



City Council Report

Date: February 27, 2017
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: One-Year Renewal Contract for Illuminated Street Names Signs and Maintenance Services for the Transportation Department **(\$40,000 funded by Local Streets Sales Tax and \$491,700 funded by Capital Improvement Program projects) (Citywide)**

Purpose and Recommendation

Council is requested to approve the Renewal Contract for Illuminated Street Names Signs and Maintenance Services as recommended.

The Transportation Department and Purchasing recommend authorizing the renewal with Fluoresco Services LLC at \$531,700.00, based on estimated requirements.

Background / Discussion

This contract provides for illuminated street name sign supply and maintenance services on an as needed basis for Transportation, Intelligent Transportation System (ITS) Operations group. Services and equipment includes:

- Maintenance/Repair of Illuminated Street Name Signs mounted on traffic signal poles
- Sign face replacement
- Retrofit existing illuminated street name signs with LED light source
- Fabricate and install new LED illuminated street name signs
- Removal of existing illuminated street name signs

On February 24, 2014, Council approved the initial three-year contract with two, one-year renewal options. This is the first, one-year renewal contract with a one-year renewal option remaining.

These signs are a specialized product. There were only two bidders who bid on this contract in 2014. The competitor, Summit Signs, was not able to provide any of the 12 foot signs the City was requesting. Fluoresco Lighting & Signs scored the highest and was awarded the contract.

Fluoresco Services, LLC offered to renew the current contract under the same terms, conditions and decreased pricing on items #45, 46 and 47 (resulting in a 14.91 % decrease). Fluoresco has continually dropped their pricing throughout the term of the contract. The City believes rebidding this contract would most likely end up with the same two vendors and higher pricing for these items and services.

Purchasing reached out to Summit Signs to see if they are now able to provide 12 foot signs, if the City were to rebid the contract. Summit asked for a copy of the previous proposal with the specifications so they could confirm; Purchasing sent the information as requested but Summit did not respond.

The City has been satisfied with the vendor's 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 renewal purchase and new bids will be obtained.

Fiscal Impact

The annual contract amount of \$531,700.00 is available: \$40,000.00 for maintenance items through the Local Streets Sales Tax Fund, and \$491,700.00 for other as needed items funded by the associated Capital Improvement Program project.

Coordinated With

Transportation and Purchasing

PURCHASING INFORMATION

Action: Renewal

Procurement Type: Request for Proposals

Solicitation Number: 2014109

Responses Received: 2 responses, plus 1 No Bid response

Initial Contract Term: Three years

Renewal Term: One year

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

Proposals received December 10, 2013

Fluoresco Lighting-Sign Maintenance Corp.

dba Fluoresco Lighting & Signs

Phoenix, AZ

Duncor, LLC dba Summit West Signs

Gilbert, AZ

Proposal Scoring Results

Elements / Possible Points	Fluoresco Lighting & Signs (Awarded)	Summit West Signs
Experience Manufacturing, Installing & Maintaining Illuminated Street Name Signs for public roadways (provide references & project examples) / 20	18	12
Compliance with Specifications as written / 30	25	20
Employee Certifications/Qualifications / 10	8	5
Price / 40	34	40
Total / 100	<u>85</u>	77

"No Bid" Response received from
Action Sign & Lighting – Phoenix, AZ

RENEWAL RECOMMENDATION
Fluoresco Services, LLC
(formerly Fluoresco Lighting Sign Maintenance Corp.
dba Fluoresco Lighting & Signs)
Phoenix, AZ

Description
<p>Illuminated Street Name Sign Supply and Maintenance Services on an as needed basis per Contract No. 2014109, Terms and Conditions, Specifications and Pricing as offered, including applicable taxes</p> <p style="text-align: center;">Annual Contract Amount: <u>\$531,700.00</u></p>