



Harris County, Texas

1001 Preston St., Suite 934
Houston, Texas 77002

Staff Report

File #: 21-1720

Agenda Date: 4/27/2021

Agenda #: 217.

| | | YES | NO | ABSTAIN |
|--------------|--|-------------------------------------|--------------------------|--------------------------|
| | Judge Lina Hidalgo | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | Comm. Rodney Ellis | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | Comm. Adrian Garcia | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | Comm. Tom S. Ramsey | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| | Comm. R. Jack Cagle | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| To: | Harris County Commissioners Court | | | |
| Through: | DeWight Dopslauf, Purchasing Agent, Purchasing Department | | | |
| Prepared By: | Maria Elvira Cruz, Purchasing Coordinator, Purchasing Department | | | |

Subject: Award

Project ID (If applicable):

Purpose and Request:

Request for approval of an award to Dana Safety Supply (Primary), Cap Fleet Upfitters (Secondary), and Silsbee Ford (Tertiary) for Universal Services - Fleet on the basis of low bid for emergency equipment, parts, supplies, installation/mounting services and related items for various police and non-police vehicles for Harris County in the amount of \$1,882,866 for the period of April 27, 2021 - March 31, 2022, with four (4) one-year renewal options (210054).

Background and Discussion:

[INSTRUCTIONS: In this section should concisely provide any background and analysis that the Commissioners Court needs to fully understand the action being requested. Please limit background to 3-4 sentences and include any reference to when this item was previously considered by Court. Background should include reference to study or order that led to this item or if the item is a result of compliance with any specific law or statutory requirements.]

Fiscal Impact:

[INSTRUCTIONS: A short description of the cost of the request and where you are requesting funding from. No more than 2 sentences. In addition please fill out the table below. This includes financial impact to the current fiscal year and subsequent fiscal years along with the source of funding (general fund, grant, etc.). If the amount is within the current budget, please indicate the amount from 'Existing Department Budget'. If all of or part of the request is a new expense, please indicate funding source in the space provided.]

| Fiscal Summary | | | |
|--|----------|--------------------|---|
| Expenditures | FY 20-21 | FY 21-22 Projected | Future Years Projected [3 additional years] |
| Service Impacted: [Please division where expenditure | | | |
| Existing Budget | | | |
| Additional Appropriation Requested | | | |
| Total Expenditures | | | |
| Funding Sources | | | |
| Existing Department Budget | | | |

| | | | |
|--|--|--|--|
| Please Identify Funding Source Special Revenue, Grant, etc. | | | |
| [[INSERT FUNDING SOURCE]] | | | |
| Total Sources | | | |

Alternatives:

[[INSTRUCTIONS: In this section you should briefly discuss any viable alternatives, including the benefits and consequences of each. Include subtitles on the first line of each alternative to identify it. If appropriate, the financial impact of each alternative can be discussed. If taking no action is a viable alternative it should also be discussed, including any financial or other impacts that would result.]]

Alignment with Strategic Objective:

[[INSTRUCTIONS: Please write out the Department Strategic Objective impacted by this item.]]

Attachments:

[[INSTRUCTIONS: Please include a list of backup for this item with a short description of each if more than one.]]

Presented to Commissioners Court

April 27, 2021

Approve: G/E



DeWight Dopslauf, C.P.M., CPPO
Harris County Purchasing Agent

April 19, 2021

Commissioners Court
Harris County, Texas

RE: Job No. 210054

Members of Commissioners Court:

Please approve the following award on the basis of low bid:

Description: Emergency Equipment, Parts, Supplies, Installation/Mounting Services and Related Items for Various Police and Non-Police Vehicles for Harris County

Bid(s) Received: Three (3) on March 15, 2021 (see attached)

Vendor(s): Dana Safety Supply (Primary)
Cap Fleet Upfitters (Secondary)
Silsbee Ford (Tertiary)

Term: April 27, 2021 - March 31, 2022 with four (4) one-year renewal options

Amount: \$1,882,866

Evaluated By: • Harris County Purchasing • Universal Services - Fleet

Purchase order(s) will be issued upon Commissioners Court approval.

Sincerely,

DeWight Dopslauf
Purchasing Agent

JW
Attachment(s)
cc: Vendor(s)

FOR INCLUSION ON COMMISSIONERS COURT AGENDA APRIL 27, 2021



| Item No. | Description | Unit of Measure | **Estimated Annual Expenditure for Each Catalog | Dana Safety Supply ¹ | | Cap Fleet Upfitters ² | | Silsbee Ford ³ | |
|--------------------|---------------------------------------|-----------------|---|---------------------------------|------------------------------------|----------------------------------|------------------------------------|----------------------------|------------------------|
| | | | | **Percentage to List Price | Total Price | **Percentage to List Price | Total Price | **Percentage to List Price | Total Price |
| 1 | Manufacturer's Catalog | | | | | | | | |
| | A. Whelen | \$ | 1000000 | 50% | \$ 500,000.00 | 52% | \$ 520,000.00 | 74% | \$ 740,000.00 |
| | B. Setina | \$ | 45500 | 70% | \$ 31,850.00 | 72% | \$ 32,760.00 | 80% | \$ 36,400.00 |
| | C. Havis | \$ | 235000 | 62% | \$ 145,700.00 | 62% | \$ 145,700.00 | 74% | \$ 173,900.00 |
| | D. Pro-gard | \$ | 240000 | 65% | \$ 156,000.00 | 63% | \$ 151,200.00 | 80% | \$ 192,000.00 |
| | E. Tremco | \$ | 1000 | 85% | \$ 850.00 | 75% | \$ 750.00 | 88% | \$ 880.00 |
| | F. TruckVault | \$ | 14000 | 85% | \$ 11,900.00 | 80% | \$ 11,200.00 | 95% | \$ 13,300.00 |
| | G. Jotto Desk | \$ | 10000 | 60% | \$ 6,000.00 | 62% | \$ 6,200.00 | 68% | \$ 6,800.00 |
| | H. Weather Guard | \$ | 17000 | 75% | \$ 12,750.00 | 68% | \$ 11,560.00 | 95% | \$ 16,150.00 |
| | I. Streamlight | \$ | 5000 | 53% | \$ 2,650.00 | 55% | \$ 2,750.00 | 95% | \$ 4,750.00 |
| | J. Gamber Johnson | \$ | 20000 | 55% | \$ 11,000.00 | 65% | \$ 13,000.00 | 74% | \$ 14,800.00 |
| | K. Brooking Industries | \$ | 25000 | 54% | \$ 13,500.00 | 70% | \$ 17,500.00 | 100% | \$ 25,000.00 |
| | L. Unity Mfg. Company | \$ | 4200 | 50% | \$ 2,100.00 | 75% | \$ 3,150.00 | 60% | \$ 2,520.00 |
| | M. Motorola | \$ | 40000 | 75% | \$ 30,000.00 | 82% | \$ 32,800.00 | 100% | \$ 40,000.00 |
| | N. Sound Off | \$ | 56000 | 46% | \$ 25,760.00 | 52% | \$ 29,120.00 | 60% | \$ 33,600.00 |
| | O. Prisoner Transport System | \$ | 4200 | 70% | \$ 2,940.00 | 87% | \$ 3,654.00 | 100% | \$ 4,200.00 |
| | P. AC/DC | \$ | 10000 | 50% | \$ 5,000.00 | 100% | \$ 10,000.00 | 100% | \$ 10,000.00 |
| | Q. Dock Master | \$ | 40000 | 72% | \$ 28,800.00 | 80% | \$ 32,000.00 | 100% | \$ 40,000.00 |
| | R. Trimble | \$ | 50000 | 30% | \$ 15,000.00 | 700% | \$ 350,000.00 | 100% | \$ 50,000.00 |
| | S. Brother | \$ | 102000 | 85% | \$ 86,700.00 | 90% | \$ 91,800.00 | 100% | \$ 102,000.00 |
| | T. Stalker | \$ | 282000 | 85% | \$ 239,700.00 | 90% | \$ 253,800.00 | 95% | \$ 267,900.00 |
| | U. Panasonic | \$ | 21300 | 65% | \$ 13,845.00 | 95% | \$ 20,235.00 | 100% | \$ 21,300.00 |
| | V. Unitec | \$ | 93700 | 78% | \$ 73,086.00 | 85% | \$ 79,645.00 | 100% | \$ 93,700.00 |
| | W. Stop Tech | \$ | 81000 | 110% | \$ 89,100.00 | 100% | \$ 81,000.00 | 95% | \$ 76,950.00 |
| | X. Blue Line Industries | \$ | 17300 | 85% | \$ 14,705.00 | 95% | \$ 16,435.00 | 100% | \$ 17,300.00 |
| | Y. American Aluminum | \$ | 4200 | 90% | \$ 3,780.00 | 90% | \$ 3,780.00 | 85% | \$ 3,570.00 |
| | Z. Plastix Plus | \$ | 15000 | 95% | \$ 14,250.00 | 100% | \$ 15,000.00 | 90% | \$ 13,500.00 |
| | AA. Troy Products | \$ | 10000 | 62% | \$ 6,200.00 | 70% | \$ 7,000.00 | 74% | \$ 7,400.00 |
| | AB. Federal Signal | \$ | 10000 | 47% | \$ 4,700.00 | 60% | \$ 6,000.00 | 70% | \$ 7,000.00 |
| | AC. Innovative Products Inc | \$ | 5000 | 60% | \$ 3,000.00 | 78% | \$ 3,900.00 | 100% | \$ 5,000.00 |
| Grand Total | | | | | \$ 1,882,866.00⁴ | | \$ 2,574,439.00⁴ | | \$ 2,600,920.00 |
| 2 | Installation and/or Mounting Services | hr | 8300 | \$ 40.00 | \$ 332,000.00 | \$ 75.00 | \$ 622,500.00 | \$ 70.00 | \$ 581,000.00 |
| 3 | Equipment Trade-In Credit | | | | | | | | |
| | A. Light Bar | ea | TBD* | \$ 15.00 | | \$ 10.00 | | NO BID | |
| | B. Deck/Dash Strobe | ea | TBD* | \$ 10.00 | | \$ 0.01 | | NO BID | |
| | C. Deck/Dash LED | ea | TBD* | \$ 10.00 | | \$ 5.00 | | NO BID | |
| | D. Siren | ea | TBD* | \$ 10.00 | | \$ 5.00 | | NO BID | |
| | E. Speaker w/Bracket | ea | TBD* | \$ 10.00 | | \$ 5.00 | | NO BID | |
| | F. Power Supplies | ea | TBD* | NO BID | | \$ 0.01 | | NO BID | |
| Grand Total | | | | | \$ 1,882,866.00⁴ | | \$ 2,574,439.00⁴ | | \$ 2,600,920.00 |

¹Award Recommendation for Low Bid (Primary)²Award Recommendation (Secondary)³Award Recommendation (Tertiary)⁴Corrected Total