



# City Council Report

**Date:** January 27, 2020  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/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 Trench Shoring Safety Equipment Rental Services for the Water Resources and Energy Resources Departments **(Single Response) (Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

A committee representing the Water Resources Department and Purchasing evaluated responses. The evaluation committee recommends awarding the contract to the single and qualified proposal from United Rentals (North America), Inc., at \$200,000 annually, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

## Background / Discussion

This contract will provide trench shoring safety rental equipment and related services per specifications for use in the utilities departments (Water and Energy Resources). Contract minimum requirements include:

- a. Contractor must have a local service/dispatch facility with sufficient inventory to meet the City's shoring needs;
- b. Non-Emergency Delivery - Contractor must deliver ordered crossing plates or standard-sized trenching equipment within four hours of notification;
- c. Emergencies Delivery - Contractor must deliver ordered crossing plates or standard-sized trench shoring equipment within two hours or less upon notification including nights, weekends and holidays; and
- d. All trench shoring equipment, crossing plates and related supplies offered and/or provided are required to be compliant with the Arizona Division of the Occupational Safety and Health Administration (OSHA) publication "Construction Standards for Excavations", 29CFR, Part 1926.650-652 Subpart P and the American National Standards Institute (ANSI) section A10.12-1998 (R2004), "Safety Requirements for Excavation".

The City sent bid notices to approximately 26 firms and one proposal response was received. Since only one response was received the City was not able to perform a comparative analysis. After reviewing the response, United Rentals (North America) was found to be responsive to the requirements of the Request for Proposal.

Water Resources has been doing business with United Rentals (North America) for more than five years. The department is satisfied the customer service, technical support and equipment provided by United Rentals North America.

By awarding this contract to United Rentals North America the City's pricing will be firm for at least three years. Water Resources has confirmed that the pricing offered by United Rentals North America is fair and reasonable.

### **Purchase Information**

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2020056

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: Water Resources and Energy Resources operating budgets

### **Single Proposal Response**

United Rentals (North America), Inc. – Phoenix, AZ