

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

DEPARTMENT: Fire *BC*
AGENDA DATE: August 1, 2006

CONTACT PERSON/PHONE: Michael Calderazzo/771-1071

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 Solicitation # 2006-125 to Stryker, 3358 Overton Park Dr. W., Fort Worth, TX 76109 as the best value bidder for twenty (20) powered ambulance cots and twenty (20) stair chairs.

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?

These stretchers and stair chairs are being purchased to reduce the need for manual lifting and reduce the number of lifting-related back injuries on the part of our emergency medical personnel.

PRIOR COUNCIL ACTION:

Has the Council previously considered this item or a closely related one?

No

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?

Total value of award is \$198,753.60. Funding Information: nine (9) cots and nineteen (19) stair chargs minus trade-in value of twenty (20) old cots (\$12,600.00)=\$101,927.12 - Dept. 04200401, Account 508007, Fund 29204, Project PMB0005004. One (1) cot and one (1) stair chair = \$10,567.68 funded from 508007-41022-62620020-P500004. Ten (10) cots = \$86,258.80 funded from Department 22150024, Grant 07181, Project G220706, Account 508012 (Medical/scientific equipment).

BOARD / COMMISSION ACTION:

Enter appropriate comments or N/A

N/A

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

LEGAL: (if required) _____ **FINANCE:** (if required) _____

DEPARTMENT HEAD: Roberto Rivera
(Example: if RCA is initiated by Purchasing, client department should sign also)
Information copy to appropriate Deputy City Manager

APPROVED FOR AGENDA: _____

CITY MANAGER: _____

DATE: _____

DATE: July 26, 2006
TO: Municipal Clerk
FROM: Terrence Freiburg
Purchasing Manager, ext.4308
THRU: Aurora Wells
Bid Clerk ext. 4038

Please place the following item on the **CONSENT** agenda for the Council Meeting of **AUGUST 8, 2006**.

Discussion and action on the award of Powered Ambulance Cots and Stair Chairs (Solicitation No. 2006-125) to Stryker for the total award of \$198,753.60.

| | | |
|-------------------------|---|--|
| <u>Solicitation No.</u> | <u>2006-125</u> | <u>Powered Ambulance Cots and Stair Chairs</u> |
| <u>Award to:</u> | <u>Stryker</u> | <u>Fort Worth, TX</u> |
| <u>Item(s):</u> | <u>#1 (Qty. 20 @ \$8,625.88/each)</u> | <u>#2 (Qty. 20 @ \$1,941.80/each)</u> |
| | <u>T-1 (Qty. 6 Trade-Ins @ \$350.00/each)</u> | <u>T-2 (Qty. 14 Trade-Ins @ \$750.00/each)</u> |
| <u>Amount:</u> | <u>\$211,353.60</u> | <u>-\$12,600.00 Less Trade-in Allowance</u> |
| | <u>\$198,753.60</u> | |

| | |
|-------------------------|--|
| <u>Department:</u> | <u>Fire</u> |
| <u>Funds Available:</u> | <u>508007-29204-04200401-PMB0005004 (\$101,927.12)</u> |
| | <u>508007-41022-62620020-P500004 (\$10,567.68)</u> |
| | <u>508012-07181-22150024-G220706 (\$86,258.80)</u> |
| <u>Funding Source:</u> | <u>2004 BE Capital Acquisition Fire/Public Safety Equipment,</u> |
| | <u>Capital Outlay/Public</u> |
| | <u>Safety Equipment, and Fire Dept. Grants, Medical/Scientific</u> |
| | <u>Equipment, respectively</u> |

| | |
|----------------------|---------------------|
| <u>Total Award:</u> | <u>\$198,753.60</u> |
| <u>District (s):</u> | <u>All</u> |

The Fire and Financial Services Departments recommend award to the Bidder offering the Best Value Bid.

This is a fixed-price, single (one-time) purchase, to purchase powered ambulance cots and stair chairs. There is an option to purchase up to one hundred percent (100%) of the original contract quantities, at the same unit price, if the option is exercised within ninety (90) days from the date of award of the contract. No prompt payment discount was offered.

Contact person: Barbara Crumley, Procurement Analyst at 541-4315.

PROJECT FORM

DATE: July 24, 2006

PROJECT: Powered Ambulance Cots and Stair Chairs
SOLICITATION NO: 2006-125 DEPARTMENT: Fire
BUDGET NOS: 508007-29204-04200401-PMB0005004 (\$101,927.12)
508007-41022-62620020-P500004 (\$10,567.68)
508012-07181-22150024-G220706 (\$86,258.80)
FUNDING SOURCES: 2004 BE Capital Acquisition Fire/Public Safety Equipment, Capital Outlay/Public Safety Equipment, and Fire Dept. Grants, Medical/Scientific Equipment, respectively
REPRESENTATIVE DISTRICT(S): All

RECOMMENDATION: Vendor: Stryker
Fort Worth, TX
Item(s): #1 (Qty. 20 @ \$8,625.88/each)
#2 (Qty. 20 @ \$1,941.80/each)
T-1 (Qty. 6 Trade-Ins @ \$350.00/each)
T-2 (Qty. 14 Trade-Ins @ \$750.00/each)
Amount: \$211,353.60
-\$12,600.00 Less Trade-in Allowance
\$198,753.60

The Fire and Financial Services Departments recommend award to the Bidder offering the Best Value Bid.

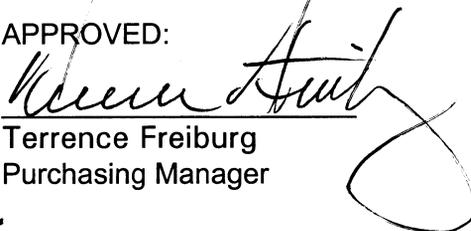
This is a fixed-price, single (one-time) purchase, to purchase powered ambulance cots and stair chairs. There is an option to purchase up to one hundred percent (100%) of the original contract quantities, at the same unit price, if the option is exercised within ninety (90) days from the date of award of the contract. No prompt payment discount was offered.

BIDS SOLICITED 20 (01 local)
BIDS RECEIVED 02
"NO BID" RECEIVED 00

CURRENT TAXES PAID _____
OUT-OF-TOWN _____

TOTAL RECOMMENDED AWARD: \$198,753.60

COUNCIL APPROVED REJECTED MUNICIPAL CLERK _____

APPROVED:

Terrence Freiburg
Purchasing Manager

COUNCIL MEETING DATE: August 8, 2006

PO.

**POWERED AMBULANCE COTS AND STAIR CHAIRS
SOLICITATION NO. 2006-125
BEST VALUE PROCUREMENT EVALUATION**

| | EL PASO MEDICAL & DENTAL SUPPLY | STRYKER |
|---|---------------------------------|-----------------------|
| Criteria #1: Price (Based on Quantities of 20 each Cots & Stair Chairs; Includes Trade-In values) (70 points max) | \$264,334.00 52.63 | \$198,753.60 70.00 |
| Criteria #2A: Fully authorize EPFD certified personnel to perform preventive maintenance and repairs on equipment without voiding manufacturer's warranty. (12 points max) | 12.00 | 12.00 |
| Criteria #2B: Provide individual or facility repair certifications issued by the manufacturer in the repair and maintenance of the equipment. (10 points max) | 10.00 | 10.00 |
| Criteria #2C: Provide on-site certified technician training for at least two EPFD employees in the repair and maintenance of the equipment in accordance with manufacturer's recommended procedures, at no additional cost to the City. (4 points max) | 4.00 | 4.00 |
| Criteria #2D: Provide future employee training and certification in the repair and maintenance of the equipment for new personnel, as needed due to employee turnover, for a period of five years from date of acceptance, at no additional cost to the City. (4 points max) | 4.00 | 4.00 |
| TOTAL POINTS EARNED | 82.63 | 100.00 |

CITY OF EL PASO BID TABULATION

| BID ITEM: POWERED AMBULANCE COTS AND STAIR CHAIRS | | | | | | | BID # 2006-125 | |
|---|------|---|---|--------------------------------------|---------------------------|--------------------------------------|------------------|--------------------------------------|
| BID DATE: MAY 31, 2006 | | | | | | | DEPARTMENT: FIRE | |
| | | | EL PASO MEDICAL & DENTAL SUPPLY EL PASO, TX | | STRYKER FORT WORTH, TX | | | |
| ITEM | QTY. | DESCRIPTION OF ITEM | UNIT PRICE | TOTAL PRICE UNIT PRICE X QUANTITY | UNIT PRICE | TOTAL PRICE UNIT PRICE X QUANTITY | UNIT PRICE | TOTAL PRICE UNIT PRICE X QUANTITY |
| 1. | 21 | POWERED AMBULANCE COT (STRYKER POWER-PRO XT 6500, OR EQUIVALENT) | \$10,544.95 | \$221,443.95 | \$8,625.88 | \$181,143.48 | | |
| MANUFACTURER | | | STRYKER | | STRYKER | | | |
| MODEL NUMBER | | | XT 6500 | | POWER-PRO XT 6500 | | | |
| 2. | 21 | STAIR CHAIR (STRYKER STAIR-PRO MODEL 6252, OR EQUIVALENT) | \$3,171.75 | \$66,606.75 | \$1,941.80 | \$40,777.80 | | |
| MANUFACTURER | | | STRYKER | | | | | |
| TOTAL: | | | \$288,050.70 | | \$221,921.28 | | | |
| TRADE-IN ALLOWANCE: | | | TRADE-IN AMOUNT | | TOTAL | | TRADE-IN AMOUNT | |
| ITEM | QTY. | DESCRIPTION OF ITEM | UNIT PRICE | UNIT PRICE X QUANTITY | UNIT PRICE | UNIT PRICE X QUANTITY | UNIT PRICE | UNIT PRICE X QUANTITY |
| T-1. | 6 | 2002 STRYKER MX-PRO AMBULANCE COT | \$500.00 /EA | \$3,000.00 | \$350.00 /EA | \$2,100.00 | | |
| T-2. | 14 | 2004 STRYKER MX-PRO AMBULANCE COT | \$500.00 /EA | \$7,000.00 | \$750.00 /EA | \$10,500.00 | | |
| TOTAL: | | | \$10,000.00 | | \$12,600.00 | | | |

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

APPROVED BY: B. Crumley
DATE: 6/5/06

CITY OF EL PASO BID TABULATION

| | | | |
|--|---|---|--|
| BID ITEM: POWERED AMBULANCE COTS AND STAIR CHAIRS BID DATE: MAY 31, 2006 | | BID # 2006-125 DEPARTMENT: FIRE | |
| | EL PASO MEDICAL & DENTAL SUPPLY EL PASO, TX | STRYKER FORT WORTH, TX | |
| <p>THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO PURCHASE AN ADDITIONAL QUANTITY OF ITEMS, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF PURCHASING ONE HUNDRED PERCENT (100%) OF THE ORIGINAL CONTRACT QUANTITIES, AT THE SAME UNIT PRICE, IF THE OPTION IS EXERCISED WITHIN:</p> | | | |
| <p>A. NINETY (90) DAYS FROM DATE OF AWARD OF THE CONTRACT.</p> | YES <input checked="" type="checkbox"/> NO <input type="checkbox"/> | YES <input checked="" type="checkbox"/> NO <input type="checkbox"/> | YES <input type="checkbox"/> NO <input type="checkbox"/> |
| <p>B. ONE HUNDRED EIGHTY (180) DAYS FROM DATE OF AWARD OF THE CONTRACT.</p> | YES <input type="checkbox"/> NO <input checked="" type="checkbox"/> | YES <input type="checkbox"/> NO <input checked="" type="checkbox"/> | YES <input type="checkbox"/> NO <input type="checkbox"/> |
| <p>C. THREE HUNDRED SIXTY FIVE (365) DAYS FROM DATE OF AWARD OF THE CONTRACT.</p> | YES <input type="checkbox"/> NO <input checked="" type="checkbox"/> | YES <input type="checkbox"/> NO <input checked="" type="checkbox"/> | YES <input type="checkbox"/> NO <input type="checkbox"/> |
| <p>D. NO OPTION OFFERED.</p> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| PAYMENT TERMS: | NET - 30 DAYS | NET - 30 DAYS | |
| BIDDER'S PROMISED DELIVERY: | NONE STATED | 30 CONSECUTIVE CALENDAR DAYS | |
| IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR THE REJECTION OF THE BID. | | | |
| BIDS SOLICITED: 20 | | BIDS RECEIVED: 2 | BIDS LOCAL: 1 |
| | | | NO BIDS: 0 |

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

APPROVED BY: *B. C. [Signature]*
 DATE: 6/5/06

MIAMI AMBULANCE
3590 NW 36TH ST.
MIAMI, FL 33142

ACE MEDICAL EQUIPMENT INC.
TOM YORE, SALES & MARKETING
13214 38TH STREET
CLEARWATER, FL 33762

EL PASO MEDICAL & DENTAL
2924 ALAMEDA AVENUE
EL PASO, TX 79905

MEDICAL SOLUTIONS, INC.
8633 JEFFERSON HIGHWAY
MINNEAPOLIS, MN 55369

SAN ANTONIO AMBULANCE SALES
14035 DUBLIN SQUARE
SAN ANTONIO, TX 78247

NDA

STRYKER MEDICAL
ATTN: MR. GARY MONTOYA
6300 S. SPRINKLE RD.
KALAMAZOO, MI 49001

MOORE MEDICAL CORP.
ATTN: DORINE TRELLI
389 JOHN DOWNEY DR.
NEW BRITAIN, CT 06050

PRODUCTS UNLIMITED, INC.
ATTN: SANDY BAKER
P. O. BOX 339
JUSTIN, TX 76247

FERNO-WASHINGTON, INC.
ATTN: TOM FIKE
385 E. DRIVE
MELBOURNE, FL 32904

FERNO-WASHINGTON, INC.
ATTN: TOM FIKE
385 E. DRIVE
MELBOURNE, FL 32904

BAY MEDICAL CO.
ATTN: DAVID CHANG
375 OYSTER POINT BLVD UNIT 6
SOUTH SAN FRANCISCO, CA 94080

EMERGENCY MEDICAL PRODUCT
1711 PARAMOUNT COURT
WAUKESHA, WISCONSIN 53186
ATTN: BRAD

PEARLAND MEDICAL SUPPLY
ATTN: CEDRIC J. DEVEREAUX
6831 W. BROADWAY SUITE R
PEARLAND, TX 77581

CMC RESCUE INC
P O BOX 6870
SANTA BARBARA, CA 93160-6870

ARIZONA EMS PRODUCTS
P O BOX 27527
TEMPE, AZ 85285

EMERGENCY VEHICLES & SUPPLIES
1925 A AIRPORT INDUSTRIAL PARK
MARIETTA, GA 30060

FERNO
70 WIEL WAY
WILMINGTON, OH 45177-9371

FIREHOUSE MEDICAL INC
1035 ARMANDO ST., STE C
ANAHEIM, CA 92806

BOUND TREE MEDICAL, LLC
P. O. BOX 8023
DUBLIN, OH 43016-2023

BOUND TREE MEDICAL, LLC
5200 RINGS WORAD SUITE A
DUBLIN, OH 43017-3557

STRYKER
ATTN: HEIDI HADLEY
3358 OVERTON PARK DIRVE W.
FORT WORTH, TX 76109