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City Council Report

Date: December 8, 2014

To: City Council

Through: Alex Deshuk, Manager of Technology and Innovation

From: Edward Quedens, MPA, C.P.M., CPPO, Business Services Director
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator
Michael Comstock, Solid Waste Management Department Director

Subject: Purchase of a Solid Waste Information System (SWIS) as Requested **(Citywide)**

Purpose and Recommendation

Council is requested to approve a contract for the purchase of a Solid Waste Information System (SWIS) as recommended.

A committee representing Solid Waste Management, Business Services, Information Technology, and Purchasing evaluated responses. The evaluation committee recommends awarding the contract to the highest scored and lowest priced proposal, FleetMind Solutions Inc. at $1,120,053.12; associated IT infrastructure purchases of $130,946.05; and project contingency of $149,000.83, for the combined total award of $1,400,000.00.

Background / Discussion

The Solid Waste Management department provides a variety of services for approximately 126,000 Mesa residential customers and 4,400 commercial customers. In addition to regular refuse service, over 50,000 one-time services are provided annually. Currently, services are managed through a combination of manual processes, desktop computer tools, limited vehicle tracking/management tools and custom Microsoft Access/SQL databases. These current methods and tools do not provide the type of modern, consolidated, enterprise system needed to support this $48 million a year in revenue City service. Support for the limited existing system is becoming increasingly difficult with increasing system outages. A new system (to replace the current processes, tools and databases) is required to ensure continued quality service delivery and to meet expanding business requirements.

The recommended Solid Waste Information Management System will offer enhanced customer communications (email/web), more accurate and real-time operational data analysis through live route map displays and dashboards. This system greatly enhances navigational and service order processing capabilities from within solid waste vehicles through mobile computing technologies. This new functionality will facilitate operational efficiencies, reduce costs, and potentially increase revenues.

FleetMind's solution including the initial system purchase, first year's solution hardware/software maintenance, support expenditure, and associated IT infrastructure costs $1,250,999.17. Staff has estimated a project contingency cost of $149,000.83. The combined total award is $1,400,000.00, including all taxes and delivery.

Pricing for ongoing vendor hardware/software maintenance and support, and ITD infrastructure maintenance and support costs is approximately $190,276 (on average) per year for Years 2 through 5, which the City will budget annually for in future operational budgets. Annual support rates from the vendor are firm for the initial five-year term contract with the option to renew at the end of the initial term.

Staff from Solid Waste Management, Information Technology, Business Services and Purchasing evaluated five proposals received FleetMind Solutions Inc.; DesertMicro; AMCS Group LTD; Routeware Inc.; and Quintel Management Consulting (an SAP solution provider); based on the required evaluation criteria, and mandatory solution requirements. FleetMind's proposal obtained the highest overall score, was the lowest cost solution, met all of the specifications, and is being recommended for award. The evaluation committee unanimously agreed on the recommendation.

Routeware Inc. and Quintel Management Consulting proposals were removed from consideration early in the process. Routeware Inc. did not meet all of the mandatory solution requirements. Quintel Management Consulting offered pricing significantly above the project budget established.

Alternatives

Council may choose not to authorize the purchase. It is unlikely that another bid would identify any more viable solution vendors.

Fiscal Impact

This purchase is funded by the Solid Waste Management budget through the Enterprise Capital Funds.

Coordinated With

Solid Waste Management, Business Services, Information Technology and Purchasing

Proposals received on July 23, 2014:
AMCS Group Inc. - Howell, MI
FleetMind Solutions, Inc. - Montreal, QC
Quintel Management Consulting - Greenwood Village, CO (Disqualified)
Routeware, Inc. - Portland, OR (Disqualified)
Western MicroSystems dba DesertMicro - Jacksonville, FL

"No Bid" Response received from:
Rehrig Pacific Company – Los Angeles, CA

Proposal Scoring Results:

Evaluation Criteria / Points Possible	FleetMind Solutions, Inc.	DesertMicro	AMCS Group Inc.
Functional Requirements / 700	529.9	523.95	416.50
Business Issues / 150	136	94	108
Cost / 150	150	115.61	109.44
Total / 1,000	815.9	733.56	633.94

AWARD RECOMMENDTIONS

I. PURCHASING INFORMATION

Action: Initial Award
Procurement Type: Request for Proposal
Solicitation Number: 2014258
Vendors Registered on Bid List: ProcureAZ (400) and VSS (51)
Advertising: Arizona Republic, Bid Net, Record Reporter, Purchasing Website
Downloads: 55
Protests Received: None
Initial Contract Term: Five Years
Possible Renewals: Five, one-year renewal subject to future Council consideration
Pricing Available to Other Cooperative Agencies: Yes

FleetMind Solutions Inc.
Montreal, Quebec, Canada

Description
Solid Waste Information System: System includes Hardware, Application Software, Training Services, Data Conversion, First-Year Support/Maintenance, and Travel Expense; includes applicable Tax **Total Contract: $1,120,053.12**

II. PURCHASING INFORMATION

Action: Award
Contracting Agency: State of Arizona
Contracting Agency Contract Number: ADSPO11-007500
Mesa Contract Number: 2015115

SHI International
Sumerset, NJ

Description	
Storage and System specific software	
JBoss Software includes Tax	$4,954.65
Symantec Software includes Tax	$16,794.86
SOTI Software includes Tax	$3,295.30
Total	**$25,044.81**

III. PURCHASING INFORMATION

Action: Award
Contracting Agency: State of Arizona
Contracting Agency Contract Number: ADSPO10-00000049
Mesa Contract Number: 2015115

EMC Corporation
Scottsdale, AZ

Description	
Storage hardware, software, services, and maintenance	
Total (includes Tax)	**$70,570.15**

IV. PURCHASING INFORMATION

Action: Award
Contracting Agency: State of Arizona
Contracting Agency Contract Number: ADSPO12-024652
Mesa Contract Number: 2015115

Insight
Tempe, AZ

Description	
Cisco Server Memory upgrade	
Total (includes Tax)	**$9,658.09**

V. PURCHASING INFORMATION

Action: Award
Contracting Agency: Sole Source
Mesa Contract Number: 2015115

SOTI Inc.
Ontario, Canada

Description	
MobiControl Administrator Training Course	
Training Total (no Tax)	**$2,020.00**

VI. PURCHASING INFORMATION

Action: Award

Verizon Wireless
Scottsdale, AZ

Description	
Data Plans for 91 Devices from City's existing Verizon plan	
91 Plans at $40.00 per month for six months plus tax	**$23,653.00**

Project Contingency	
For additional unanticipated SWIS project expenditures, up to an amount equal to the remainder of the budgeted total of $1,400,000.00	**$149,000.83**

Combined Total Purchase: $1,400,000.00