



# 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:** Three-Year Term Contract with Two Years of Renewal Options for Drip Drop Oral Rehydration System for the Mesa Fire and Medical Department **(Sole Source) (Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

The Mesa Fire and Medical Department and Purchasing recommend awarding the contract to the sole source vendor, Drip Drop Hydration, Inc. at \$60,000 annually, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

## Background / Discussion

In performing their job duties, firefighters often need dehydration relief. After performing a pilot program utilizing the Drip Drop Oral Rehydration System (ORS), Mesa Fire and Medical's Safety Committee has recommended moving forward with Drip Drop ORS permanently. It contains a more precise blend of electrolytes/sugar that would be more beneficial for our members rehydrating and preventing dehydration. Oftentimes, solutions that have increased sodium content are less effective because of their taste. Drip Drop is drinkable and has a higher sodium content compared to Gatorade. This ORS also has other electrolytes (magnesium, calcium, and chloride) that other oral rehydration solutions do not have; it is because of these and other factors the Safety Committee recommends continuing the use of the Drip Drop ORS.

Drip Drop Hydration, Inc. maintains all copyright privileges for its products, and these products must be purchased directly from the company. No division of Drip Drop Hydration has any right of sub-license to make a similar or competing product. Drip Drop Hydration warrants that no other items or products are available for purchase that would serve the same purpose or effectiveness with good taste, and there is only one price for the above-named product because of exclusive distribution and marketing rights.

## Purchase Information

Action: Award  
Procurement Type: Sole Source  
Contract Number: 2022241  
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: Mesa Fire and Medical Department operating budget