Tempe

CITY OF TEMPE
REQUEST FOR COUNCIL ACTION

Council Meeting Date: 08/04/2016
Agenda Item: 5B8

ACTION: Approve one-year contract renewals with Clayton Holdings, LLC, and Banc of America Public Capitol Corp to provide third party lease financing services.

FISCAL IMPACT: This renewal is necessary in order to maintain the available short list of qualified lease firms available to the City and does not represent a request for expenditures. Any future activation of one of these companies will be brought back for separate approval by Council at which time the cost of the lease will be identified.

RECOMMENDATION: Approve the contract renewals.

BACKGROUND INFORMATION: (Contract T12-161-01/02/) On August 9, 2012, City Council approved a one-year contract that allowed for renewal periods up to four additional years in annual increments. Staff is requesting that Council approve the fourth and final one-year renewal option that will extend the contracts through August 8, 2017.

The purpose of this contract is to provide a short list of qualified firms who may be called on to assist with capital equipment lease financing. Once an acquisition is identified, the firms will be invited to submit financing quotes. Any actual award recommendation will be brought back for separate approval by Council.

Contractor Performance
Clayton Holdings is the only firm that has been used to date; providing 3rd party financing for the purchase of golf carts and golf course maintenance equipment.

The performance of Clayton Holdings was rated by Internal Services Department staff as shown below:

Evaluation Criteria	Clayton Holdings		Banc of America Public Capitol Corp	
	Meets Contract Requirements	Does Not Meet Contract Requirements	Meets Contract Requirements	Does Not Meet Contract Requirements
Personnel are responsive, cooperative and available	X		NU	
Overall quality of products or services delivered	X		NU	
Timeliness of performance	X		NU	
Quality of follow-up in resolving complaints or problems	X		NU	
Firm's promptness in submitting accurate invoices	X		NU	

NU = Not Used to Date

Renewal Pricing
Interest rate pricing is market based driven and will be competitively determined once a specific project is identified.

ATTACHMENTS: None

STAFF CONTACT(S): Jerry Hart, Deputy Internal Services Director – Finance, (480) 350-8505

Department Director: Renie Broderick, Internal Services Director
Legal review by: David Park, Assistant City Attorney
Prepared by: Michael Greene, C.P.M., Procurement Administrator