

LeadsOnline, LLC
Plano, TX

Description
<p>Pawn Web-Based Application per Agreement No. 2016122; Exhibits – Scope of Work, Pricing and Mesa Standard Terms and Conditions; Other Exhibits; Solicitation including any addenda; and Contractor Response. Annual Subscription at <u>\$74,500.00</u> and 5.6% Sales Tax at <u>\$4,172.00</u>.</p> <p>Annual Contract Amount: <u>\$78,672.00</u></p>