



# City Council Report

**Date:** March 20, 2017  
**To:** City Council  
**Through:** Michael Kennington, Chief Financial Officer  
**From:** Edward Quedens, MPA, C.P.M., CPPO, Business Services Director  
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator  
**Subject:** Five-Year National Cooperative Contract for Grounds Maintenance Equipment, Parts, Accessories, Supplies, Related Services and Equipment for the Parks, Recreation and Community Facilities (PRCF) Department (Citywide)

## Purpose and Recommendation

Council is requested to approve the Term Contract for Grounds Maintenance Equipment, Parts, Accessories, Supplies, Related Services and Equipment as recommended. A committee representing Parks, Recreation and Community Facilities and Purchasing evaluated responses.

The evaluation committee recommends awarding the contract to the highest scored proposal from The Toro Company at \$351,325.00 annually, based on estimated requirements.

## Background / Discussion

This contract will provide equipment, accessories, parts, supplies and related services per City requirements. The equipment will be used for Sports Field and Golf Course maintenance, and include some used and balance of line equipment and supplies.

Mesa was selected by the National Intergovernmental Purchasing Alliance Company (National IPA) to be the lead agency on this contract. The contract will be available to over 40,000 public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit through National IPA's cooperative purchasing program. National IPA anticipates that the expenditure against this agreement nationally will be approximately \$35 million annually of which the City will receive rebates annually (approximately 0.125% of gross sales) for administering and awarding this contract.

Purchasing conducted the initial review of the three proposals received of which all three met the minimum qualifications. Staff from PRCF evaluated the proposals based on the evaluation criteria as stated in the solicitation, and response clarifications were requested from the highest scored vendor. Best and Final Offers were not requested by the evaluation team. The highest scored proposal, The Toro Company, is being recommended for award. 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 Parks, Recreation and Community Facilities Department operating budget through: Capital – Enterprise (Golf), General Fund (Cemetery), Capital – General Fund (Parks Maintenance), Environmental Compliance Fee (Basin Maintenance).

## **Coordinated With**

Parks, Recreation and Community Facilities Department, and Purchasing

## **PURCHASING INFORMATION**

Action: Initial Award

Procurement Type: Request for Proposals

Solicitation Number: 2017025

Vendors Registered: ProcureAZ (632) and Vendor Self Service (126)

Advertising: ProcureAZ and Purchasing Website

Downloads: 61

Responses: 3

Local Consideration: Not applicable as there were no Mesa responses

Protests Received: None

Initial Contract Term: Five years

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

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

Pricing Available to Other Cooperative Agencies: Yes

## **December 14, 2016 Responses**

Harper Turf Equipment dba Harper Industries, Inc. – Harper, KS

Textron, Inc. dba Jacobsen, a Division of Textron – Charlotte, NC

The Toro Company dba Toro – Bloomington, MN

### **Proposal Final Scoring Results**

Evaluation Criteria / Points Possible	The Toro Company (Recommended)	Textron, Inc. dba Jacobsen	Harper Industries, Inc.
Firm's Proposed Solution / 40	39.6	31.4	19.6
Firms Qualifications & Experience / 30	28.2	22	18
Firm's Pricing (Equipment) / 20	18.56	20	0
Firm's Pricing (Parts) / 10	8.1	10	0
Total / 100	<u>94.46</u>	83.4	37.6

### **AWARD RECOMMENDATION**

***The Toro Company dba Toro  
Bloomington, MN***

Description
<p>Grounds Maintenance Equipment, Parts, Accessories, Supplies, Related Services and Equipment per Agreement No. 2017025; Exhibits – Scope of Work, Pricing, Mesa Standard Terms and Conditions, and National IPA documents; Solicitation including any addenda; and Contractor Response</p> <p><b>Annual Contract Amount: <u>\$351,325.00</u></b></p>