

**CITY OF TEMPE  
REQUEST FOR COUNCIL ACTION**

**Council Meeting Date: 10/27/2016  
Agenda Item: 5B15**

**ACTION:** Award a one-year contract with four, one-year renewal options to Professional Sales and Service, L.C. for the purchase of ambulance vehicles.

**FISCAL IMPACT:** Total cost of this contract will not exceed \$450,000. This amount includes an estimated \$40,000 contingency value that will be used to select optional equipment that will be identified during the post-award meeting with the Contractor. Sufficient funds have been appropriated in the Fire Protection Capital Improvement Project fund cost center 5603619 (Fire Apparatus Replacement) for the anticipated expenditures in the current fiscal year.

**RECOMMENDATION:** Award the contract.

**BACKGROUND INFORMATION:** (17-005) The City of Tempe issued a Request for Proposal (RFP) to establish a contract for ambulances. The initial purchase shall be for two units. The RFP provides an option for the City to purchase additional ambulances throughout the contract term.

With the recent award of a Certificate of Necessity (CON) from the Arizona Department of Health Services, the City of Tempe through the Tempe Fire Medical Rescue Department (TFMRD) is now authorized to transport sick and injured individuals to local hospitals. One of the requirements of the CON is possession of a registered ambulance. TFMRD has secured a short-term lease of an ambulance from the Phoenix Fire Department; however, purchasing ambulances is a permanent solution to this requirement.

**Evaluation Process**

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

- Emergency Vehicle Group, Inc.
- Frazer, Ltd.
- Hughes Fire Equipment
- Professional Sales and Service L.C.
- RedSky Fire Apparatus

The proposals were scored using the following criteria:

Criteria	Weight
Cost	30%
Quality of unit offered and ability to meet or exceed requested parameters/specifications	25%
Delivery time (after receipt of order)	20%
Warranties	20%
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 Unit Cost w/o Options
Professional Sales and Service, L.C.		
Type III 2017 Ford E-450 Horton 553A	796	\$179,395.94
Type III 2017 Ford E-450 Horton 553B	796	\$180,825.02
Type I 2017 Ford F-450 Horton 457	769	\$203,925.99
RedSky Fire Apparatus		
Type III 2017 Ford F-350 Demers MX164	760	\$159,348.00
Type I 2017 Ford F-450 Demers MXP-150	739	\$174,171.00
Emergency Vehicle Group, Inc.		
Type III 2016 Ford E-450 Wheeled Coach	623	\$166,727.00
Type I 2016 Ford F-450 Wheeled Coach	587	\$188,792.00
Hughes Fire Equipment		
Type I 2017 Ford F-450 2016 Braun Express	614	\$211,786.56
Type III 2017 Ford E-350 2016 Braun Express*	Not scored	
Frazer, Ltd.		
Type I 2017 F-450 84" CA Frazer	519	\$208,625.00
Type III 2017 F-350 80" CA Frazer*	Not scored	

\*The Type III E-350 ambulances proposed by Hughes Fire Equipment and Frazer, Ltd. were rejected and not considered for award. The E350 platform was dismissed after an evaluation indicated that this chassis was insufficient for the needs of the City's ambulance fleet.

Emergency Vehicle Group, Inc., Hughes Fire Equipment, and Frazer, Ltd. had scores below the competitive range and were deemed not susceptible for award. In addition, the Horton 553A offered by Professional Sales and Service, L.C. was also deemed not susceptible for award based on the vehicle's storage options.

## Best and Final Offers

Interviews were conducted and requests for best and final offers were sent to Professional Sales and Service, L.C. and RedSky Fire Apparatus 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 offer request with competitive pricing that included the options selected by the City along with clearer specifications of the ambulances. The committee considered all of the information gained throughout the evaluation process including the initial offers, interviews, references, and best and final offer to determine the final scoring shown below:

Offeror and Description of Apparatus	Final Score	Final Cost per Unit
<b>Professional Sales and Service, L.C.</b>		
<b>Type III 2017 Ford E-450 Horton 553B</b>	<b>817</b>	<b>\$180,825.02</b>
<b>Type I 2017 Ford F-450 Horton 457</b>	<b>776</b>	<b>\$198,175.07</b>
RedSky Fire Apparatus		
Type III 2017 Ford E-450 Demers MX164	775	\$151,619.32
Type I 2017 Ford F-450 Demers MXP-150	730	\$178,572.41

It is the recommendation of the committee to award a contract to Professional Sales and Service, L.C. the high scoring firm offering the most advantageous proposal for Type I and Type III ambulances. Although Professional Sales and Service, L.C. does not offer the lowest price, they do offer the City superior construction, safety features and structural warranty for the ambulance body. Under this warranty, if the ambulance body is rechassis'd by Horton Emergency Vehicles Group during the original warranty period, the structural warranty will be revalidated for an additional five (5) years from the expiration of the original warranty period. Delivery time for the initial order of two (2) Type III ambulances is estimated to be May 1, 2017.



Type I Ford-450 Horton 457



Type III Ford E-450 Horton 553B

**ATTACHMENTS:** Vendor's Offer Form

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