CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM

DEPARTMENT: **General Services – Fleet Division**

AGENDA DATE: **03/09/10**

CONTACT PERSON NAME AND PHONE NUMBER: **Stuart Ed, Director, General Service, (915) 621-6822**
Carmen Arrieta-Candelaria, CFO, ext. 4293

DISTRICT(S) AFFECTED: **ALL**

SUBJECT:
APPROVE a resolution / ordinance / lease to do what? OR AUTHORIZE the City Manager to do what? Be descriptive of what we want Council to approve. Include $ amount if applicable.

Award items 1, 4, 5, 6 and 7 and options 3, 4 and 5 to Casa Ford as described below:

- Item 1 - Fifty (50) Full size, standard marked, rear wheel drive sedans for use by the Police Department for City wide patrolling. Price per vehicle is $35,850.02 Ea. including Option 3 - Communications Package, Complete and Installed - $10,795, Option 4 - G298 P25 AES Encryption Module - $605 and Option 5 - G336 Encryption Key Retention - $45. Price per vehicle with options is $47,295.02 Ea.

- Item 4 - Five (5) SUV's with K9 Modifications and special service package. Price per vehicle is $35,066.66 Ea. including Option 3 - Communications Package, Complete and Installed - $10,795, Option 4 - G298 P25 AES Encryption Module - $605 and Option 5 - G336 Encryption Key Retention - $45. Price per vehicle with options is $46,511.66 Ea.

- Item 5 - Five (5) SUV's with special service package. Price per vehicle is $32,209.16 Ea. including Option 3 - Communications Package, Complete and Installed - $10,795, Option 4 - G298 P25 AES Encryption Module - $605 and Option 5 - G336 Encryption Key Retention - $45. Price per vehicle with options is $43,654.16 Ea.

- Item 6 - Five (5) Police Vehicles Sport Coupe, Marked Freeway Unit with Police Package. Price per vehicle is $36,387.21 Ea. $45. including Option 3 - Communications Package, Complete and Installed - $10,795, Option 4 - G298 P25 AES Encryption Module - $605 and Option 5 - G336 Encryption Key Retention - $45. Price per vehicle with options is $47,832.21 Ea.

- Item 7 - Five (5) Police Vehicles Sport Coupe, Marked Hybrid Compact sedan, 4 Door. Price per vehicle is $27,980.25 Ea. including Option 3 - Communications Package, Complete and Installed - $10,795, Option 4 - G298 P25 AES Encryption Module - $605 and Option 5 - G336 Encryption Key Retention - $45. Price per vehicle with options is $39,425.25 Ea.

Total award is $3,251,867.40

BACKGROUND / DISCUSSION:
Discussion of the what, why, where, when, and how to enable Council to have reasonably complete description of the contemplated action. This should include attachment of bid tabulation, or ordinance or resolution if appropriate. What are the benefits to the City of this action? What are the citizen concerns?

The city is currently in the process of replacing the old fleet through a Fleet Replacement Program. The program targets vehicles that have met their life expectancy and replacing them with vehicles that operate more efficiently and at a lower cost to the city. Local business is being supported.

PRIOR COUNCIL ACTION:
Has the Council previously considered this item or a closely related one?

Yes.

AMOUNT AND SOURCE OF FUNDING:
How will this item be funded? Has the item been budgeted? If so, identify funding source by account numbers and description of account. Does it require a budget transfer?

37150068 – 508054 – 27265 – PFLESVC01, General Services – Cars, Pickups, Vans

---

BOARD / COMMISSION ACTION:
Enter appropriate comments or N/A

********************REQUIRED AUTHORIZATION*********************

DEPARTMENT HEAD: _____

(If Department Head Summary Form is initiated by Purchasing, client department should sign also)

Information copy to appropriate Deputy City Manager

PROJECT FORM

DATE: February 23, 2010

PROJECT: Vehicles – Police Department
DEPARTMENT: General Services – Fleet Division
SOLICITATION NO: 2010-003
FUNDING SOURCE: Vehicular Equipment – Capital Fund
REPRESENTATIVE DISTRICT(S): All

****

RECOMMENDATION:
Vendor: Casa Ford
El Paso, TX
Item: Items 1, 4, 5, 6, 7
Optional Items O3, O4, O5
Amount: $3,251,867.40 estimated expenditures

General Services – Fleet Division and Financial Services Departments recommend award to the Bidder offering the best value to the City.

This is a twelve (12) month requirements type contract for Vehicles for the Police Department. The term of this agreement shall be through the manufacturer's build-out date for model year 2011 vehicles. The Contractor has offered the City the option of extending the term of the contract through the manufacturer's build-out date for model year 2012 and 2013 vehicles. No prompt payment discount is offered.

The cost under this requirements contract is only an estimated minimum value. The actual cost of this contract may be higher or lower than the total estimated minimum value and will be the sum total at the end of the contract term, so long as increased funds are appropriated in the budget.

BIDS SOLICITED- 31 (18 local)
BIDS RECEIVED- 5
"NO BID" RECEIVED 0

TOTAL RECOMMENDED AWARD: $3,251,867.40 estimated expenditures

****

COUNCIL APPROVED ☐ REJECTED ☐ MUNICIPAL CLERK _____

****

APPROVED: COUNCIL MEETING DATE: March 9, 2010

_____
Carmen Arrieta-Candelaria
Chief Financial Officer
Financial Services Department

cc: BID FILE

CITY OF EL PASO BID TABULATION

BID ITEM: VEHICLES - POLICE DEPARTMENT
BID DATE: DECEMBER 30, 2009

BID #: 2010-003
DEPARTMENT: GENERAL SERVICES - FLEET

ITEM #	DESCRIPTION OF ITEM	CASA FORD INC. EL PASO, TX	DICK POE DODGE LP EL PASO, TX	MASSEY AUTOMOTIVE LP EL PASO, TX	PORTABLE COMPUTER SYSTEMS, INC. DENVER, CO
		UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
1.	POLICE VEHICLE - FULL SIZE SEDAN, STANDARD MARKED UNIT, REAR WHEEL DRIVE WITH POLICE PREP PACKAGE ESTIMATED ANNUAL QUANTITY: 50	$35,850.02	$33,815.00	NO BID	PLEASE SEE PRICING SHEET AT THE END OF THIS DOCUMENT
MANUFACTURER		2010 FORD	DODGE 2010		
MODEL		POLICE INTERCEPTOR	CHARGER POLICE V-8		
2.	POLICE VEHICLE - MID-SIZE SEDAN, STANDARD MARKED UNIT, FRONT WHEEL DRIVE WITH POLICE PACKAGE ESTIMATED ANNUAL QUANTITY: 5	NO BID	NONE STATED	NO BID (MAINTENANCE CD'S ONE TIME CHARGE OF $250.00)	
MANUFACTURER		NO BID	NONE STATED		
MODEL			NONE STATED		
3.	POLICE VEHICLE - MID-SIZE SEDAN, STANDARD MARKED UNIT, REAR WHEEL DRIVE WITH POLICE PREP PACKAGE ESTIMATED ANNUAL QUANTITY: 5	NO BID	$34,695.00	$35,873.00	
MANUFACTURER		NO BID	DODGE 2010	DODGE CHARGER	
MODEL			CHARGER POLICE V-6	SOLID ALL WHITE - NO MARKINGS	
4.	POLICE VEHICLE - SUV W/K-9 MODIFICATIONS AND SPECIAL SERVICE PACKAGE ESTIMATED ANNUAL QUANTITY: 5	$35,066.66	NONE STATED	NO BID	
MANUFACTURER		2010 FORD	NONE STATED		
MODEL		EXPEDITION SSV	NONE STATED		
5.	POLICE VEHICLE, SUV W/SPECIAL SERVICE PACKAGE ESTIMATED ANNUAL QUANTITY: 5	$32,209.16	NONE STATED	NO BID	
MANUFACTURER		2010 FORD	NONE STATED		
MODEL		EXPEDITION SSV	NONE STATED		
6.	POLICE VEHICLE - SPORT COUPE, MARKED FREEWAY UNIT WITH POLICE PACKAGE ESTIMATED ANNUAL QUANTITY: 5	$36,387.21	NONE STATED	NO BID	
MANUFACTURER		2010 FORD	NONE STATED		
MODEL		MUSTANG GT	NONE STATED		

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: _____

DATE: 1/11/10

CITY OF EL PASO BID TABULATION

BID ITEM: VEHICLES - POLICE DEPARTMENT
BID DATE: DECEMBER 30, 2009

BID #: 2010-003
DEPARTMENT: GENERAL SERVICES - FLEET

ITEM #	DESCRIPTION OF ITEM	CASA FORD INC. EL PASO, TX	DICK POE DODGE LP EL PASO, TX	MASSEY AUTOMOTIVE LP EL PASO, TX	PORTABLE COMPUTER SYSTEMS, INC. DENVER, CO
		UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
7.	POLICE VEHICLE - MARKED HYBRID COMPACT SEDAN, 4 DOOR ESTIMATED ANNUAL QUANTITY: 5	$27,980.25	NONE STATED	NO BID	PLEASE SEE PRICING SHEET AT THE END OF THIS DOCUMENT
MANUFACTURER		2010 FORD	NONE STATED		
MODEL		FUSION	NONE STATED		
	OPTIONAL ITEMS	PER VEHICLE	PER VEHICLE	PER VEHICLE	
O1.	KEVLAR BALLISTIC DOOR PANELS			(KEVLAR DOOR PANELS - COMPANY ON VACATION COULD NOT CONFIRM PRICES - CLOSED UNTIL JANUARY)	
	FOR ITEM 1.	$2,162.00	$1,800.00	NONE STATED	
	FOR ITEM 2.	NO BID	NONE STATED	NONE STATED	
	FOR ITEM 3.	NO BID	$1,800.00	$2,000.00 (APPROXIMATELY BOTH SIDES)	
O2.	V8 ENGINE FOR ITEM 3	NO BID	NONE STATED	$685.00	
O3.	COMMUNICATIONS PACKAGE, COMPLETE AND INSTALLED (SEE DETAILED SPECIFICATIONS, SECTION B, PAGE 9 AND 10, ITEM 9)	$10,795.00	$10,593.50	$10,593.50	
O4.	G298 P25 AES ENCRYPTION MODULE	$605.00	$555.00	$555.00	
O5.	G336 ENCRYPTION KEY RETENTION (30 SECONDS)	$45.00	$37.50	$37.50	

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: LP

DATE: 1/11/2010

CITY OF EL PASO BID TABULATION

BID ITEM: VEHICLES - POLICE DEPARTMENT
BID DATE: DECEMBER 30, 2009

BID #: 2010-003
DEPARTMENT: GENERAL SERVICES - FLEET

	CASA FORD INC. EL PASO, TX	DICK POE DODGE LP EL PASO, TX	MASSEY AUTOMOTIVE LP EL PASO, TX	PORTABLE COMPUTER SYSTEMS, INC. DENVER, CO
OPTIONAL ITEMS	PER VEHICLE	PER VEHICLE	PER VEHICLE	PER VEHICLE
THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION(S) TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.				
A. BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT THROUGH THE MANUFACTURER'S BUILD-OUT DATE FOR MODEL YEAR 2012 VEHICLES, SUBJECT TO THE PRICE ADJUSTMENT CLAUSE, IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT.	YES [X] NO [ ] (NOT POLICE INTERCEPTOR)	YES [X] NO [ ]	YES [ ] NO [X]	YES [X] NO [ ] (FOR ITEMS BID)
B. VENDOR OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT THROUGH THE MANUFACTURER'S BUILD-OUT DATE FOR MODEL YEAR 2013 VEHICLES, SUBJECT TO THE PRICE ADJUSTMENT CLAUSE, IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT.	YES [X] NO [ ] (NOT POLICE INTERCEPTOR)	YES [ ] NO [ ]	YES [ ] NO [X]	YES [X] NO [ ] (FOR ITEMS BID)
PAYMENT TERMS:	NET - 30 DAYS	NET - 30 DAYS	NET - 30 DAYS	NET - 30 DAYS
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	YES [ ] NO [X]	YES [X] NO [ ]	YES [X] NO [ ]	YES [ ] NO [X]
BIDDER'S PROMISED DELIVERY: Within _____ consecutive calendar days.	120	150	120	30 TO 45

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: JR

DATE: 1/11/10

CITY OF EL PASO BID TABULATION

BID ITEM: VEHICLES - POLICE DEPARTMENT
BID DATE: DECEMBER 30, 2009

BID #: 2010-003
DEPARTMENT: GENERAL SERVICES - FLEET

ITEM #	DESCRIPTION OF ITEM	RUDOLPH CHEVROLET LLC EL PASO, TX			
		UNIT PRICE			
1.	POLICE VEHICLE - FULL SIZE SEDAN, STANDARD MARKED UNIT, REAR WHEEL DRIVE WITH POLICE PREP PACKAGE ESTIMATED ANNUAL QUANTITY: 50	NO BID			
MANUFACTURER					
MODEL					
2.	POLICE VEHICLE - MID-SIZE SEDAN, STANDARD MARKED UNIT, FRONT WHEEL DRIVE WITH POLICE PACKAGE ESTIMATED ANNUAL QUANTITY: 5	$34,620.00			
MANUFACTURER		CHEVY IMPALA (2010 ONLY)			
MODEL		(THERE WILL BE NO 2011)			
3.	POLICE VEHICLE - MID-SIZE SEDAN, STANDARD MARKED UNIT, REAR WHEEL DRIVE WITH POLICE PREP PACKAGE ESTIMATED ANNUAL QUANTITY: 5	NO BID			
MANUFACTURER					
MODEL					
4.	POLICE VEHICLE - SUV W/K-9 MODIFICATIONS AND SPECIAL SERVICE PACKAGE ESTIMATED ANNUAL QUANTITY: 5	$39,125.00			
MANUFACTURER		CHEVY			
MODEL		TAHOE			
5.	POLICE VEHICLE, SUV W/SPECIAL SERVICE PACKAGE ESTIMATED ANNUAL QUANTITY: 5	$36,268.00			
MANUFACTURER		CHEVY			
MODEL		TAHOE			
6.	POLICE VEHICLE - SPORT COUPE, MARKED FREEWAY UNIT WITH POLICE PACKAGE ESTIMATED ANNUAL QUANTITY: 5	NO BID			
MANUFACTURER					
MODEL					

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: JR

DATE: 1/11/2010

CITY OF EL PASO BID TABULATION

BID ITEM: VEHICLES - POLICE DEPARTMENT
BID DATE: DECEMBER 30, 2009

BID #: 2010-003
DEPARTMENT: GENERAL SERVICES - FLEET

ITEM #	DESCRIPTION OF ITEM	RUDOLPH CHEVROLET LLC EL PASO, TX			
		UNIT PRICE			
7.	POLICE VEHICLE - MARKED HYBRID COMPACT SEDAN, 4 DOOR ESTIMATED ANNUAL QUANTITY: 5	NO BID			
MANUFACTURER					
MODEL					
	OPTIONAL ITEMS	PER VEHICLE			
O1.	KEVLAR BALLISTIC DOOR PANELS				
	FOR ITEM 1.	NONE STATED			
	FOR ITEM 2.	$1,200.00 (PER DOOR)			
	FOR ITEM 3.	NONE STATED			
O2.	V8 ENGINE FOR ITEM 3	NONE STATED			
O3.	COMMUNICATIONS PACKAGE, COMPLETE AND INSTALLED (SEE DETAILED SPECIFICATIONS, SECTION B, PAGE 9 AND 10, ITEM 9)	$10,895.00			
O4.	G298 P25 AES ENCRYPTION MODULE	$675.00			
O5.	G336 ENCRYPTION KEY RETENTION (30 SECONDS)	$51.00			

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: LR

DATE: 1/11/09 10

CITY OF EL PASO BID TABULATION

BID ITEM: VEHICLES - POLICE DEPARTMENT
BID DATE: DECEMBER 30, 2009

BID #: 2010-003
DEPARTMENT: GENERAL SERVICES - FLEET

	RUDOLPH CHEVROLET LLC EL PASO, TX			
OPTIONAL ITEMS	PER VEHICLE			
THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION(S) TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.				
A. BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT THROUGH THE MANUFACTURER'S BUILD-OUT DATE FOR MODEL YEAR 2012 VEHICLES, SUBJECT TO THE PRICE ADJUSTMENT CLAUSE, IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT.	YES [ ] NO [X]			
B. VENDOR OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT THROUGH THE MANUFACTURER'S BUILD-OUT DATE FOR MODEL YEAR 2013 VEHICLES, SUBJECT TO THE PRICE ADJUSTMENT CLAUSE, IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT.	YES [ ] NO [X]			
PAYMENT TERMS:	NET - 30 DAYS			
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	YES [ ] NO [X]			
BIDDER'S PROMISED DELIVERY: Within _____ consecutive calendar days.	90			

BIDS SOLICITED: 31 BIDS RECEIVED: 5 BIDS LOCAL: 18 NO BID: 0

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: LR

DATE: 1/11/2010

COMMITTEE SCORE SHEET

SOLICITATION NO: 2010-003

SOLICITATION TITLE: POLICE VEHICLES
GENERAL SERVICES DEPARTMENT - FLEET DIVISION

	CASA FORD El Paso, TX		DICK POE DODGE El Paso, TX		MASSEY AUTOMOTIVE LP El Paso, TX		RUDOLPH CHEVROLET El Paso, TX		Portable Computer Systems Denver, CO
Cost:									BIDDER NON-RESPONSIVE
Item 1. Police Vehicles - Full Size Sedan, Standard Marked Unit, Rear Wheel Drive with Police Prep Package	$35,850.02	66.03	$33,815.00	70.00					
Item 2. Police Vehicles - Mid-Size Sedan, standard Marked Unit, Front Wheel Drive with Police package							$34,620.00	70.00	
Item 3. Police Vehicles - Mid-Size Sedan, Standard Marked Unit, Rear Wheel Drive with Police Prep Package			$34,695.00	70.00	$35,873.00	67.70			
Item 4. Police Vehicle, SUV w/ K 9 Modifications and Special Service Package	$35,066.66	70.00					$39,125.00	62.74	
Item 5. Police Vehicle, SUV w/ Special Service Package	$32,209.16	70.00					$36,268.00	62.17	
Item 6. Police Vehicle - Sport Couple, Marked Freeway Unit with Police Package	$36,387.21	70.00							
Item 7. Police Vehicle - Marked Hybrid Compact Sedan, 4 Door	$27,980.25	70.00							
Optional Items:									
O1 - a. Kevlar Ballistic Door Panels for Item 1	$2,162.00		$1,800.00						
O1 - b. Kevlar Ballistic Door Panels for Item 2							$1,200 per door		
O1 -c. Kevlar Ballistic Door Panels for Item 3			$1,800.00		$2,000.00				
O2. V8 Engine for Item 3					$685.00				
O3. Communications Package, Complete and Installed	$10,795.00		$10,593.50		$10,593.50		$10,895.00		
O4. G298 P25 AES Encryption Module	$605.00		$555.00		$555.00		$675.00		
O5. G336 Encryption Key Retention (30 seconds)	$45.00		$37.50		$37.50		$51.00		
(# points/percent max) 70									
Reputation and Quality of Bidder's Service									
Number of factory trained and certified technicians employed in El Paso by the vendor sumbitting the bid and responsible for service and maintenance of the vehicles (5%)	Number of technicians - 36	5	Number of technicians - 16	3	Number of technicians - 13	2	Number of technicians - 24	4	
Subcontractors who will be doing the accessory installation prior to delivery of the vehicles; the number of El Paso employees; and previous experience performing police accessory installations (5%)	Casa Ford Inc.	5	RTC, Inc.	5	RTC, Inc.	5	Kerr Industries & Alamo Auto Supply	5	
Approximate dollar value of on-hand parts inventory	$830,000	5	$293,000	2	$417,000	3	$600,000	4	
Average turn around time for vendor responsible for warranty repairs (5%)	1 day based on repair times and parts availability	3	6 hours	4	Turn around time - 1.5 hours	5	1.5 - 2 days	2	
Approximate time it will take subcontractors to install police accessories after vehicles are received by dealership (5%)	5-7 days per vehicle	4	25-30 days	2	3 complete vehicles per week	5	2 weeks	3	
Past Relationship/Performance with the City (# points/percent max) 5		5		2		0		4	
TOTALS (include base price of vehicle and optional items 3, 4 and 5)									
Full Size Vehicles	$47,295.02	93.03	$46,001.00	88.00					
Mid-Size Front Wheel Drive Vehicle							$46,241.00	92.00	
Mid-Size Rear Wheel Drive Vehicle			$46,881.00	88	$47,059.00	87.70			
SUV w/ Special Services Package	$43,654.16	97.00					$47,889.00	84.74	
SUV w/ K-9 Modifications	$46,511.66	97.00					$50,746.00	84.17	
Sport Coupe	$47,832.21	97.00							
Compact Hybrid Sedan	$39,426.25	97.00							