



# City Council Report

**Date:** June 6, 2022  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Kristy Garcia, Procurement Administrator  
**Subject:** Award of Two Additional Vendors and Dollar-Limit Increase to the Three-Year Term Contract with Two Years of Renewal Options for Ammunition and Related Products for the Mesa Police Department **(Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

The Police Department and Purchasing recommend awarding the contract to additional responsive and responsible bidders: Proforce Marketing, Inc., and San Diego Police Equipment Co., Inc.; and recommend increasing the dollar limit by \$850,000, from \$2,000,000 to \$2,850,000 annually, based on estimated usage, with an annual increase allowance of up to 5% or the adjusted Producer Price Index.

## Background / Discussion

This contract will provide ammunition and less lethal products for various divisions throughout the Police Department.

In December 2021, the City issued a Request for Bid for Ammunition and Less Lethal Products. Mesa had cooperatively solicited this agreement, acting as the lead agency for this contract and included these agencies: Town of Gilbert, Town of Queen Creek, Maricopa County Community Colleges, City of Scottsdale, and the City of Avondale. Due to COVID-19 and supply chain disruptions, the department requested award, and on March 7, 2022, Council awarded all seven, responsive and responsible vendors at \$2,000,000 annually. Contracts were issued to those vendors, however, there were several products on the original bid that did not receive any vendor responses. This bid is a re-release of those no-bid products.

The resolicitation includes duty and training rounds, Force on Force rounds, dummy rounds and blanks.

Through award of this re-solicitation, both responsive and responsible bidders will be added to the contract and the contract amount will increase by \$850,000 annually.

## Purchase Information

Action: Award and Amendment (Additional Vendor Awards and Dollar-Limit Increase)  
Procurement Type: Request for Bids

Contract Number: 2022104

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 subject to Administrative review and approval

Funding Source: Funding will be identified as purchases are made but are not limited to the Police Department General Fund operating budget and Public Safety Sales Tax Lifecycle Funds

#### Dollar Limit History

Original Council Award - 3/7/2022:	\$2,000,000.00
------------------------------------	----------------

Vendor Additions and Dollar Limit Increase Request – 6/6/2022:	\$850,000.00
--	--------------

New Contract Value (Years 2 and 3):	<u>\$2,850,000.00</u>
-------------------------------------	-----------------------

Renewal Years (Years 4 and 5):	<u>\$2,850,000.00</u>
--------------------------------	-----------------------

#### **April 19, 2022 Re-Solicitation Bid Responses**

##### **Award Recommendation (Qualified Vendors)**

Proforce Marketing, Inc. Prescott, AZ	\$19,482.30 (Recommended)
--	---------------------------

San Diego Police Equipment Co., Inc. San Diego, CA	\$752,518.06 (Recommended)
---	----------------------------

#### **January 27, 2022 Bid Responses**

##### **Award Recommendation\* (Qualified Vendors) - Awarded 3/7/2022**

Adamson Police Products Los Alamitos, CA	\$58,986.75
---	-------------

Diamondback Police Supplies Co., Inc. Tucson, AZ	\$63,822.10
---	-------------

Dooley Enterprises, Inc. Anaheim, CA	\$978,834.95
---	--------------

Less Lethal, LLC Cincinnati, OH	\$13,336.87
------------------------------------	-------------

LN Curtis and Sons Phoenix, AZ	\$79,652.75
-----------------------------------	-------------

Miwall Corporation Grass Valley, CA	\$305,425.00
--	--------------

OTL Firearms and Imports, Corp. Tucson, AZ	\$378,000.00
---	--------------

\*Award Recommendation of \$2,000,000 was calculated using the highest price for each line item and using Tucson Sales Tax of 8.7% to consider a worst-case scenario and provide additional purchase capacity.