



# City Council Report

**Date:** April 15, 2019  
**To:** City Council  
**Through:** Michael Kennington, Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Matt Bauer, Procurement Administrator  
**Subject:** Three-Year Term Contract with Two Years of Renewal Options for  
Emergency Vehicle Equipment and Installation Services for the Fleet  
Services Department **(Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

A committee representing Fleet Services, Information Technology, Mesa Fire and Medical, and Police Departments and Purchasing evaluated responses. The evaluation committee recommends awarding the contract to the highest scored proposals from Kenco, OR LLC dba LSH Lights (Primary); and Arizona Emergency Products (Secondary); at \$1,000,000 annually with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

## Background / Discussion

The contract will establish a three-year term contract term for the purchase and installation of emergency vehicle equipment and lighting, and establish an hourly labor rate. A pricing structure for the purchase of emergency equipment without installation charges will also be established.

The Contractor will provide specialized turnkey emergency vehicle equipment (lights, sirens, push-bars, detainee cages, consoles, wiring, etc.) and installation services for the Fleet Services, Mesa Police, and Mesa Fire and Medical Departments, other service vehicles for the City on an as-needed basis.

The City received four proposals, of which, all met the minimum qualifications. The evaluation committee then scored the responses based on the evaluation criteria in the solicitation. Pride Outfitting received the lowest initial score (632 out of 1,000) among the respondents and was determined not reasonably susceptible for award. The evaluation committee scheduled and conducted site visits to the remaining three firms. The committee then completed the final scoring against the evaluation criteria in the solicitation.

The committee recommends awarding a Primary and Secondary provider to ensure timely services. Award is recommended to the highest scored respondent, Kenco, OR LLC dba LSH Lights (Primary); and the second, highest scored respondent, Arizona Emergency Products (Secondary). The Secondary provider and will be utilized if the Primary is not able to complete services within the time requirement. The evaluation committee unanimously agreed on the recommendation.

## Purchase Information

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2018084

Local Consideration: Policy did not apply to this procurement method

Protests Received: None

Initial Contract Term: Three years

Possible Renewals: Up to a maximum of two years, renewals subject to Administrative review and approval

Funding Source: Fleet Services Department operating budget through the Fleet Internal Services Fund

## Proposal Responses

Arizona Emergency Products - Phoenix, AZ

Don Chalmers Ford dba MHQ of Arizona - Tempe, AZ

Kenco, OR LLC dba LSH Lights - Goodyear, AZ

Pride Outfitting - Chandler, AZ

## Final Scoring

Respondent	Total Points Possible / 1,000
Kenco, OR LLC dba LSH Lights (Recommended – Primary)	<u>955.00</u>
Arizona Emergency Products (Recommended – Secondary)	<u>767.57</u>
Don Chalmers Ford dba MHQ of Arizona	<u>654.76</u>