



# City Council Report

**Date:** July 1, 2024  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Kristy Garcia, Procurement Administrator  
**Subject:** Three-Year Term Contract with Two-Year Renewal Options for Illuminated Street Name Sign Supply and Maintenance Services for the Transportation Department **(Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

A committee representing Transportation and Procurement Services evaluated responses. The evaluation committee recommends awarding the contract to the highest-scored, responsive, and responsible proposal from Fluoresco Services, LLC at \$346,000 annually, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

## Background / Discussion

This contract will provide maintenance and repair of internally illuminated street name signs. Services include sign face replacement due to fading, removal of existing signs, LED retrofit of existing signs, and fabrication and installation of new signs.

Staff issued a Request for Proposal (RFP) to all registered and known illuminated street name sign supply and maintenance providers. Two (2) proposals were received. Both vendors met the minimum requirements and were moved forward in the evaluation process. The evaluation committee evaluated the responses based on the evaluation criteria as stated in the solicitation. The proposal from Fluoresco Services, LLC is the highest-scored, responsive, and responsible proposal and is being recommended for award.

## Purchase Information

Action: Award  
Procurement Type: Request for Proposals  
Contract Number: 2024153  
Local Consideration: Policy did not apply to this procurement method  
Initial Contract Term: Three (3) years  
Possible Renewals: Up to a maximum of (2) years subject to Administrative review and approval  
Funding Source: Local Streets Sales Tax and Capital Improvement Program

## Proposal Responses

Fluoresco Services, LLC – Phoenix, AZ (Recommended)  
Duncor, LLC dba Summit West Signs – Mesa, AZ

## Proposal Scoring Results

Criteria	Points Possible	Fluoresco Services, LLC	Duncor, LLC dba Summit West Signs
Firm's Qualifications	35	30.50	24.00
Firm's Solution	35	27.50	22.50
Firm's Pricing	30	30.00	9.30
Total	100	88.00	55.80