



# City Council Report

**Date:** May 6, 2013  
**To:** City Council  
**Through:** Alex Deshuk, Manager of Technology and Innovation  
**From:** Edward Quedens, MPA, C.P.M., CPPO, Business Services Director  
Alyce Benge, C.P.M., CPPO, Purchasing Administrator  
**Subject:** Five-Year Term Contract for Central Control Irrigation Systems and Replacement Parts for the Parks, Recreation and Commercial Facilities Department (**Citywide**)

## Purpose and Recommendation

Council is requested to approve the Term Contract for Central Control Irrigation Systems and Replacement Parts as recommended. A committee representing Parks, Recreation and Commercial Facilities, Communications and Purchasing evaluated responses.

The evaluation committee recommends awarding the contract to the highest scored proposal from Global Data Specialists (a Mesa business) at \$377,000 for FY 12/13; \$276,000 for FY 13/14; \$426,044 for FY 14/15; \$286,656 for FY 15/16; \$231,900 for FY 16/17; and \$320,000 for FY 17/18, based on projections, estimated annual usage.

## Background / Discussion

Parks, Recreation and Commercial Facilities currently maintain and utilize 170 Motorola central control irrigation units throughout the City at their Aquatics, Parks and Sports Fields locations. The systems (majority) were installed in 1998 and have met the end of their life cycle. Repair parts are harder to find and increasing in price. In addition, the Federal Communications Commission has banned the use of ultra-high frequencies used by some of the current controllers in the field. Parts will be purchased for the continued operation of existing, aged systems until funding becomes available to replace the old system with new irrigation controllers.

11 vendors (including 1 Mesa vendor) were invited to submit a response, in addition to the standard advertising in the Arizona Republic, Bid Net, Record Reporter and the City of Mesa Purchasing website. 22 vendors downloaded the solicitation from the Purchasing website. 5 responses were received.

The initial contract period will be five years with two, two-year renewals possible subject to future Council consideration. This exceptional contract period is requested due to the equipment investment, ability to maintain the equipment with parts and long-term installation of compatible equipment.

Staff from the Parks, Recreation and Commercial Facilities and Communications initially evaluated the proposals based on the elements: Automatic Controllers; Controller Communications Modes; Central Control System; Warranty; Training and Technical Support; Qualifications and Experience; Backwards Compatibility; and Flow Monitoring.

Two of the five responses were eligible for further consideration and their pricing was evaluated and included in their final scoring. The three responses deemed as insusceptible for further consideration scored substantially lower in the elements (550 to 790 points) compared to the 1,325 points of the two–highest scored responses. The highest scored proposal including pricing points, Global Data Specialists, is being recommended for award. The evaluation committee unanimously agreed on the recommendation.

The Mesa vendor was already the lowest, responsive and responsible bidder. Calculating pricing by using Management Policy #214, removing the 1.75% (Mesa City TPT) for the purpose of bid evaluation was not necessary.

### **Alternatives**

Council may choose not to authorize the purchase and new responses will be solicited.

### **Fiscal Impact**

The total amounts of \$377,000 for FY 12/13; \$276,000 for FY 13/14; \$426,044 for FY 14/15; \$286,656 for FY 15/16; \$231,900 for FY 16/17 and \$320,000 for FY 17/18 are being requested for Council approval.

Each FY Contract Amount includes \$60,000 for ongoing (operations) costs which will be budgeted annually (Environmental Fund and General Fund dollars) through FY 19/20, based on the life of this contract. Future Capital Budgets (Capital - General Fund) beyond FY 12/13 are projections, based on estimated annual usage.

### **Coordinated With**

Parks, Recreation and Commercial Facilities, Communications and Purchasing

### **PURCHASING INFORMATION**

Action: Initial Award

Procurement Type: Request for Proposals

Solicitation Number: 2012239

Vendors Registered on Bid List: 11 (1 Mesa)

Advertising: Arizona Republic, Bid Net, Record Reporter, Purchasing Website

Downloads: 22

Protests Received: None

Initial Contract Term: Five years

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

Prices: All pricing will be firm for the initial term of three years except where otherwise provided by the specifications, and include all transportation, insurance and warranty costs. At the end of the initial term, pricing may be adjusted for amounts other than inflation based on mutual agreement of the parties after review of appropriate documentation. Renewal prices will be firm for at least two (2) years, and may be adjusted as outlined for the initial term.

Cooperative: Pricing is available to other public agencies

**November 27, 2012 Proposal Responses:**

Cambridge Park Investments LLC dba Global Data Specialists  
 Mesa, AZ  
 Ewing Irrigation Products  
 Phoenix, AZ  
 Horizon Distributors Incorporated  
 Chandler, AZ  
 Intelligent Irrigation Systems LLC  
 Phoenix, AZ  
 Lawnstar Alliance, LLC  
 Phoenix, AZ

**Proposal Scoring Results:**

<b>Element / Points Possible</b>	<b>Global Data Specialists Mesa, AZ</b>	<b>Horizon Distributors Incorporated Chandler, AZ</b>	<b>Intelligent Irrigation Systems LLC, Phoenix, AZ</b>	<b>Lawnstar Alliance, LLC Phoenix, AZ</b>	<b>Ewing Irrigation Products Phoenix, AZ</b>
Automatic Controllers / 300	250	250	150	150	150 / 75
Controller Communications Modes / 300	300	150	100	100	150 / 150
Central Control System / 300	300	200	75	75	100 / 100
Warranty / 250	50	250	125	50	250 / 0
Training and Technical Support / 200	150	200	100	50	0 / 0
Qualifications and Experience / 100	100	100	50	50	80 / 80
Backwards Compatibility /100	75	75	10	25	10 / 25
Flow Monitoring / 100	100	100	50	50	50 / 50
Price / 350	350	257	--	--	--
<b>Total Points / 2,000</b>	<b><u>1,675</u></b>	1,582	660	550	790 / 480 *

\* Total Points for Ewing Irrigation Products (Calsense / Baseline)

**AWARD RECOMMENDATION**  
***Cambridge Park Investments LLC dba Global Data Specialists***  
**Mesa, AZ**

Description
<p>Central Control Irrigation System and Replacement Parts for Aquatics, Basins, Parks and Sports Complex Maintenance per Specifications and Pricing as offered. Annual Contract Amounts Requested based on estimated projections:</p> <p style="text-align: center;"><b>FY 12/13 Contract Amount: <u>\$377,000</u></b> <b>FY 13/14 Contract Amount: <u>\$276,000</u></b> <b>FY 14/15 Contract Amount: <u>\$426,044</u></b> <b>FY 15/16 Contract Amount: <u>\$286,656</u></b> <b>FY 16/17 Contract Amount: <u>\$231,900</u></b> <b>FY 17/18 Contract Amount: <u>\$320,000</u></b></p> <p>Each FY's Contract Amount includes \$60,000 for ongoing (operations) costs which budgeted annually; the remaining amount is from capital budget funds and projected estimated usage.</p>