

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

DEPARTMENT: Aviation
AGENDA DATE: April 10, 2012
CONTACT PERSON/PHONE: Monica Lombrana, 780-4724
Bruce D. Collins, 541-4813
DISTRICT (S) AFFECTED: ALL

SUBJECT:

Award Contract 2012-145R, Foreign-Trade Zone No. 68 Strategic Study – Aviation Department to IMS Worldwide Inc. in the amount of \$58,250, as the responder who submitted the highest ranked proposal to meet the needs of the City of El Paso.

BACKGROUND / DISCUSSION:

An Evaluation Committee of Department of Aviation employees evaluated the five responses based on the evaluation factors provided in the Request for Proposals as follows: Proposal cost, Demonstrated ability to conduct strategic study (Experience with similar projects & Experience of project team), Project approach, Timeline for completing study and report, and Response of references.

The Evaluation Committee is recommending the contract be awarded to IMS Worldwide, Inc. from Webster, Texas who obtained the highest score of 77.33. The total amount of the award is \$58,250.

The consultant will prepare Strategic Study to determine the potential impact of the relocation of the Union Pacific Rail yard facilities out of the city of El Paso, and its impact on the City's Foreign-Trade Zone No. 68. The study will also analyze El Paso's FTZ industry and come out with a strategic model of success for the future. As part of this professional report, the consultant will undertake a competitor analysis to identify the strengths and weakness of the program; identify the regulatory environment of the FTZ; undertake a demand analysis to understand the characteristics of the existing FTZ customer base and the volume of activity generated, and a demand forecast for the FTZ program with various future scenarios; and summarize the findings to identify the likely impacts on FTZ No. 68, and provide recommendations to remain competitive.

The Department of Aviation recommends award of the FTZ Strategic Study consulting services contract to the highest ranked proposal.

SELECTION SUMMARY:

The Solicitation was advertised on January 31, 2012. The solicitation was posted on the City website on Jan. 31, 2012. Bids were received on February 29, 2012. A total of five bids were received.

PRIOR COUNCIL ACTION: Not Applicable.

AMOUNT AND SOURCE OF FUNDING:

Funding in the amount of \$58,250 is available in Airport Operating Fund – (Outside Contracts), 62620044 – 502215 - 40101

BOARD / COMMISSION ACTION: Not Applicable

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

DEPARTMENT HEAD:

Maura Sombra [Signature] 3/21/2012
Name Signature Date

DEPARTMENT HEAD:

Name Signature Date

**COUNCIL PROJECT FORM
(RFP OR RFQ)**

*******POSTING LANGUAGE BELOW*******

Please place the following item on the CONSENT agenda for the Council Meeting of April 10, 2012.

The award of Solicitation No. 2012-145R (Foreign Trade Zone No. 68 Strategic Study Consulting Services) to IMS Worldwide, Inc. for a total estimated award of \$58,250.00.

Department:	Aviation (El Paso International Airport)
Award to:	IMS Worldwide, Inc. Webster, TX
Item(s):	All
Option:	None
Annual Estimated Award:	\$58,250.00
Total Estimated Award:	\$58,250.00
Account No.:	62620044 – 502215 – 40101
Funding Source:	Outside Contracts – NOC – Airport Cost Centers
District(s):	All

This is a Request for Proposal (RFP), Services contract.

The Financial Services - Purchasing Division and Aviation (El Paso International Airport) recommends that the contract be awarded as indicated to IMS Worldwide, Inc., the highest ranked proposer based on evaluation factors established for this procurement.

*******ADDITIONAL INFO BELOW*******

COMMITTEE SCORE SHEET

SOLICITATION NO: 2012-145R

SOLICITATION TITLE: FOREIGN TRADE ZONE NO. 68 STRATEGIC STUDY CONSULTING SERVICES

Criteria	Max Points	IMS WORLDWIDE, INC. WEBSTER, TX	INTERVISTAS CONSULTING LLC BETHESDA, MD	LANGAN + ASSOCIATES INC. DALLAS, TX	MILLENNIAL PARTNERS INC. EL PASO, TX	POINT TRADE SERVICE, INC. PANAMA CITY, FL
Cost	25	\$58,250.00	\$83,645.00	\$233,000.00	\$18,125.00	\$111,750.00
Provide detailed information on cost submitted for completed report and travel cost		8	5.5	2	25	4.25
Demonstrated ability to conduct strategic study	30	30	26.66	12.66	1	26.33
Experience with similar projects - Provide detailed narrative of firms' previous experience in U.S. Foreign-Trade Zones including establishment of FTZs, FTZ development or strategic analysis; and global supply chain studies involving global logistics trends and port development. (15 points)						
Experience project team - Provide detailed narrative of firms' previous experience in FTZ studies and global supply chain studies (15 points)						
Project Approach	30	30	28.88	14.33	0.66	26
Provide detailed narrative about project approach include examples or ideas of successful projects or programs that were implemented						
Timeline for Completing Study and Providing Report	10	5.33	7.66	4.33	6.33	5.66
Provide a schedule of events						
Response of References	5	4	1.34	1.67	1.34	1.67
The Offeror shall provide at least three references within the last three years that can be contacted to discuss the performance on similar work						
(Maximum 100 Points)	TOTAL	77.33	70.04	34.99	34.33	63.91

POINTRADE SERVICES INC.
ATTN.: CORNELIA STEINERT, CHB
SR. MANAGER
4807 COLLEY AVENUE, SUITE 8
NORFOLK, VIRGINIA 23508

IMS WORLDWIDE INC.
ATTN.: CURTIS SPENCER, PRESIDENT
309 HENRIETTA ST.
WEBSTER, TX 77598

KPMG TRADE & CUSTOMS
ATTN.: AMIE AHANCHIAN,
SR. MANAGER
2001 M STREET, NW
WASHINGTON, DC 20036-3389

WILLIAM METHENITIS, SR. PARTNER
SUITE 1500
2121 SAN JACINTO ST.
DALLAS, TX 75201