



# City Council Report

**Date:** May 1, 2023  
**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 Years of Renewal Options for Automotive Batteries for the Fleet Services and Water Resources Departments **(Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

The Fleet Services and Water Resources Departments and Purchasing recommend awarding the contract to the lowest, responsive, and responsible bidders, Motive Energy, LLC dba Performance Plus Distribution (Primary), and Kann Enterprise dba Interstate Battery System of Scottsdale (Secondary), (Mesa businesses) at \$303,000 annually, with an annual increase allowance of up to 5% or the adjusted Producer Price Index.

## Background / Discussion

This contract will provide automotive spiral cell deep cycle, flat plate absorbent glass mat, and flooded lead acid automotive batteries for the City's fleet of over 1,400 vehicles. All of the batteries offered and furnished under this contract are required to have successfully completed testing per Society of Automotive Engineers standards, and battery storage standards. Each specific battery offered and supplied must be a nationally recognized product brand and must meet or exceed original equipment manufacturer specifications.

Additionally, this contract will provide a variety of batteries for Water and Energy Resources for their generators, solar sites, and halogen chlorine systems to maintain daily utility system operations.

## Purchase Information

Action: Award  
Procurement Type: Request for Bids  
Contract Number: 2023211  
Local Consideration: The Mesa bidder was already the lowest, responsive and responsible bidder  
Protests Received: None

Initial Contract Term: Three Years

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

Funding Source: Fleet Services Department operating through the Fleet Internal Services Fund and Water, Electric and Gas Enterprise Fund Operations and Maintenance, and Greenfield Joint Venture O&M

**Bid Responses – March 23, 2023**

Motive Energy, LLC	\$260,151.08 – Recommended Primary
dba Performance Plus Distribution	\$254,948.06*
Mesa, AZ	

Kann Enterprise	\$292,961.80 – Recommended Secondary
dba Interstate Battery System of Scottsdale	\$287,102.56*
Mesa, AZ	

Parts Authority, LLC	\$312,472.16
Mesa, AZ	\$306,222.72*

Continental Battery Company	\$441,997.55
Dallas, TX	

\*For evaluation, Mesa TPT deduction applied

No Bid response received from:  
Communication Power Solutions, Inc.

Deemed as Non-Responsive:  
USD, Inc. – Did not bid on every line item as required per the solicitation.