

**INTERDEPARTMENTAL
MEMORANDUM**

TO: Robert Gordon, Director, Fleet

FROM: Tammy Shew, Senior Procurement Agent, Team B

SUBJECT: ITB#18-100966- AP No. 3-Fire Pumper, 1000 GPM with Fire and EMS Equipment

DATE: March 24, 2021

It is requested that you do the following:

1. Please review the attached bids associated with the above referenced solicitation and provide your award recommendation. You are looking for the lowest, responsive and responsible bidder. Your review should ensure that you are confident that your recommended supplier(s) can in fact provide the goods and services required.
2. Please provide the following information in the space provided on page two:
 - a. Specific justification why in your professional opinion the recommended vendor should be awarded the contract.
 - b. Advise of any problems in connection with the selected vendor(s), if any exist.
 - c. If you find bidders who offer lower prices than your recommended supplier(s), then you must provide specific justification why they are either non-responsive* (did not follow the instructions found in the solicitation) or non-responsible** (not able to perform/deliver as minimally required according to the scope of work found in the solicitation).

**Note – The Department of Purchasing and Contracting is ultimately responsible in determining if a bidder is non-responsive, but input/feedback from the user department is always important to us.*

***Note – The user department and the Department of Purchasing and Contracting must mutually agree before determining if a bidder is non-responsible.*

3. Return required documents within 10 business days.

If you have any questions, please call me at 404-687-2796.



User Department's Recommendation : SUBJECT: ITB#18-100966- AP No. 3-Fire Pumper, 1000 GPM with Fire and EMS Equipment

Recommended Bidder: Sutphen Corporation meets our approval.

Amount Spent on Previous Contract: \$10,047,955.68

Funding: Vehicle Replacement Fund

General **Enterprise** **3 Digit Fund Code** #621

CIP Line Item No. (if applicable): _____

Disbarment and Suspension checks completed-Yes

Project Amount This Term: \$6,066,711.44

Justification:

Sutphen held pricing from 2019 to 2020 (\$739,649.45) even though they had their 3% annual price increase. This was a savings of \$22,189.48 per truck (133,136.00 for six trucks).

The 3% (could have been 4%) that they are implementing on this 2021 proposal is on top of the 2019/20 of \$739,649.45 unit price and not \$761,838.93 it could have been if they did not hold pricing into 2020.

If Sutphen would have stayed with the normal 3% per year from the start of the contract and added the 4% on this 2021-year Proposal, these pumpers would be \$792,312.49 each.

If we add on to this contract and not go out for bid, it will save the county \$271,788.48. (\$33,973.56 each) plus the delivery time will be shorter by at least 3 months.

2021 Contract add on price - \$758,333.93 each pumper truck.

2021 New Bid Price (estimated) - \$792,312.49 each pumper truck.

The contract add on price is still almost \$20,000 less than the highest bid price from 2018.

Staying with this contract will decrease product delivery time due to repetition of the previous 14 pumpers. This will also help Fire Rescue to maintain a fleet that allows consistency between apparatus for firefighter familiarity. These fire pumpers will continue the firefighter health and safety initiative by having the "clean cab" concept. This concept removes the soiled firefighter gear from the cab of the apparatus reducing employee exposure to dangerous carcinogens produced from

