

**CITY OF TEMPE
REQUEST FOR COUNCIL ACTION**

**Council Meeting Date: 3/20/2014
Agenda Item: 5B14**

ACTION: Award a one-year contract with four, one-year renewal options to Phoenix Fence Company for the repair of existing fencing systems, installation of new fencing, and rental of temporary fencing for use throughout the City by the Public Works Department.

FISCAL IMPACT: Total cost of this contract will not exceed \$100,000. Sufficient funds have been appropriated in the General Fund – cost center 3241 (Facility Services) – for the anticipated expenditures in the current fiscal year.

RECOMMENDATION: Approve the contract.

BACKGROUND INFORMATION: (RFP 14-080) The City issued a Request for Proposal (RFP) to establish a contract for the repair of existing fencing systems, installation of new fencing and rental of temporary fencing for use throughout the City by the Public Works Department.

There are three primary components of the solicitation:

- Repair and maintenance of existing fencing
- Installation of new fencing
- Rental of temporary fencing to provide security and access control while a damaged fence is being repaired

Evaluation Process

A total of five (5) responses were received and evaluated by a committee made up of Public Works and Procurement staff.

The responses were scored using the following criteria (sub categories carry equal weight unless otherwise noted):

Criteria	Weight
Cost	6 (40%)
Materials	
Labor	
Offeror's business stability and infrastructure	4 (27%)
Diversity of services offered	
Fleet size	
Staffing	
General	4 (27%)
Response time	
Warranties	
References	
Overall Response to RFP	1 (6%)
Quality, Composition and Completeness	
Acceptance of Tempe Terms and Conditions	

Results of Scoring

	Repairs & Installation			Rental		
	Score	Cost	Labor	Score	Cost	Labor
Phoenix Fence Company	176.30	\$2,146	\$40	167.24	\$10	\$40
Biddle and Brown Fence Co, LLC	167.82	\$2,175	\$38	129.30	\$76	\$34
Western Fence Company, Inc.	156.21	\$2,386	\$45	159.71	\$9	\$40
LP Steel Industries	130.52	\$3,627	\$75	104.82	\$75	\$75
Associated Fence	125.96	\$3,714	\$43	No Bid	No Bid	No Bid

The cost figures shown are for individual fencing elements or section repairs and do not directly relate to any specific fencing project.

Summary

Since there are instances when a job may require both materials to repair or install a fence and rental of temporary fencing, the award to a single firm is advantageous to the City. The \$1 price difference between Phoenix Fence and Western Fence on temporary fencing rental is not significant in the overall cost of the contract since the majority of costs are associated with the 'repairs and installation' portion of the above matrix.

It is recommended that a contract be awarded to Phoenix Fence Company, the high scorer, who offered the lowest overall cost meeting City specifications as set forth in the RFP.

The costs associated with this contract represent an overall increase of 9.62% from the current contract. The current contracted vendor (Phoenix Fence Company) is still honoring pricing established in 2008, therefore, the cost change associated with this new contract is considered reasonable.

ATTACHMENTS: Vendor RFP Documents

STAFF CONTACT(S): John Osgood, Deputy Public Works Director – Field Operations, (480) 350-8949

Department Director: Ken Jones, Finance & Technology Department Director

Legal review by: David Park, Assistant City Attorney

Prepared by: Tony Allen, CPPB, Procurement Officer