
**CITY OF TEMPE
REQUEST FOR COUNCIL ACTION****Council Meeting Date: 01/28/2016
Agenda Item: 6A1**

ACTION: Award a contract to Rosenbauer South Dakota, LLC to purchase a ladder truck for the Fire Medical Rescue Department. Funding for award of this contract is contingent on approval of Agenda Item 5A5, which is a Capital Improvements Program (CIP) budget appropriation transfer request.

FISCAL IMPACT: Total cost of this contract will not exceed \$1,000,000. This amount includes an estimated \$50,000 contingency value that will be used to select optional equipment that will be identified during the post-award meeting with the Contractor. Contract costs will be paid from CIP project cost center 5603619, Fire Medical Rescue Apparatus Replacement, with general obligation bonds as the funding source.

RECOMMENDATION: Award the contract.

BACKGROUND INFORMATION: (T16-076) The City of Tempe issued a Request for Proposal (RFP) to establish a contract for the purchase of an in-production, used, or demonstration ladder truck.

This truck will replace vehicle 012 which serves the City. This truck averages five months of front line service per year as L276 or L273. These units are strategically located to provide primary aerial ladder capability and service in the north and south halves of the City respectively.

Replacement of vehicle #012 was originally contemplated in fiscal year 2016/2017 due to impending emissions failures. In 2015, the State of Arizona revoked the vehicle's emission certification as a result of a failure of one of the mechanical systems that resulted in the vehicle being non-operational. The power plant (diesel engine) is 23 years old and another reason the vehicle was predicated to fail emission standards. There are no commercially available replacements for the power plant that will fit into the space currently provided within the vehicle without significant structural modification. Issues of sub-standard performance in safety and electrical systems need to be addressed. The fiscal impact of addressing the emissions, safety, and electrical deficiencies coupled with the age of the vehicle were the salient factors replacing this truck. Recent, catastrophic failures of vehicle 012 are the reason the purchase of a new vehicle has been moved from the next fiscal year to this one.

As part of this contract, the Fire Medical Rescue Department is trading in a new 1993 E-One Cyclone 75' Aerial Ladder Truck and two 1997 Saulsbury 1250 Pumper Trucks. Responding firms competitively bid a price for the trade-in vehicles as part of their proposal.

Evaluation Process

The City received proposals for eleven trucks from six firms. These proposals were evaluated by a committee comprised of Fire Medical Rescue and Procurement staff. The following firms responded:

Company Two
Emergency Vehicle Group, Inc.
H&E Equipment Services
Rosenbauer South Dakota, LLC
Smeal Fire Apparatus
W.W. Williams

The proposals were scored using the following criteria:

Criteria	Weight
Cost	30%
Quality of unit offered (to include age, mileage, etc.), delivery time and warranty	25%
Ability to meet or exceed requested parameters (operational performance, ease of use, etc.)	25%
Compatibility to current fleet for maintenance and repairs	15%
Overall response to the RFP – quality, composition, and completeness of proposal; acceptance of terms and conditions of the RFP	5%

Results of Initial Scoring

Results of the initial scoring are as follows:

Offeror and Description of Apparatus	Initial Score	Initial Cost
W.W. Williams		
2015 KME Severe Service	350	\$1,046,744.05
Company Two		
1997 Pierce Lance	370	\$347,050.00
H&E Equipment Services		
2015 E-One Quest Mid Mount Platform	305	\$1,102,878.94
2015 E-One Quest Rear Mount Platform	440	\$1,026,047.65
2008 E-One Bronto 114' Platform	495	\$827,815.57
Smeal Fire Apparatus		
2016 Smeal/LTC 93' Mid Mount Platform	500	\$1,209,716.00
Smeal 105 Aerial	605	\$822,218.00
2016 Smeal 100' Rear Mount Platform	725	\$999,636.00
Rosenbauer South Dakota, LLC		
2015 Rosenbauer	905	\$910,528.73

Emergency Vehicle Group, Inc.'s proposal for two apparatus was determined to be non-responsive because the apparatus are not in production and have a lead-time of twelve months.

Best and Final Offers

Requests for best and final offers were sent to the two highest scoring firms to clarify vehicle specifications, identify options to be included, and to allow the firms to submit their most competitive offer.

Both firms responded positively to the best and final offers with competitive pricing that included the options selected by the City along with clarifications to the specifications of the proposed apparatus. The best and final offer scores and prices are shown below:

Offeror and Description of Apparatus	Final Score	Final Cost
Rosenbauer South Dakota, LLC		
2015 Rosenbauer	885	\$905,859.92
Smeal Fire Apparatus		
2016 Smeal 100' Rear Mount Platform	755	\$1,007,701.00

It is the recommendation of the committee to award a contract to Rosenbauer South Dakota, LLC, the high scoring firm offering the most advantageous offer for an in-production 2015 Rosenbauer ladder truck with a Cobra platform. Delivery time for this apparatus is estimated to be May 1, 2016. The apparatus has a ten year Cab and Apparatus Body Paint Warranty, a five year transmission warranty, a five year engine warranty, a lifetime frame warranty, a two year front and rear axle warranty and a two year cab and chassis warranty. The ladder truck will comply with the NFPA standards effective January 1, 2009.

ATTACHMENTS: Vendor Offer Form

STAFF CONTACT(S): Greg Ruiz, Fire Medical Rescue Chief, (480) 858-7212

Department Director: Renie Broderick, Internal Services Director

Legal review by: David Park, Assistant City Attorney

Prepared by: Lisa Goodman, CPPO, Procurement Officer