



# City Council Memorandum

City of Arts & Innovation

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**TO: HONORABLE MAYOR AND CITY COUNCIL                      DATE: DECEMBER 3, 2019**

**FROM: GENERAL SERVICES DEPARTMENT                      WARDS: ALL**

**SUBJECT: MEASURE Z – AGREEMENT WITH INNOVATIVE DESIGN AND SHEET METAL PRODUCTS OF RIVERSIDE, CALIFORNIA FOR THE PURCHASE AND INSTALLATION OF VARIOUS TYPES OF EMERGENCY EQUIPMENT ON 22 POLICE PURSUIT VEHICLES FOR A TWO-YEAR TERM WITH THREE ADDITIONAL ONE-YEAR OPTIONS TO EXTEND IN ACCORDANCE WITH PURCHASING RESOLUTION 23256, SECTION 602(G) AND 702(G) IN THE AMOUNT NOT TO EXCEED \$252,151.34**

**ISSUE:**

Approve an agreement with Innovative Design and Sheet Metal Products, Inc. of Riverside, California for the purchase and installation of various types of emergency equipment on 22 police pursuit vehicles for a two-year term with three additional one-year options to extend in accordance with Purchasing Resolution 23256, Section 602(g) and 702(g) in the amount not to exceed \$252,151.34.

**RECOMMENDATIONS:**

That City Council:

1. Approve an agreement with Innovative Design and Sheet Metal Products Inc., of Riverside, California for the purchase and installation of various types of emergency equipment on 22 police pursuit vehicles for a two-year term with three additional one-year options to extend in accordance with Purchasing Resolution 23256, Section 602(g) and 702(g) in the amount of \$252,151.34; and
2. Authorize the City Manager, or designee, to execute the agreement with Innovative Design and Sheet Metal Products, Inc., including making minor and non-substantive changes.

**BACKGROUND:**

On October 21, 2014, the City Council awarded Bid No. 7283 to West Coast Lights and Sirens of Riverside, California for the purchase and installation of various types of emergency equipment (outfitting) on 20 police interceptor SUV pursuit vehicles in the amount of \$220,477.80, or \$11,023.89 per vehicle, and 40 unmarked Ford sedans in the amount of \$110,996, or \$2,774.90 per vehicle, for a total amount of \$331,473.80.

On March 27, 2018, the City Council approved outfitting 15 additional police pursuit vehicles from West Coast Lights and Sirens in the amount of \$165,358.35, or \$11,023.89 per vehicle. West Coast Lights and Sirens held the same pricing, terms and conditions for this procurement in accordance with Purchasing Resolution 23256, Section 602(g).

On July 24, 2018, the City Council approved outfitting 10 additional police pursuit vehicles from Innovative Emergency Equipment for a total cost of \$106,173.50, or \$10,617.35 per vehicle resulting in a 3.69% lower cost per vehicle for outfitting services previously received from West Coast Lights and Sirens, including the same terms and conditions for this procurement in accordance with Purchasing Resolution 23256, Section 702(g).

On October 9, 2018, the City Council approved the purchase of 20 new 2019 Ford Interceptor utility vehicles from Fritts Fords in the amount of \$653,446.60 based on a competitive bid from Riverside County in accordance with Purchasing Resolution 23256, Section 602(g) which states that competitive procurement through the informal and formal procurement process shall not be required when goods can be obtained through Federal, State and/or other public entity pricing contracts or price agreements.

On February 26, 2019, the City Council approved the purchase of 10 new full size 2019 Chevrolet Tahoe vehicles from Folsom Chevrolet, Inc. of Folsom, California, in the amount of \$394,549.13 in accordance with Purchasing Resolution 23256, Section 602(g), which states that competitive procurement through the informal and formal procurement process shall not be required when goods can be procured from a bidder who offers the same or better price, terms and conditions as the bidder previously offered as the lowest responsive bidder under competitive procurement provided that, in the opinion of the Purchasing Manager, it is in the best interests of the City to do so.

Multiple mechanical failures and accidents over a short period of time have resulted in the loss of a number of Riverside Police Department (RPD) pursuit vehicles. On September 5, 2019, Purchase Order No. 202737, was approved for the installation of emergency equipment for four vehicles by Innovative Emergency Equipment in the amount of \$44,681.92, or \$11,170.48 per vehicle.

## **DISCUSSION:**

The General Services Department originally planned to outfit various types of emergency equipment on all thirty 30 new RPD vehicles based on a contract renewal by the County of Riverside (County) to Innovative Emergency Equipment in accordance with Purchasing Resolution 23256, Section 602(g). However, on four occasions, the County contract renewal with Innovative Emergency Equipment has been deferred, due to internal delays, resulting in not bringing forth this contract "piggyback" to City Council for approval of this work.

RPD continues to be critically low on available pursuit vehicles, resulting in RPD Police Officers not having a sufficient number of vehicles to use, particularly during shift changes. The lack of pursuit vehicles has had a direct impact on public safety and is currently affecting RPD operations. On November 19, 2019, General Services requested a purchasing exception for four additional new units to be outfitted in the amount of \$47,634.88, or \$11,908.72 per vehicle, as a stopgap measure.

General Services is now requesting approval to outfit the remaining 22 new RPD pursuit units in accordance with Purchasing Resolution No. 23256, Section 602(g) which states, "When Goods

can be procured from a bidder who offers the same or better price, terms and conditions as the bidder previously offered as the lowest responsive bidder under competitive procurement provided that, in the opinion of the Manager, it is in the best interests of the City to do so.” In addition, 702(g) which states, “When Services can be Procured from a Contractor who offers the same or better price, terms and conditions as the Contractor previously offered as the Lowest responsive Bidder under Competitive Procurement or negotiations conducted by the City or another public agency, provided that, in the opinion of the Manager, it is in the best interests of the City to do so.” In an effort to maintain the highest level of public safety and keep police officers in vehicles, the General Services Department recommends approval of this request to facilitate vehicle outfitting until contract negotiations are complete.

The Purchasing Manager concurs that this purchase is in compliance with Purchasing Resolution 23256, Section 602(g) and 702(g) and the Interim Chief of Police concurs with the recommendation above.

**FISCAL IMPACT:**

<b>Vehicle Quantities and Costs</b>			
Quantity	Vehicle Type	Unit Cost per Estimates	Total
12	Ford Interceptor	\$11,908.72	\$142,904.64
10	Chevrolet Tahoe	\$10,924.67	\$109,246.70
			\$252,151.34

The total fiscal impact of the action is \$252,151.34. Sufficient funds are available in the fiscal year 2019-20 Measure Z Vehicle Replacement Account No. 8001201-450057.

Prepared by: Carl Carey, General Services Director  
 Certified as to availability of funds: Edward Enriquez, Chief Financial Officer/City Treasurer  
 Approved by: Moises Lopez, Deputy City Manager  
 Approved as to form: Gary G. Geuss, City Attorney

**Attachments:**

1. Agreement
2. Innovative Emergency Equipment Estimate # 2910 dated October 23, 2019
3. Innovative Emergency Equipment Estimate # 2911 dated October 23, 2019
4. Riverside County Agreement
5. Council Report dated October 21, 2014
6. Council Report dated March 27, 2018
7. Council Report dated July 24, 2018
8. Council Report dated October 9, 2018
9. Council Report dated February 26, 2019
10. Council Report dated November 19, 2019