

DRAFT AGENDA ITEM: A

KEY FOCUS AREA: E-Gov

AGENDA DATE: August 24, 2016

COUNCIL DISTRICT(S): 8

DEPARTMENT: Business Development & Procurement Services
Aviation

CMO: Jeanne Chipperfield, 670-7804
Ryan S. Evans, 671-9837

MAPSCO: 63 L

SUBJECT

Authorize the first two-year renewal option to the service contract with Rocket Red, Ltd. for business recruitment and retention services for Dallas Executive Airport - Not to exceed \$240,000 - Financing: Aviation Current Funds (subject to annual appropriations)

BACKGROUND

This action does not encumber funds; the purpose of a service contract is to establish firm pricing for services, for a specific term, which are ordered on an as needed basis.

This contract renewal will allow the City to have continued business recruitment and retention services for the Dallas Executive Airport. The initial term contract allowed the Dallas Airport System to collaborate with the awarded vendor to create an innovative and unique brand that differentiates Dallas Executive Airport from other regional competitors. The creation of the unique brand facilitates increase recognition of Dallas Executive Airport on a national level, thus positioning the Airport as the primary general aviation destination in North Texas.

In addition to creating a unique brand, a plan was developed and used to promote the airport at national conventions such as National Business Aircraft Association (NBAA) and Mechanical Repair and Overhaul (MRO) Aviation Week, Expo. To enhance public awareness, the airport's website was updated to increase the efficiency in searching and disseminating information related to construction, including phase III of runway 13/31 development to start in 2017-2018 and outreach and airport activities. These enhancements have proven successful in advertising public town hall meetings and community contact and awareness for the Master Plan, Noise Abatement Program and Runway Reconstruction and Development.

BACKGROUND (Continued)

This contract will build on enhancements already developed and implemented and the successes this initiative has already rendered. Continued efforts will focus on comprehensive and strategic national business recruitment and retention services to include but not limited to media campaign creation, national aviation conferences, continued website and database development, community awareness/public outreach and special event coordination for Dallas Executive Airport. Runway 13/31 is scheduled to re-open at the end of August 2016, this contract will also be used to promote its re-opening and will be part of the plan for economic development for South Dallas.

The continued success of the Dallas Airport System and the revitalization of the Dallas Executive Airport are dependent upon having a visionary approach to branding, advertising, and promoting of the Dallas Executive Airport.

The recommended vendor meets the wage floor rate of \$10.37 approved by City Council on November 10, 2015, by Resolution No. 15-2141.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On May 22, 2013, the City Council authorized a one year service contract, with two two-year renewal options, for marketing services for the Dallas Executive Airport by Resolution No. 13-0796.

Information about this item will be provided to the Budget, Finance and Audit Committee on August 15, 2016.

FISCAL INFORMATION

\$240,000.00 - Aviation Current Funds (subject to annual appropriations)

ETHNIC COMPOSITION

Rocket Red, Ltd.

White Male	3	White Female	8
Black Male	0	Black Female	3
Hispanic Male	0	Hispanic Female	1
Other Male	0	Other Female	0

OWNER

Rocket Red, Ltd.

Sylvia Gayden Day, President

BUSINESS INCLUSION AND DEVELOPMENT PLAN SUMMARY

PROJECT: Authorize the first two-year renewal option to the service contract with Rocket Red, Ltd. for business recruitment and retention services for Dallas Executive Airport - Not to exceed \$240,000 - Financing: Aviation Current Funds (subject to annual appropriations)

Rocket Red, Ltd. is a local, minority firm, has signed the "Business Inclusion & Development" documentation, and proposes to use the following sub-contractor.

PROJECT CATEGORY: Other Services

LOCAL/NON-LOCAL CONTRACT SUMMARY

	<u>Amount</u>	<u>Percent</u>
Total local contracts	\$240,000.00	100.00%
Total non-local contracts	\$0.00	0.00%
TOTAL CONTRACT	\$240,000.00	100.00%

LOCAL/NON-LOCAL M/WBE PARTICIPATION

Local Contractors / Sub-Contractors

<u>Local</u>	<u>Certification</u>	<u>Amount</u>	<u>Percent</u>
Rocket Red, LTD.	WFWB62955N0816	\$182,880.00	76.20%
Evans Graphic Consultants	WFDB14100Y0317	\$57,120.00	23.80%
Total Minority - Local		\$240,000.00	100.00%

Non-Local Contractors / Sub-Contractors

None

TOTAL M/WBE CONTRACT PARTICIPATION

	<u>Local</u>	<u>Percent</u>	<u>Local & Non-Local</u>	<u>Percent</u>
African American	\$0.00	0.00%	\$0.00	0.00%
Hispanic American	\$0.00	0.00%	\$0.00	0.00%
Asian American	\$0.00	0.00%	\$0.00	0.00%
Native American	\$0.00	0.00%	\$0.00	0.00%
WBE	\$240,000.00	100.00%	\$240,000.00	100.00%
Total	\$240,000.00	100.00%	\$240,000.00	100.00%

August 24, 2016

WHEREAS, on May 22, 2013, the City Council authorized a one year service contract, with two two-year renewal options, for marketing services for the Dallas Executive Airport by Resolution No. 13-0796; and,

WHEREAS, on June 6, 2014, Administrative Action No. 14-6310 authorized supplemental agreement no. 1 to extend the service contract for one year from June 14, 2014 to June 13, 2015; and,

WHEREAS, on May 20, 2015, Administrative Action No. 15-6175 authorized supplemental agreement no. 2 to extend the service contract for one year from June 14, 2015 to June 13, 2016; and,

WHEREAS, on October 20, 2015, Administrative Action No. 15-7029 authorized supplemental agreement no. 3 to increase the service contract in an amount not to exceed \$62,211.25, increasing the contract amount from \$248,845.00 to \$311,056.25; and,

WHEREAS, on June 9, 2016, Administrative Action No. 16-6221 authorized supplemental agreement no. 4 to extend the service contract for three months from June 13, 2016 to September 13, 2016;

NOW, THEREFORE,

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:

Section 1. That following approval as to form by the City Attorney, the City Manager is hereby authorized to execute the first two-year renewal option to the service contract with Rocket Red, Ltd. (VS0000075500) for business recruitment and retention services for Dallas Executive Airport in an amount not to exceed \$240,000.00.

Section 2. That the Chief Financial Officer is hereby authorized to disburse funds in an amount not to exceed \$240,000.00 (subject to annual appropriations) from Service Contract number BVZ1316.

Section 3. That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.

DRAFT AGENDA ITEM: B

KEY FOCUS AREA: E-Gov

AGENDA DATE: August 24, 2016

COUNCIL DISTRICT(S): All

DEPARTMENT: Business Development & Procurement Services
Equipment & Building Services
Park & Recreation
Sanitation Services
Street Services
Trinity Watershed Management
Water Utilities

CMO: Jeanne Chipperfield, 670-7804
Jill A. Jordan, P.E., 670-5299
Willis Winters, 670-4071
Joey Zapata, 670-3009
Mark McDaniel, 670-3256

MAPSCO: N/A

SUBJECT

Authorize a three-year service contract for hydraulic cylinder, pump and valve repair - FLR Solutions, LLC, lowest responsible bidder of three - Not to exceed \$2,093,988 - Financing: Current Funds (\$2,020,053), Sanitation Current Funds (\$64,685), Stormwater Drainage Management Current Funds (\$5,800) and Water Utilities Current Funds (\$3,450) (subject to annual appropriations)

BACKGROUND

This action does not encumber funds; the purpose of a service contract is to establish firm pricing for goods and services, for a specific term, which are ordered on an as needed basis.

This service contract will be used citywide to repair and rebuild hydraulic cylinders, pumps and valves on fleet vehicles such as fire service vehicles, refuse collection vehicles and other heavy equipment. This service contract will be used to repair hydraulic components of vehicles that are no longer covered under the manufacturer's warranty.

Hydraulic pumps create flow in a hydraulic system, the flow creates pressure and then is controlled by a valve which directs the fluid to the cylinders for operation.

BACKGROUND (Continued)

Examples of equipment utilizing hydraulic cylinders are:

- Lift operations on ladder trucks, dump trucks and refuse collection trucks; along with other heavy machinery utilized throughout the City

This solicitation was structured in a manner which required bidders to submit a response using unit pricing. This bid resulted in a 23.3% decrease over comparable unit prices for services for the bid awarded in 2012.

As part of the solicitation process and in an effort to increase competition, Business Development and Procurement Services (BDPS) used its procurement system to send out 1,077 email bid notifications to vendors registered under respective commodities. To further increase competition, BDPS uses historical solicitation information, the internet, and vendor contact information obtained from user departments to contact additional vendors by phone. Additionally, in an effort to secure more bids, notifications were sent by the BDPS' ResourceLINK Team (RLT) to 25 chambers of commerce, the DFW Minority Business Council and the Women's Business Council - Southwest, to ensure maximum vendor outreach.

The recommended vendor meets the wage floor rate of \$10.37 approved by City Council on November 10, 2015, by Resolution No. 15-2141.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On August 8, 2012, City Council authorized a three-year service contract to repair and rebuild hydraulic cylinders, pumps and valves by Resolution No. 12-1883.

Information about this item will be provided to the Budget, Finance and Audit Committee on August 15, 2016.

FISCAL INFORMATION

\$ 2,020,053.06 - Current Funds (subject to annual appropriations)
\$ 64,684.50 - Sanitation Current Funds (subject to annual appropriations)
\$ 5,800.00 - Stormwater Drainage Management Current Funds (subject to annual appropriations)
\$ 3,450.00 - Water Utilities Current Funds (subject to annual appropriations)

M/WBE INFORMATION

142 - Vendors contacted
141 - No response
1 - Response (Bid)
0 - Response (No bid)
1 - Successful

M/WBE INFORMATION (Continued)

1,077 - M/WBE and Non-M/WBE vendors were contacted

The recommended awardee has fulfilled the good faith requirements set forth in the Business Inclusion and Development (BID) Plan adopted by Council Resolution No. 08-2826 as amended.

ETHNIC COMPOSITION

FLR Solutions, LLC

White Male	1	White Female	0
Black Male	7	Black Female	1
Hispanic Male	2	Hispanic Female	0
Other Male	0	Other Female	0

BID INFORMATION

The following bids were received from solicitation number BN1603 and were opened on February 12, 2016. This service contract is being awarded to the lowest responsive and responsible bidder by group. Information related to this solicitation is available upon request.

*Denotes successful bidder

<u>Bidders</u>	<u>Address</u>	<u>Amount of Bid</u>
*FLR Solutions, LLC	2627 S. Cooper St. #C-17 Arlington, TX 76015	Multiple Groups
International Hydraulics	402 Richardson Dr. Grand Prairie, TX 75051	Multiple Groups
Herco Equipment	12824 Eastgate Dr. Mesquite, TX 75181	Multiple Groups

OWNER

FLR Solutions, LLC

Roy Rogers, President
April Rogers, Vice President

August 24, 2016

WHEREAS, on August 8, 2012, City Council authorized a three-year service contract to repair and rebuild hydraulic cylinders, pumps and valves by Resolution No. 12-1883; and,

WHEREAS, on June 25, 2015, Administrative Action No. 15-6248 authorized a six-month extension to the service contract for repair of hydraulic cylinders, pumps and valves from August 7, 2015 to February 7, 2016; and,

WHEREAS, on March 9, 2016, Administrative Action No. 16-5626 authorized a six month extension and an increase to the service contract for repair of hydraulic cylinders, pumps and valves from February 8, 2016 to August 7, 2016;

NOW, THEREFORE,

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:

Section 1. That the City Manager is authorized to execute a contract with FLR Solutions, LLC (VS0000063639) for hydraulic cylinder, pump and valve repair for a term of three years in an amount not to exceed \$2,093,987.56, upon approval as to form by the City Attorney. If the service was bid or proposed on an as needed, unit price basis for performance of specified tasks, payment to FLR Solutions, LLC shall be based only on the amount of the services directed to be performed by the City and properly performed by FLR Solutions, LLC under the contract.

Section 2. That the Chief Financial Officer is hereby authorized to disburse funds in an amount not to exceed \$2,093,987.56 (subject to annual appropriations) from Service Contract number BN1603.

Section 3. That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.

BUSINESS INCLUSION AND DEVELOPMENT PLAN SUMMARY

PROJECT: Authorize a three-year service contract for hydraulic cylinder, pump and valve repair - FLR Solutions, LLC, lowest responsible bidder of three - Not to exceed \$2,093,988 - Financing: Current Funds (\$2,020,053), Sanitation Current Funds (\$64,685), Stormwater Drainage Management Current Funds (\$5,800) and Water Utilities Current Funds (\$3,450) (subject to annual appropriations)

FLR Solutions, LLC, is a non-local, minority firm, has signed the "Business Inclusion & Development" documentation, and proposes to use their own workforce.

PROJECT CATEGORY: Other Services

LOCAL/NON-LOCAL CONTRACT SUMMARY

	<u>Amount</u>	<u>Percent</u>
Total local contracts	\$0.00	0.00%
Total non-local contracts	\$2,093,987.56	100.00%
TOTAL CONTRACT	\$2,093,987.56	100.00%

LOCAL/NON-LOCAL M/WBE PARTICIPATION

Local Contractors / Sub-Contractors

None

Non-Local Contractors / Sub-Contractors

<u>Non-local</u>	<u>Certification</u>	<u>Amount</u>	<u>Percent</u>
FLR Solutions, LLC	BMMB11565N0717	\$2,093,987.56	100.00%
Total Minority - Non-local		\$2,093,987.56	100.00%

TOTAL M/WBE CONTRACT PARTICIPATION

	<u>Local</u>	<u>Percent</u>	<u>Local & Non-Local</u>	<u>Percent</u>
African American	\$0.00	0.00%	\$2,093,987.56	100.00%
Hispanic American	\$0.00	0.00%	\$0.00	0.00%
Asian American	\$0.00	0.00%	\$0.00	0.00%
Native American	\$0.00	0.00%	\$0.00	0.00%
WBE	\$0.00	0.00%	\$0.00	0.00%
Total	\$0.00	0.00%	\$2,093,987.56	100.00%

KEY FOCUS AREA: E-Gov

AGENDA DATE: August 24, 2016

COUNCIL DISTRICT(S): All

DEPARTMENT: Business Development & Procurement Services
Sanitation Services
Trinity Watershed Management
Water Utilities

CMO: Jeanne Chipperfield, 670-7804
Joey Zapata, 670-3009
Mark McDaniel, 670-3256

MAPSCO: N/A

SUBJECT

Authorize a five-year collection agency services contract, with two two-year renewal options, for the collection of delinquent utility and other miscellaneous accounts - Southwest Credit Systems, L.P., most responsible proposer of eight - Estimated Annual Net Revenue: \$659,719

BACKGROUND

This action will authorize a five-year service contract, with two two-year renewal options, for the collection of delinquent utility and other miscellaneous accounts. Dallas Water Utilities (DWU) bills for water, sewer, sanitation and stormwater services to over 300,000 customers. To provide due process, DWU sends delinquent, termination, and/or final bill notices to its customers who are past due in paying for services already rendered. In FY 2014-15 DWU billed approximately \$691 million and the internal average collection rate was approximately 98 percent. After internal collection efforts are exhausted, accounts that remain delinquent and/or uncollected are turned over to the City Attorney's Office or a third party collection company to pursue additional collection strategies, such as progressive customer contacts and credit bureau reporting. Delinquent accounts greater than \$5,000 will be referred to the City Attorney's Office. At its discretion, the City Attorney's Office may refer those delinquent accounts to the third party collection company. All accounts equal to or less than \$5,000 will be referred to the third party collections company.

BACKGROUND (Continued)

The awarded vendor has guaranteed a collection rate of 11% on new delinquencies that are less than 180 days old. If after 12 months the awarded vendor fails to reach the guarantee collection rate of 11% on these delinquencies, then the awarded vendor will pay the City the difference. Under this collection contract the City will pay the awarded vendor a 16.7% commission on collection of delinquent accounts that have not been worked by a prior collection agency and a 17.5% commission on collection of delinquent accounts that have been previously worked by a prior collection agency.

A six member committee from the following departments reviewed and evaluated the proposals:

- Water Utilities (2)
- Communication and Information Services (1)
- City Controller's Office (1)
- Business Development and Procurement Services (2)*

*Business Development and Procurement Services evaluated cost and the Business Inclusion and Development Plan.

The proposer's responses were evaluated based on the following criteria:

- Price/Value to the City 50%
- Capability and expertise 30%
- Overall approach 20%

As part of the solicitation process and in an effort to increase competition, Business Development and Procurement Services (BDPS) used its procurement system to send out 283 email proposal notifications to vendors registered under respective commodities. To further increase competition, BDPS uses historical solicitation information, the internet, and vendor contact information obtained from user departments to contact additional vendors by phone. Additionally, in an effort to secure more bids, notifications were sent by the BDPS' ResourceLINK Team (RLT) to 25 chambers of commerce, the DFW Minority Business Council and the Women's Business Council – Southwest, to ensure maximum vendor outreach.

The recommended vendor meets the wage floor rate of \$10.37 approved by City Council on November 10, 2015, by Resolution No. 15-2141.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On May 26, 2010, City Council authorized a five-year service contract for the collection of delinquent City accounts by Resolution No. 10-1347.

Information about this item will be provided to the Budget, Finance and Audit Committee on August 15, 2016.

FISCAL INFORMATION

\$659,718.97 - Estimated Annual Net Revenue

M/WBE INFORMATION

- 48 - Vendors Contacted
- 48 - No response
- 0 - Response (proposal)
- 0 - Response (no proposal)
- 0 - Successful

283 M/WBE and Non-M/WBE vendors were contacted

The recommended awardee has fulfilled the good faith requirements set forth in the Business Inclusion and Development (BID) Plan adopted by Council Resolution No. 08-2826 as amended.

ETHNIC COMPOSITION

Southwest Credit Systems, L.P.

White Male	15	White Female	16
Black Male	25	Black Female	51
Hispanic Male	13	Hispanic Female	19
Other Male	7	Other Female	3

PROPOSAL INFORMATION

The following proposals were received from solicitation number BKZ1524 and read on September 11, 2015. This collection services contract is being awarded to the vendor providing the highest amount of revenue to the City based on a proposal commission percentage.

PROPOSAL INFORMATION (Continued)

*Denotes successful proposer

<u>Proposers</u>	<u>Address</u>	<u>Score</u>	<u>Est. Annual Net Revenue</u>
*Southwest Credit Systems, L.P.	4120 International Pkwy. Suite 1100 Dallas, TX 75007	89.25%	\$659,718.97
Penn Credit	916 S. 14 th St. Harrisburg, PA 17104	77.92%	\$513,497.68
Gila LLC d/b/a Municipal Services Bureau	8325 Tuscany Way Austin, TX 78754	75.68%	\$480,634.37
Credit Protection Association, L.P.	13355 Noel Rd. Suite 2100 Dallas, TX 75240	71.62%	\$404,034.39
Aargon Agency, Inc.	8668 Spring Mountain Rd. Las Vegas, NV 89117	71.03%	\$472,037.11
Account Control Technology, Inc.	21700 Oxnard St. Suite 1400 Woodland Hills, CA 91367	70.06%	\$475,829.15
Contract Callers, Inc.	501 Greene St. Suite 302 Augusta, GA 30901	69.36%	\$459,938.08
National Recoveries, Inc.	14735 Hwy. 65 Ham Lake, MN 55304	68.61%	\$522,671.45

OWNER

Southwest Credit Systems, L.P.

Jeff Hurt, Chief Executive Officer
Jeff Hazzard, Chief Operating Officer

August 24, 2016

WHEREAS, on May 26, 2010, City Council authorized a five-year service contract for the collection of delinquent City accounts by Resolution No. 10-1347;

NOW, THEREFORE,

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:

Section 1. That the City Manager is hereby authorized to execute a collection agency services contract with Southwest Credit Systems, L.P. (VC0000013092) for the collection of delinquent utilities and other miscellaneous accounts for a term of five-years, with two two-year renewal options, with an estimated annual net revenue of \$659,718.97, upon approval as to form by the City Attorney. If the service was bid or proposed on an as needed, unit price basis for performance of specified tasks, payment to Southwest Credit Systems, L.P. shall be based only on the amount of the services directed to be performed by the City and properly performed by Southwest Credit Systems, L.P. under the contract.

Section 2. That the Chief Financial Officer is hereby authorized to deposit all revenues received as follows:

<u>Fund</u>	<u>Dept.</u>	<u>Unit</u>	<u>Accounts Receivable</u>
0440	SAN	3581	0151
0061	SDM	4911	0166
0100	DWU	7005	0145 and 0147

Section 3. That the Chief Financial Officer is hereby authorized to disburse commission to Southwest Credit Systems, L.P., according to the terms of the contract as follows:

<u>Fund</u>	<u>Dept.</u>	<u>Unit</u>	<u>Object</u>
0440	SAN	3581	3371
0061	SDM	4911	3371
0100	DWU	7230	3371

Section 4. That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.

KEY FOCUS AREA: E-Gov

AGENDA DATE: August 24, 2016

COUNCIL DISTRICT(S): All

DEPARTMENT: Business Development & Procurement Services
Water Utilities

CMO: Jeanne Chipperfield, 670-7804
Mark McDaniel, 670-3256

MAPSCO: N/A

SUBJECT

Authorize a three-year master agreement for fire hydrants, parts and accessories - Mueller Co., LLC in the amount of \$1,212,721, HD Supply Waterworks, LTD in the amount of \$801,856, US Pipe Valve & Hydrant, LLC in the amount of \$100,232 and ACT Pipe & Supply, Inc. in the amount of \$4,530, lowest responsible bidders of six - Total not to exceed \$2,119,339 - Financing: Water Utilities Current Funds

BACKGROUND

This action does not encumber funds; the purpose of a master agreement is to establish firm pricing for goods, for a specific term, which are ordered on an as needed basis.

This master agreement will allow Dallas Water Utilities (DWU) to maintain operational standards of fire hydrants by providing replacement parts and new hydrants when needed throughout the City. The replacement parts will be used to ensure that pressure in hydrants is maintained, leaks are repaired and hydrants are operationally ready for fire emergencies. DWU also stocks hydrants for prompt replacement of non-repairable hydrants. DWU maintains over 28,000 fire hydrants throughout approximately 4,900 miles of potable water system.

The solicitation was structured in a manner which required bidders to submit a response providing unit pricing and discounts from manufacturer's list price for hydrants and parts. This bid resulted in an average percentage discount from manufacturer catalog of 39.17% compared to an average discount of 31.71% for the bid awarded in 2013.

As part of the solicitation process and in an effort to increase competition, Business Development and Procurement Services (BDPS) used its procurement system to send out 250 email bid notifications to vendors registered under respective commodities.

BACKGROUND (Continued)

To further increase competition, BDPS uses historical solicitation information, the internet, and vendor contact information obtained from user departments to contact additional vendors by phone. Additionally, in an effort to secure more bids, notifications were sent by the BDPS' ResourceLINK Team (RLT) to 25 chambers of commerce, the DFW Minority Business Council and the Women's Business Council – Southwest, to ensure maximum vendor outreach.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On November 12, 2013, City Council authorized a three-year master agreement for fire hydrants, parts and accessories by Resolution No. 13-1917.

Information about this item will be provided to the Budget, Finance and Audit Committee on August 15, 2016.

FISCAL INFORMATION

\$2,119,339.00 - Water Utilities Current Funds

M/WBE INFORMATION

- 25 - Vendors contacted
- 25 - No response
 - 0 - Response (Bid)
 - 0 - Response (No bid)
 - 0 - Successful vendor

250 - M/WBE and Non-M/WBE vendors were contacted

The recommended awardees have fulfilled the good faith requirements set forth in the Business Inclusion and Development (BID) Plan adopted by Council Resolution No. 08-2826 as amended.

ETHNIC COMPOSITION

Mueller Co., LLC

White Male	391	White Female	37
Black Male	64	Black Female	7
Hispanic Male	1	Hispanic Female	0
Other Male	5	Other Female	1

ETHNIC COMPOSITION (Continued)

HD Supply Waterworks, LTD

White Male	9	White Female	2
Black Male	1	Black Female	0
Hispanic Male	6	Hispanic Female	1
Other Male	1	Other Female	0

US Pipe Valve & Hydrant, LLC

White Male	391	White Female	37
Black Male	64	Black Female	7
Hispanic Male	1	Hispanic Female	0
Other Male	5	Other Female	1

ACT Pipe & Supply, Inc.

White Male	7	White Female	3
Black Male	1	Black Female	0
Hispanic Male	2	Hispanic Female	0
Other Male	0	Other Female	0

BID INFORMATION

The following bids were received from solicitation number BM1602 and were opened on April 29, 2016. This master agreement is being awarded to the lowest responsive and responsible bidders by line. Information related to this solicitation is available upon request.

*Denotes successful bidders

<u>Bidders</u>	<u>Address</u>	<u>Amount</u>
*Mueller Co., LLC	500 W. Eldorado St. Decatur, IL 62522	Multiple Lines
*HD Supply Waterworks, LTD	4333 Irving Blvd. Dallas, TX 75247	Multiple Lines
*US Pipe Valve & Hydrant, LLC	500 W. Eldorado St. Decatur, IL 62522	Multiple Lines
*ACT Pipe & Supply, Inc.	6950 Sam Houston Pkwy. N. Houston, TX 77041	Multiple Lines

BID INFORMATION (Continued)

<u>Bidders</u>	<u>Address</u>	<u>Amount</u>
Hydraflo, Inc.	1030 Milam St. Beaumont, TX 77701	Multiple Lines
Fortiline, Inc.	11200 Seagoville Rd. Balch Springs, TX 75180	Multiple Lines

OWNERS

Mueller Co., LLC

Greg Rogowski, President
Mike Williams, Vice President
Chad Mize, Treasurer

HD Supply Waterworks, LTD

Steve Laclair, President
Donald W. Clayton, Vice President
Judy Barrow, Secretary
Mark R. Witkowski, Treasurer

US Pipe Valve & Hydrant, LLC

Greg Rogowski, President
Mike Williams, Vice President
Chad Mize, Treasurer

ACT Pipe & Supply, Inc.

Andy Zizinia, President
Steve Haas, Vice President
Mary Gagnow, Secretary
Harry Kirk, Treasurer

BUSINESS INCLUSION AND DEVELOPMENT PLAN SUMMARY

PROJECT: Authorize a three-year master agreement for fire hydrants, parts and accessories - Mueller Co., LLC in the amount of \$1,212,721, HD Supply Waterworks, LTD in the amount of \$801,856, US Pipe Valve & Hydrant, LLC in the amount of \$100,232 and ACT Pipe & Supply, Inc. in the amount of \$4,530, lowest responsible bidders of six - Total not to exceed \$2,119,339 - Financing: Water Utilities Current Funds

Mueller Co., LLC, US Pipe Valve & Hydrant, LLC and ACT Pipe & Supply, Inc. are non-local, non-minority firms, have signed the "Business Inclusion & Development" documentation, and propose to use their own workforces. HD Supply Waterworks, LTD is a local, non-minority firm, has signed the "Business Inclusion & Development" documentation, and proposes to use their own workforce.

PROJECT CATEGORY: Goods

LOCAL/NON-LOCAL CONTRACT SUMMARY

	<u>Amount</u>	<u>Percent</u>
Total local contracts	\$801,856.00	37.84%
Total non-local contracts	\$1,317,483.00	62.16%
TOTAL CONTRACT	\$2,119,339.00	100.00%

LOCAL/NON-LOCAL M/WBE PARTICIPATION

Local Contractors / Sub-Contractors

None

Non-Local Contractors / Sub-Contractors

None

TOTAL M/WBE CONTRACT PARTICIPATION

	<u>Local</u>	<u>Percent</u>	<u>Local & Non-Local</u>	<u>Percent</u>
African American	\$0.00	0.00%	\$0.00	0.00%
Hispanic American	\$0.00	0.00%	\$0.00	0.00%
Asian American	\$0.00	0.00%	\$0.00	0.00%
Native American	\$0.00	0.00%	\$0.00	0.00%
WBE	\$0.00	0.00%	\$0.00	0.00%
Total	<u>\$0.00</u>	<u>0.00%</u>	<u>\$0.00</u>	<u>0.00%</u>

August 24, 2016

WHEREAS, on November 12, 2013, City Council authorized a three-year master agreement for fire hydrants, parts and accessories by Resolution No. 13-1917;

NOW, THEREFORE,

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:

Section 1. That a master agreement for the purchase of fire hydrants, parts and accessories is authorized with Mueller Co., LLC (VS0000021750) in the amount of \$1,212,721.00, HD Supply Waterworks, LTD (VS0000038746) in the amount of \$801,856.00, US Pipe Valve & Hydrant, LLC (VS0000056852) in the amount of \$100,232.00 and ACT Pipe & Supply, Inc. (358157) in the amount of \$4,530.00, for a term of three years in a total amount not to exceed \$2,119,339.00.

Section 2. That the Purchasing Agent is authorized, upon appropriate request and documented need by a user department, to issue a purchase order for fire hydrants, parts and accessories. If a written contract is required or requested for any or all purchases for fire hydrants, parts and accessories under the master agreement instead of individual purchase orders, the City Manager is authorized to execute the contract upon approval as to form by the City Attorney.

Section 3. That the Chief Financial Officer is hereby authorized to disburse funds in an amount not to exceed \$2,119,339.00 from Master Agreement number BM1602.

Section 4. That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.

KEY FOCUS AREA: E-Gov

AGENDA DATE: August 24, 2016

COUNCIL DISTRICT(S): All

DEPARTMENT: Business Development & Procurement Services
Water Utilities

CMO: Jeanne Chipperfield, 670-7804
Mark McDaniel, 670-3256

MAPSCO: N/A

SUBJECT

Authorize a three-year master agreement for valves, valve parts and accessories - Mueller Co., LLC in the amount of \$1,573,538, Fortiline, Inc. in the amount of \$1,140,972, ACT Pipe & Supply, Inc. in the amount of \$468,331, Municipal Valve & Equipment Co., Inc. in the amount of \$263,765 and Powerseal Pipeline Products Corp. in the amount of \$24,144, lowest responsible bidders of six - Total not to exceed \$3,470,750 - Financing: Water Utilities Current Funds

BACKGROUND

This action does not encumber funds; the purpose of a master agreement is to establish firm pricing for goods, for a specific term, which are ordered on an as needed basis.

This master agreement will supply Water Utilities with valves, valve parts and accessories. The valves, valve parts and accessories will be used to repair, and replace valves as needed, allowing the City to maintain its water system to specified standards.

The agreement will be used to purchase safety and control valves that set, release, start and stop pressure throughout the City's piping systems. These valves will also regulate the flow of liquids, gases and air. Water Utilities maintains approximately 4,900 miles of water mains throughout the water distribution system.

The City replaces approximately two hundred valves annually due to standard aging. An additional two hundred valves are repaired annually during routine maintenance checks. These valves are in constant motion regulating the flow of water, sludge, debris, etc., which require regular repair and replacement.

BACKGROUND (Continued)

As part of the solicitation process and in an effort to increase competition, Business Development and Procurement Services (BDPS) used its procurement system to send out 180 email bid notifications to vendors registered under respective commodities. To further increase competition, BDPS uses historical solicitation information, the internet, and vendor contact information obtained from user departments to contact additional vendors by phone. Additionally, in an effort to secure more bids, notifications were sent by the BDPS' ResourceLINK Team (RLT) to 25 chambers of commerce, the DFW Minority Business Council and the Women's Business Council – Southwest, to ensure maximum vendor outreach.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On February 11, 2009, City Council authorized a thirty-six-month master agreement for the purchase of valves, accessories and parts by Resolution No. 09-0439.

On January 13, 2016, City Council authorized (1) the rejection of bids received for various valves and valve parts for water and wastewater treatment plants; and (2) the re-advertisement for new bids by Resolution No. 16-0076.

Information about this item will be provided to the Budget, Finance and Audit Committee on August 15, 2016.

FISCAL INFORMATION

\$3,470,749.99 - Water Utilities Current Funds

M/WBE INFORMATION

33 - Vendors contacted

33 - No response

0 - Response (Bid)

0 - Response (No bid)

0 - Successful vendor

180 - M/WBE and Non-M/WBE vendors were contacted

The recommended awardees have fulfilled the good faith requirements set forth in the Business Inclusion and Development (BID) Plan adopted by Council Resolution No. 08-2826 as amended.

ETHNIC COMPOSITION

Mueller Co., LLC

White Male	391	White Female	37
Black Male	64	Black Female	7
Hispanic Male	1	Hispanic Female	0
Other Male	5	Other Female	1

Fortiline, Inc.

White Male	272	White Female	31
Black Male	33	Black Female	3
Hispanic Male	6	Hispanic Female	0
Other Male	10	Other Female	0

ACT Pipe & Supply, Inc.

White Male	7	White Female	3
Black Male	1	Black Female	0
Hispanic Male	2	Hispanic Female	0
Other Male	0	Other Female	0

Municipal Valve & Equipment Co., Inc.

White Male	10	White Female	4
Black Male	0	Black Female	0
Hispanic Male	0	Hispanic Female	0
Other Male	0	Other Female	0

Powerseal Pipeline Products Corp.

White Male	14	White Female	2
Black Male	2	Black Female	0
Hispanic Male	46	Hispanic Female	8
Other Male	10	Other Female	0

BID INFORMATION

The following bids were received from solicitation number BM1602 and were opened on April 29, 2016. This master agreement is being awarded to the lowest responsive and responsible bidders by line. Information related to this solicitation is available upon request.

BID INFORMATION (Continued)

*Denotes successful bidders

<u>Bidders</u>	<u>Address</u>	<u>Amount</u>
*Mueller Co., LLC	500 W. Eldorado St. Decatur, IL 62522	Multiple Lines
*Fortiline, Inc.	11200 Seagoville Rd. Balch Springs, TX 75180	Multiple Lines
*ACT Pipe & Supply, Inc.	6950 Sam Houston Pkwy. N. Houston, TX 77041	Multiple Lines
*Municipal Valve & Equipment Co., Inc.	4547 Westgrove Dr. Addison, TX 75001	Multiple Lines
*Powerseal Pipeline Products Corp.	701 Pleasant View Dr. Wichita Falls, TX 76306	Multiple Lines
Water Technology Resources, Inc.	9201 E. Bloomington Fwy. Suite Z Bloomington, MN 55420	Multiple Lines

OWNERS

Mueller Co., LLC

Greg Rogowski, President
Mike Williams, Vice President
Chad Mize, Treasurer

Fortiline, Inc.

Tim Tysinger, President
James Cagle, Vice President
Jason Painter, Secretary

ACT Pipe & Supply, Inc.

Andy Zizinia, President
Steve Haas, Vice President
Mary Gagnow, Secretary
Harry Kirk, Treasurer

OWNERS (Continued)

Municipal Valve & Equipment Co., Inc.

David McGoodwin, President
Randy Greene, Vice President

Powerseal Pipeline Products Corp.

Patrick Powers, President
Steve Kilcrease, Vice President
Edson Luna, Treasurer

August 24, 2016

WHEREAS, on February 11, 2009, City Council authorized a thirty-six-month master agreement for the purchase of valves, accessories and parts by Resolution No. 09-0439; and,

WHEREAS, on January 6, 2014, Administrative Action Nos. 14-5241, 14-5242 and 14-5243 authorized a one year extension to the master agreement from February 9, 2014 to February 13, 2015; and,

WHEREAS, on January 13, 2016, City Council authorized (1) the rejection of bids received for various valves and valve parts for water and wastewater treatment plants; and (2) the re-advertisement for new bids by Resolution No. 16-0076;

NOW, THEREFORE,

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:

Section 1. That a master agreement for the purchase of valves, valve parts and accessories is authorized with Mueller Co., LLC (VS0000021750) in the amount of \$1,573,538.35, Fortiline, Inc. (VS0000073028) in the amount of \$1,140,971.59, ACT Pipe & Supply, Inc. (358157) in the amount of \$468,330.96, Municipal Valve & Equipment Co., Inc. (332290) in the amount of \$263,765.00 and Powerseal Pipeline Products Corp. (075233) in the amount of \$24,144.09, for a term of three years in a total amount not to exceed \$3,470,749.99.

Section 2. That the Purchasing Agent is authorized, upon appropriate request and documented need by a user department, to issue a purchase order for valves, valve parts and accessories. If a written contract is required or requested for any or all purchases for valves, valve parts and accessories under the master agreement instead of individual purchase orders, the City Manager is authorized to execute the contract upon approval as to form by the City Attorney.

Section 3. That the Chief Financial Officer is hereby authorized to disburse funds in an amount not to exceed \$3,470,749.99 from Master Agreement number BM1613.

Section 4. That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.

BUSINESS INCLUSION AND DEVELOPMENT PLAN SUMMARY

PROJECT: Authorize a three-year master agreement for valves, valve parts and accessories - Mueller Co., LLC in the amount of \$1,573,538, Fortiline, Inc. in the amount of \$1,140,972, ACT Pipe & Supply, Inc. in the amount of \$468,331, Municipal Valve & Equipment Co., Inc. in the amount of \$263,765 and Powerseal Pipeline Products Corp. in the amount of \$24,144, lowest responsible bidders of six - Total not to exceed \$3,470,750 - Financing: Water Utilities Current Funds

Mueller Co., LLC, ACT Pipe & Supply, Inc. and Powerseal Pipeline Products Corp. are non-local, non-minority firms, have signed the "Business Inclusion & Development" documentation, and propose to use their own workforces. Fortiline, Inc. and Municipal Valve & Equipment Co., Inc. are local, non-minority firms, have signed the "Business Inclusion & Development" documentation, and propose to use their own workforces.

PROJECT CATEGORY: Goods

LOCAL/NON-LOCAL CONTRACT SUMMARY

	<u>Amount</u>	<u>Percent</u>
Total local contracts	\$1,404,736.59	40.47%
Total non-local contracts	\$2,066,013.40	59.53%
TOTAL CONTRACT	\$3,470,749.99	100.00%

LOCAL/NON-LOCAL M/WBE PARTICIPATION

Local Contractors / Sub-Contractors

None

Non-Local Contractors / Sub-Contractors

None

TOTAL M/WBE CONTRACT PARTICIPATION

	<u>Local</u>	<u>Percent</u>	<u>Local & Non-Local</u>	<u>Percent</u>
African American	\$0.00	0.00%	\$0.00	0.00%
Hispanic American	\$0.00	0.00%	\$0.00	0.00%
Asian American	\$0.00	0.00%	\$0.00	0.00%
Native American	\$0.00	0.00%	\$0.00	0.00%
WBE	\$0.00	0.00%	\$0.00	0.00%
Total	\$0.00	0.00%	\$0.00	0.00%

KEY FOCUS AREA: E-Gov **DRAFT AGENDA ITEM: F**

AGENDA DATE: August 24, 2016

COUNCIL DISTRICT(S): All

DEPARTMENT: Business Development & Procurement Services
Communication and Information Services

CMO: Jeanne Chipperfield, 670-7804
Mark McDaniel, 670-3256

MAPSCO: N/A

SUBJECT

Authorize supplemental agreement no. 1 to exercise the first one-year renewal option of the service contract for commercial wireless communication services and equipment - Cellco Partnership dba Verizon Wireless and its Related Entities through the Department of Information Resources, State of Texas Cooperative - Not to exceed \$3,432,429, from \$9,953,000 to \$13,385,429 - Financing: Current Funds (subject to annual appropriations)

BACKGROUND

This action does not encumber funds; the purpose of a service contract is to establish firm pricing for services, for a specific term, which are ordered on an as needed basis.

This renewal will allow the City to have continued wireless communication services and purchase wireless equipment. This agreement is mainly utilized by Public Safety for real time exchange of data and communications during day-to-day and emergency operations. Other City departments that require devices such as laptops, tablets and other mobile wireless devices also utilize this agreement to deliver timely and efficient services while in the field.. Additionally, this agreement allows for wireless cell phone use which increases mobility and collaboration between departments and residents.

Wireless technology includes voice, data and internet capabilities which are used in various combinations to capture and share information. Utilizing Verizon's commercial wireless technology provides the ability for staff to access information, research inquiries and respond instantly.

BACKGROUND (Continued)

The Department of Information Resources conforms to the requirements of Texas Statutes that are applicable for competitive bids and proposals, in accordance with the Interlocal Cooperation Act, Chapter 791, Texas Government Code. In addition, the Department of Information Resources receives bids from manufacturers and dealers throughout the United States.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On August 22, 2012, City Council authorized a four year service contract, with two one-year renewal options, for commercial wireless communication services and equipment for public safety and other City departments by Resolution No. 12-2077.

Information about this item will be provided to the Budget, Finance and Audit Committee on August 15, 2016.

FISCAL INFORMATION

\$3,432,428.88 - Current Funds (subject to annual appropriations)

ETHNIC COMPOSITION

Cellco Partnership dba Verizon Wireless and its Related Entities

White Male	3	White Female	1
Black Male	1	Black Female	0
Hispanic Male	1	Hispanic Female	0
Other Male	0	Other Female	0

OWNER

Cellco Partnership dba Verizon Wireless and its Related Entities

John G. Stratton, President
Matthew D. Ellis, Senior Vice President

BUSINESS INCLUSION AND DEVELOPMENT PLAN SUMMARY

PROJECT: Authorize supplemental agreement no. 1 to exercise the first one-year renewal option of the service contract for commercial wireless communication services and equipment - Cellco Partnership dba Verizon Wireless and its Related Entities through the Department of Information Resources, State of Texas Cooperative - Not to exceed \$3,432,429, from \$9,953,000 to \$13,385,429 - Financing: Current Funds (subject to annual appropriations)

Cellco Partnership dba Verizon Wireless and its Related Entities is a non-local, non-minority firm, has signed the "Business Inclusion & Development" documentation, and proposes to use their own workforce.

PROJECT CATEGORY: Other Services

LOCAL/NON-LOCAL CONTRACT SUMMARY - THIS ACTION ONLY

	<u>Amount</u>	<u>Percent</u>
Local contracts	\$0.00	0.00%
Non-local contracts	\$3,432,428.88	100.00%
TOTAL THIS ACTION	\$3,432,428.88	100.00%

LOCAL/NON-LOCAL M/WBE PARTICIPATION THIS ACTION

Local Contractors / Sub-Contractors

None

Non-Local Contractors / Sub-Contractors

None

TOTAL M/WBE PARTICIPATION

	<u>This Action</u>		<u>Participation to Date</u>	
	<u>Amount</u>	<u>Percent</u>	<u>Amount</u>	<u>Percent</u>
African American	\$0.00	0.00%	\$0.00	0.00%
Hispanic American	\$0.00	0.00%	\$0.00	0.00%
Asian American	\$0.00	0.00%	\$0.00	0.00%
Native American	\$0.00	0.00%	\$0.00	0.00%
WBE	\$0.00	0.00%	\$0.00	0.00%
Total	\$0.00	0.00%	\$0.00	0.00%

August 24, 2016

WHEREAS, on August 22, 2012, City Council authorized a four year service contract, with two one-year renewal options, for commercial wireless communication services and equipment for public safety and other City departments by Resolution No. 12-2077;

NOW, THEREFORE,

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:

Section 1. That following approval as to form by the City Attorney, the City Manager is hereby authorized to execute supplemental agreement no. 1 to exercise the first one-year renewal option of the service contract with Cellco Partnership dba Verizon Wireless and its Related Entities (VS92349) through the Department of Information Resources, State of Texas Cooperative for commercial wireless communication services and equipment in an amount not to exceed \$3,432,428.88, increasing the service contract amount from \$9,953,000.00 to \$13,385,428.88.

Section 2. That the Chief Financial Officer is hereby authorized to disburse funds in an amount not to exceed \$3,432,428.88 (subject to annual appropriations) from Service Contract number BHZ1218.

Section 3. That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.