

**CITY OF TEMPE
REQUEST FOR COUNCIL ACTION**
**Council Meeting Date: 12/08/2016
Agenda Item: 5B16**

ACTION: Award a one-year contract with four, one-year renewal options to LNI Custom Manufacturing, Inc. for dual trash receptacles to be installed throughout Downtown Tempe, City parks, and facilities.

FISCAL IMPACT: Total cost of this contract will not exceed \$155,000. Sufficient funds have been appropriated in the General Governmental Capital Improvements Project Fund cost center 6708329 (Downtown Renovations Street Furnishings) and the Solid Waste Fund cost center 3712 (Administration) for the anticipated expenditures in the current fiscal year.

RECOMMENDATION: Award the contract.

BACKGROUND INFORMATION: (17-018) The City of Tempe issued a Request for Proposal (RFP) to establish a contract for dual trash and recycling receptacles. The receptacles will be installed throughout Downtown Tempe, City parks, and facilities.

Evaluation Process

The City received proposals for ten dual receptacle designs from six firms. These proposals were evaluated by a committee comprised of Public Works and Procurement staff and a representative from the Downtown Tempe Authority. The following firms responded:

- Corporate Interior Systems
- LNI Custom Manufacturing, Inc.
- SCH Enterprises, LLC
- Keystone Ridge Designs
- Conceptual Site Furnishings
- Exerplay, Inc.

The proposals were scored using the following criteria:

| Criteria | Weight |
|---|--------|
| Cost | 35% |
| Compliance with specifications and overall quality and aesthetic appeal of design offered | 25% |
| Experience of the firm; references | 20% |
| Delivery time and warranty offered | 15% |
| Quality and completeness of proposal; acceptance of terms and conditions | 5% |

Results of Initial Scoring

Results of the initial scoring are as follows:

| Offeror | Initial Score | Initial Unit Cost |
|--|---------------|-------------------|
| Corporate Interior Systems | | |
| Custom ASU Recycle Receptacle | 670 | \$2,784.28 |
| Alternate Option 1 – Select Series | 425 | \$3,255.30 |
| Alternate Option 2 – Central Park Series | 365 | \$3,633.10 |
| LNI Custom Manufacturing | 670 | \$1,850.00 |

| | | |
|-----------------------------|-----|------------|
| SCH Enterprises, LLC | 560 | \$1,230.00 |
| Keystone Ridge Designs | 440 | \$2,311.25 |
| Conceptual Site Furnishings | 465 | \$935.00 |
| Exerplay, Inc. | | |
| Option 1 | 410 | \$2,351.00 |
| Option 2 | 410 | \$2,201.00 |
| Option 3 | 375 | \$3,303.00 |

Best and Final Offers

Requests for best and final offers were sent to Corporate Interior Systems and LNI Custom Manufacturing who proposed dual trash and recycling receptacles receiving the highest scores. The best and final offer request asked vendors to review specifications, clarify delivery times, and review their pricing to ensure that the most competitive offers were received.

Both firms responded positively to the best and final offer request and reduced their pricing but delivery remained unchanged. Corporate Interior Systems reduced their unit by 1% and LNI Custom Manufacturing reduced their unit price by 17%. The committee reviewed the firms' initial offers and evaluated the best and final offers in accordance with the criteria and weights in the RFP. The revised pricing and final scores are shown below:

| Offeror and Description of Apparatus | Final Score | Final Cost |
|--------------------------------------|-------------|-------------------|
| LNI Custom Manufacturing | 730 | \$1,537.00 |
| Corporate Interior Systems | | |
| <i>Custom ASU Recycle Receptacle</i> | 670 | \$2,784.28 |

It is the recommendation of the committee to award a contract to LNI Custom Manufacturing, the high scoring firm offering the most advantageous offer for the dual trash and recycling receptacles. Although LNI Custom Manufacturing does not offer the lowest price, they do offer the City a quality product with a style that is compatible and coordinates well with the dual trash receptacles already installed in the Downtown Tempe vicinity.



ATTACHMENTS: Vendor Offer Form

STAFF CONTACT(S): Tony Miano, Deputy Public Works Director - Field Operations, (480) 350-8297

Department Director: Renie Broderick, Internal Services Director
 Legal review by: David Park, Assistant City Attorney
 Prepared by: Lisa Goodman, CPPO, Procurement Officer