



City Council Report

Date: March 6, 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, Procurement Administrator
Subject: One-Year Renewal Contract for Emergency Vehicle Equipment and Installation Services for the Fleet Services Department **(Citywide)**

Purpose and Recommendation

Council is requested to approve the Renewal Contract for Emergency Vehicle Equipment and Installation Services as recommended.

The Fleet Services Department and Purchasing recommend authorizing a one-year renewal with Kenco OR LLC dba LSH Lights at \$1,000,000.00, based on estimated requirements.

Background / Discussion

This contract provides specialized turnkey emergency vehicle equipment and installation services for the City's Police and general vehicle fleet on an as-needed and/or as-requested basis. The emergency equipment includes: lights, sirens, push-bars, prisoner cages, consoles, wiring, etc. There is an established hourly shop labor rate and a pricing discount structure for emergency equipment purchases.

On April 1, 2013, Council approved the initial three-year term contract for Emergency Vehicle Equipment and Installation Services. This contract consolidated all of the City's emergency equipment purchases for the City's general fleet with that of the Police Department. Council approved the first, one-year renewal on 3/14/2016. This is second, one-year renewal with no renewal options remaining.

PD currently has vehicles on order or-in process and re-bidding or changing vendors at this time would cause delays in up-fitting and issuing complete vehicles. It has taken considerable time for City staff and LSH to build an efficient working relationship to deal with the complexity of numerous vehicle purchases with different requirements to ensure consistency.

LSH Lights offered to renew the contract maintaining last year's pricing. The City has been satisfied with the vendor's performance and the contract continues to be advantageous to the City. It is in the City's best interest to renew with LSH Lights for the fifth-year and final term.

Alternatives

Council may choose not to authorize the purchase.

Fiscal Impact

The annual contract amount is available in Fleet Services Department operating budget.

Coordinated With

The Fleet Services Department and Purchasing

PURCHASING INFORMATION

Action: Renewal

Procurement Type: Invitation for Bids

Solicitation Number: 2012231

Responses Received: 5 (includes 1 No Bid response)

Initial Contract Term: Three Years

Renewal Term: Second, One Year

Renewal Terms Remaining: None

November 26, 2012 Responses

Evaluated total was a market basket method that included an evaluation of average discounted equipment prices and an evaluation of Labor Costs to Up-Fit a Chevy Tahoe.

Kenco OR LLC dba LSH Lights Goodyear, AZ/Gilbert, AZ	\$7,982.00 (Awarded Primary Award) (\$39.50 hourly rate)
Arizona Emergency Products Phoenix, AZ	\$8,548.75 (Awarded Conditional Secondary) (\$52.50 hourly rate)
PSS/First IN AZ LLC Phoenix, AZ	\$8,840.50 (\$47.50 hourly rate)

Creative Communications Sales & Rentals, Inc. - Phoenix, AZ
Did not meet minimum requirements

No Bid response received from
United Fire - Tucson, AZ

RENEWAL RECOMMENDATION

Kenco OR LLC dba LSH Lights
Goodyear, AZ/Gilbert, AZ

Description
Emergency Vehicle Equipment and Installation Services per Contract No. 2012231, Technical Specifications, Hourly Shop Labor Rate and Percent Discount Off current published list price of emergency equipment as offered
Annual Contract Amount: <u>\$1,000,000.00</u>