

## A G E N D A



## Recommendation for Council Action (Purchasing)

|   |   |       |               |     |
|---|---|-------|---------------|-----|
| Austin City Council   | Item ID:  | 11148 | Agenda Number | 63. |
| Meeting Date:   | December 8, 2011  |       |               |     |
| Department:   | Purchasing  |       |               |     |
| Subject   |   |       |               |     |
| Authorize award and execution of a 60-month primary requirements supply contract with GALLS LLC, Lexington, KY, or one of the other qualified bidders for IFB-BV No. CE A0010REBID to provide equipment, uniforms, and related services in an estimated amount not to exceed \$21,405,638, with one 60-month extension option in an estimated amount not to exceed \$49,345,682, for a total estimated contract amount not to exceed \$70,751,320. These award amounts reflect City of Austin usage only; should other jurisdictions use this contract, their expenditures are independent of the amounts shown above. Further, the City Council reserves the right to make additiional contract awards from this solicitation in the future as necessary.  |   |       |               |     |
| Amount and Source of Funding  |   |       |               |     |
| Funding in the amount of \$250,000 is available in the Fiscal Year 2011-2012 Operating Budget of the Austin Fire Department. Funding in the amount of \$1,150,000 is available in the Fiscal Year 2011-2012 Operating Budget of the Austin Police Department. Funding in the amount of \$57,548 is available in the Fiscal Year 2011-2012 Operating Budget of the Emergency Medical Services Department. Funding in the amount of \$5,819 is available in the Fiscal Year 2011-2012 Operating Budget of the Parks and Recreation Department. Funding in the amount of \$17,500 is available in the Fiscal Year 2011-2012 Operating Budget of the Austin Convention Center Department. Funding for the remaining 54 months of the original contract period and extension options is contingent upon available funding in future budgets. |   |       |               |     |
| Fiscal Note   |   |       |               |     |
| There is no unanticipated fiscal impact. A fiscal note is not required.   |   |       |               |     |
| Purchasing Language:  | Best evaluated bid of 4 bids received.  |       |               |     |
| Prior Council Action:   |   |       |               |     |
| For More Information:   | Colleen Athey, Buyer II, 972-4012   |       |               |     |
| Boards and Commission Action:   |   |       |               |     |
| MBE / WBE:  | This contract will be awarded in compliance with Chapter 2-9D of the City Code (Minority- |       |               |     |

|   |  |
|---|--|
|   | Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this solicitation. |
| Related Items:  |  |
| Additional Backup Information   |  |
| <p>This contract will provide a supply of uniforms and equipment for employees of the Austin Fire Department (AFD), the Austin Police Department (APD), the Emergency Medical Services Department (EMS), and the Parks and Recreation Department (PARC), and the Austin Convention Center Department (ACCD). This contract is the result of combining many existing contracts for uniforms and equipment that have historically been managed and utilized by the Materials Management section of the Financial and Administrative Services Department for the City's uniform storefront.</p> <p>Uniform and equipment items include shirts, trousers, shorts, workout clothing, sweaters, jackets, belts, ballcaps, body armor, badges, tasers, and other items. Services provided under this contract will include alterations, embroidery, patch sewing, and garment modification to ensure a proper fit. AFD and APD will use Galls LLC's online ordering system to track and report all uniform purchases made under this agreement.</p> <p>As noted above, this contract consolidates the requirements of many industrial department contracts, as well as the city supply contracts used to provision the city uniform store. The online ordering system and online individual clothing record will improve accountability for the departments. A noteworthy achievement in the contract is that unserviceable uniforms will be turned in to the vendor and furnished to the City's individual rag vendor for recycle and re-use.</p> <p>The evaluation committee consisted of uniformed and managerial staff from both AFD and APD including union representatives and civilian employees from each department. Each department scored the Vendor's bids separately and concluded that Galls LLC was the best-evaluated bid for their respective department. The evaluation process included bid reviews, evaluation meetings, an online web demonstration presented by each Vendor, and site visits to each Vendor's facility.</p> <p>In order to determine the best value to the City, evaluation criteria included cost for specified line items, other product offerings, comprehensiveness of offer, online ordering system with recordkeeping, stocklift prices, cost of pre-destruction storage of uniforms, and site visits.</p> <p>The contract(s) resulting from this award will be made available for use by other jurisdictions as established by individual interlocal agreements, such as Seattle, Washington (Item 26, March 5, 2009), Cedar Park, Texas and Travis County, Texas. The successful vendor(s) will be allowed to enter into separate contracts with these jurisdictions. While the City will have no direct relationship to these contracts, it is anticipated that increased aggregate demand created by multiple users will potentially result in unit-price savings and expanded availability of goods and services provided under contract.</p> <p>Staff may bring additional award recommendations forward for Council approval at a later date.</p> <p>This request allows for the execution of a contract with a bidder, who provides the best value to the City, that Council selects. If this bidder does not execute a contract with the City, staff will return to Council so that Council may select another best value bidder and authorize a contract with this bidder.</p> |  |

MBE/WBE solicited: 3/6

MBE/WBE bid: 0/0

**BID TABULATION**

IFB-Best Value No. CEA0010REBID  
Public Safety Uniforms and Services  
(252 line items)

| <b><u>Vendor</u></b>  | <b><u>Total Price for a 12-Month Period</u></b> |
|---|---|
| Galls LLC<br>Lexington, KY  | \$2,347,916.15                                  |
| Sterling's Public Safety Uniforms & Equipment Inc.<br>San Antonio, TX | \$2,358,248.25                                  |
| Miller Uniforms & Emblems Inc.<br>Austin, TX                          | \$2,136,980.75*                                 |
| W W Grainger Inc.<br>Austin, TX                                       | **  |

\*Miller Uniforms & Emblems Inc. did not bid all line items. The cost comparison portion of the evaluation criteria was based upon line items that all Vendors provided pricing for.

\*\* W W Grainger Inc. was considered non-responsive since it did not submit a bid bond as required by the solicitation.

The expenditures for the first 12 months of this contract are estimated to be \$2,916,735.

A copy of the complete bid tabulation is on file in the Purchasing Office and is on the City of Austin, FASD Purchasing Office website.

**PRICE ANALYSIS**

- a. Adequate competition.
- b. Four hundred and forty notices were sent, including 3 MBEs and 6 WBEs. Four bids were received. MBEs and WBEs did not respond.
- c. This is the first purchase of its type; therefore, there is no pricing history available.

**APPROVAL JUSTIFICATION**

- a. Best evaluated bid of 4 bids received.
- b. The Purchasing Office concurs with the Austin Fire Department and Austin Police Department's award.
- c. Advertised in the Austin American-Statesman and on the Internet.