



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 Illuminated Street Name Signs Supply and Maintenance for the Transportation Department **(Single Response) (Citywide)**

Recommendation

Council is requested to approve the award as recommended.

A committee representing the Transportation Department and Purchasing evaluated the single response received. The evaluation committee recommends awarding the contract to the single, qualified and responsible proposal from Fluoresco Services, LLC at \$522,000 annually, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

Background / Discussion

This contract will provide new internally illuminated street name signs for replacement of existing illuminated signs and aluminum signs. Some of the illuminated signs will be located at frequently traveled City entryway intersections to inform travelers that they arrived in the City of Mesa. (Imagine Mesa recommendation) It will also provide maintenance services for internally illuminated street name signs located at signalized intersections to include electrical repair such as ballast and lamp replacement, replacing sign faces due to fading and peeling, modifying existing fluorescent type signs to LED.

On 2/12/2019, the City issued a Request for Proposal to registered firms with a due date of 3/6/2019. Only one vendor, Fluoresco, responded. This is not a proprietary product and other vendors could have submitted a bid. Purchasing reached out to vendors to ask why they did not submit a response. Vendors responses included they do not supply those types of signs; they only provide the product and not the services; they did not have time to submit a response, they do not use LED drivers manufactured by Philips; and they have their own design and manufactured product.

Only two vendors responded the last time the City solicited for these materials and services. In 2014, Fluoresco scored the highest and was awarded the contract and is the City's current contracted vendor. The City is satisfied with Fluoresco's products and services. The vendor has also significantly reduced their pricing three different times throughout the contract. It is in the City's best interest to award this contract to the single respondent, Fluoresco Services, LLC.

Purchase Information

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2019146

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: Transportation Department operating budget (Traffic Signal Maintenance and Operation, and Minor Signal Modifications)

Single Response

Fluoresco Services, LLC - Phoenix, AZ