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DEPARTMENT OF
GENERAL SERVICES

PROCUREMENT SERVICES DIVISION

CITY OF SACRAMENTO
CALIFORNIA

September 28, 1993
PS:Admin:RBH:SA:bd

5730 - 24TH STREET
BUILDING FOUR
SACRAMENTO, CA
95822-3699

916-419-5551

PURCHASING
CENTRAL STORES
CENTRAL SERVICES

City Council
Sacramento, California

Honorable Members In Session:

**SUBJECT: ADOPTION OF BID SPECIFICATIONS AND AWARD OF BID NO. 1616,
TRAFFIC SIGNAL CONTROLLER CABINETS, IN THE AMOUNT OF
\$241,360.00**

LOCATION AND COUNCIL DISTRICT

City-wide - All Districts

STAFF RECOMMENDATION

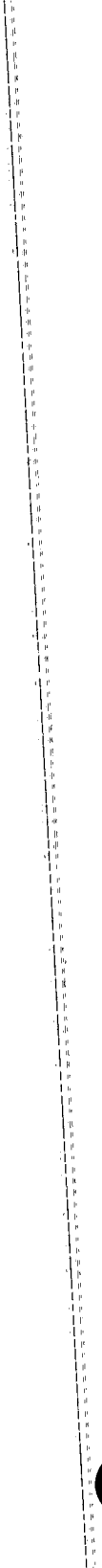
It is recommended that, in the best interest of the City, the City Council adopt the specifications used in the bidding process and accept the lowest responsible bid submitted for the contract resulting from Bid No. 1616 for Traffic Signal Controller Cabinets from IDC Traconex/Multisonics, in the amount of \$241,360.00.

CONTACT PERSON: Steve Alstrom, Buyer II, 433-6240

FOR COUNCIL MEETING OF: September 28, 1993

SUMMARY

Attached is a tabulation of sealed proposals received by the City Clerk for furnishing supplies in accordance with the specifications used in the bidding process, and recommendation of bid award for Bid No. 1616 for Traffic Signal Controller Cabinets, being purchased for use by the Public Works Department, Traffic Signal Division.



BACKGROUND

Specifications for Bid No. 1616 were advertised and mailed by the City Clerk, with mailing to vendors, bid advertising firms, and minority outreach agencies, beginning on August 11, 1993. Sealed bids were publicly opened by the City Clerk on September 1, 1993. The following is a summary of the recommendation for contract award (please refer to Attachment A for bid tabulations):

| <u>Bidder</u> | <u>Award Items</u> | <u>Contract Amount</u> |
|---|------------------------|----------------------------|
| IDC Traconex/Multisonics 575 Dado Street San Jose, CA 95131 | All | \$241,360.00* |

One of the bidders, GM Services (which submitted the third-lowest bid), has expressed dissatisfaction with staff's recommendation to award the contract to the lowest responsible bidder. Representatives of GM Services have indicated that they may attend the Council meeting in order to protest the proposed award. GM Services has stated that, as a minority-owned firm, they feel the award of this contract should be made to GM Services "in light of current Council desires" and because only a net difference of \$5,587.40 separated their bid from that of the lowest responsible bidder. It is for these reasons that GM Services has indicated their intention to present their position directly to the City Council.

Staff has advised GM Services that current purchasing regulations and policies do not allow for an M/WBE preference in the bid evaluation process, and that award must be recommended to the "lowest responsible bidder" as defined in Section 57.01.102 of the Sacramento City Code. GM Services has stated that they are aware of current policy and they understand staff's obligation to adhere to regulations currently in place.

GM Services has advised staff that the firm is owned by an African-American woman, and it was stated in the bid document that the firm had submitted an application to the City for M/WBE certification. However, as of September 15, 1993, the City Office of Minority, Women and Small Business stated that a certification application package was mailed to GM Services on August 9, 1993, but an application for certification from GM Services has not yet been received.

FINANCIAL CONSIDERATIONS

Funding for these purchases has been budgeted and is available in a total of eleven (11) Capital Improvement Projects.

* The City Council hereby authorizes subsequent purchases of identical units under the same terms and conditions within 365 days of award, providing such purchases have been approved and budgeted by the City Council.

POLICY CONSIDERATIONS

This recommendation is consistent with the requirements for formal competitive bidding as detailed in Title 57 of the Sacramento City Code.

MBE/WBE EFFORTS

Requests for bid (RFB) were sent to twelve vendors, five of which are M/WBE firms. The names of the M/WBE firms were obtained from the City bid list and by researching the East Bay Municipal Utility District (EBMUD) Minority and Women Business Enterprise 1992-93 Directory and the Human Rights Commission MBE/WBE Directory. In addition, the RFB was sent to several bid advertising agencies, including the Minority Business Exchange and the Sacramento Minority Business Development Center. None of the five bidders is currently certified as a Minority/Woman Business Enterprise. However, as noted above, while GM Services stated that they have applied for City certification, their application package has not yet been received. The firm recommended for award of the contract is not an M/WBE.

Respectfully Submitted,


Robert B. Holbrook
Procurement Services Manager

Approved:



Betty Masuoka
Director of Finance

RECOMMENDATION APPROVED:



WHE William H. Edgar
City Manager

1 Attachment

**BID TABULATION SHEET FOR
BID NO. 1616 - TRAFFIC SIGNAL CONTROLLER CABINETS**

| <u>Bidder</u> | <u>Unit Price</u> | <u>Total, less Sales Tax</u> | <u>Bidders</u> | | <u>City Tax Preference</u> | <u>Net Total</u> |
|-------------------------------|-------------------|------------------------------|-------------------------------|--------------------------------|----------------------------|------------------|
| | | | <u>Total, incl. Sales Tax</u> | <u>Prompt Payment Discount</u> | | |
| Traffic Control Technologies | \$5,860.00 | \$234,400.00 | \$252,566.00 | None | No | \$252,566.00 |
| GM Services | \$5,838.00 | \$233,520.00 | \$251,617.80 | 2% - 21 days < 4,670.40 > | No | \$246,947.40 |
| Synchronex | \$5,950.00 | \$238,000.00 | \$256,445.00 | 1/2% - 20 days < 1,190.00 > | No | \$255,255.00 |
| IDC Traconex/Multisonics | <u>\$5,600.00</u> | <u>\$224,000.00</u> | <u>\$241,360.00</u> | N/A | No | \$241,360.00 |
| Automatic Signal/Eagle Signal | \$5,650.00 | \$226,000.00 | \$243,515.00 | None | No | \$243,515.00 |

Total Award of Contract To: IDC Traconex/Multisonics
575 Dado Street
San Jose, CA 95131

Original Estimated Cost: \$280,000.00

Total Bid Amount: \$241,360.00

Total Amount of Contract: \$241,360.00*

Using Department: Public Works/Traffic Signal Division

Due Date: September 1, 1993

*The City Council hereby authorizes subsequent purchase(s) of identical units under the same terms and conditions within 365 days of award providing such purchase(s) has/have been approved and budgeted by the City Council.

| <u>Total No. of Bids Solicited</u> | <u>No. of M/WBE Bids Solicited</u> | <u>No. of M/WBE Responses</u> | <u>Award to M/WBE Vendor?</u> |
|------------------------------------|------------------------------------|-------------------------------|-------------------------------|
| 12 | 5 | 1 | No |

