

**CITY OF TEMPE  
REQUEST FOR COUNCIL ACTION**
**Council Meeting Date: 12/08/2016  
Agenda Item: 5B24**

**ACTION:** Award a contract to Emergency Vehicle Group, Inc. for the purchase of one scene support air/light apparatus for the Tempe Fire Medical Rescue Department.

**FISCAL IMPACT:** Total cost of this contract will not exceed \$400,000. This amount includes an estimated \$35,000 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:** (17-004) The City of Tempe issued a Request for Proposal (RFP) for the purchase of one scene support air/light apparatus for the Tempe Fire Medical Rescue Department.

The scene support air/light apparatus will be replacing Fire Medical Rescue's current scene support apparatus that is 20 years old and has 218,750 miles. The new apparatus will have improved lighting towers to provide lighting on larger or prolonged incidents. The new apparatus will also have the new DEF fuel system as required by the EPA, which is used for diesel engines and burns fuel cleaner for the environment. The scene support air/light apparatus will be designed to have improved storage design with a focus on ergonomics to minimize future injuries when retrieving support equipment for emergency scenes. The apparatus will be utilized as a support emergency response vehicle that assists firefighting operations by refilling air in SCBA bottles, providing rehab equipment and providing lighting on emergency scenes.

Evaluation Process

The City received proposals for a scene support air/light apparatus from four firms. These proposals were evaluated by a committee comprised of Fire Medical Rescue and Procurement staff. The following firms responded:

- Rosenbauer South Dakota
- Emergency Vehicle Group, Inc.
- Emergency Vehicles, Inc.
- Boise Mobile Equipment

The proposals were scored using the following criteria:

Criteria	Weight
Cost	30%
Quality of unit offered, conformity to specifications; ability to meet or exceed requested parameters (operational, performance, ease of use, etc.); delivery time	25%
Experience and expertise of the firm to deliver a quality apparatus; references	20%
Warranty offered and service/training	10%
Compatibility to current fleet for maintenance and repairs	10%
Overall response to the RFP; quality, composition and completeness of response; acceptance of terms and conditions of RFP	5%

Results of Initial Scoring

Results of the initial scoring are as follows:

Offeror	Initial Score	Initial Cost w/o Options
Rosenbauer South Dakota LLC	805	\$450,252
Emergency Vehicle Group, Inc.	765	\$492,348
Emergency Vehicles, Inc.	735	\$515,604
Boise Mobile Equipment	660	\$444,586

Boise Mobile Equipment scored below the competitive range and was deemed not susceptible for award.

Best and Final Offers

Requests for best and final offers were sent to Rosenbauer South Dakota LLC, Emergency Vehicle Group, Inc., and Emergency Vehicles, Inc. to clarify vehicle specifications, identify options to be included, and to allow the firms to submit their most competitive offer. As part of the best and final offer, staff requested that the firms provide a pricing deduction for the apparatus that included the option of utilizing the existing compressor from the current apparatus instead of buying a new compressor.

All three 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 apparatus. The committee considered all of the information gained throughout the evaluation process including the initial offers, references and best and final offers to determine the final scoring shown below:

Offeror and Description of Apparatus	Final Score	Final Cost
Emergency Vehicle Group, Inc.	845	\$368,489.12
Rosenbauer South Dakota LLC	770	\$421,504.60
Emergency Vehicles, Inc.	740	\$370,869.48

It is the recommendation of the committee to award a contract to Emergency Vehicle Group, Inc., the high scoring firm offering the most advantageous offer for the scene support air/light apparatus. The final cost shown above is inclusive of all costs including equipment, labor, materials, warranty, delivery and tax. Delivery time for the scene support air/light apparatus is estimated to be December 1, 2017.

**ATTACHMENTS:** Vendor Offer Form

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