

Legislation Details (With Text)

File #: 17-014 **Name:**

Type: Report **Status:** Filed

File created: 12/21/2016 **In control:** City Council

On agenda: 2/13/2017 **Final action:** 2/13/2017

Title: Approval of an annual contract with Bluebonnet Motors, Inc, Grapevine DCJ, LLC and Griffith Ford Seguin, LLC for the purchase of vehicles on an as-needed basis for the city.

Sponsors:

Indexes:

Code sections:

Attachments:

Date	Ver.	Action By	Action	Result
2/13/2017	1	City Council	presented	Pass

Presenter/Contact
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SUBJECT:

Approval of an annual contract with Bluebonnet Motors, Inc, Grapevine DCJ, LLC and Griffith Ford Seguin, LLC for the purchase of vehicles on an as-needed basis for the city.

BACKGROUND / RATIONALE:

The City of New Braunfels solicited a bid in December 2016 to secure an annual contract with manufacturer-authorized dealers for the potential purchase of several types of vehicles to include, but not be limited to, Police vehicles, passenger vehicles, vans, pickups and specialty trucks.

The intent of the solicitation was to establish a non-exclusive contract with manufacturer-authorized dealers for Chevrolet, Dodge, and Ford vehicles to support vehicle purchases on an as-needed basis throughout the city. The City's fleet is currently standardized to Ford vehicles; Chevrolet and Dodge vehicles may only be purchased with the prior approval of the Fleet Manager and the Finance department.

As the contract is non-exclusive, City personnel may also continue to purchase vehicles from cooperative contracts that have been competitively-vetted such as BuyBoard, TXMAS, and HGAC.

A Competitive Sealed Proposal solicitation was issued on December 14, 2016 seeking proposals from manufacturer-authorized dealers for the purchase of several types of vehicles. Proposals were opened on January 11, 2017 and three (3) responses were received. The evaluation committee reviewed all proposals on the basis of determining the best value to the City, with the intent to award to multiple vendors if possible. Several criteria were considered such as pricing, location, and reputation.

After extensive review and discussion, the recommended dealerships for the non-exclusive contract are Bluebonnet Motors, Inc, Grapevine DCJ, LLC and Griffith Ford Seguin, LLC. Bluebonnet Motors submitted the most competitive pricing for Dodge and Ford vehicles; therefore, it is recommended they be considered the primary contractor when purchasing vehicles from these two manufacturers. Grapevine DCJ, LLC is recommended as the secondary contractor for Dodge vehicles and Griffith Ford Seguin, LLC is recommended as the secondary contractor for Ford vehicles.

The contract will begin upon receipt of Council approval through August 31, 2017. Additionally, there are two, one-year options to renew for a combined total of approximately three years.

The FY 2016-17 Adopted Budget has allocated funding for a number of new vehicles as well as replacements. Once costs have been verified, a separate agenda item will be brought forward for City Council consideration to approve the actual order and purchase of the vehicles.

Many of these vehicles require ancillary equipment prior to being operated in the field. As an example, all Police pursuit vehicles will require radars, cameras, light bars among other equipment. The purchase/cost of this equipment is included in the estimates referenced above.

Upon contract award, departments may contact cooperative and City-awarded dealerships to develop quotes for the authorized vehicles to be purchased in FY 2016-17. As mentioned earlier, all finalized vehicles quotes that exceed \$25,000 will be brought for Council consideration at a later time.

ADDRESSES A NEED/ISSUE IN A CITY PLAN OR COUNCIL PRIORITY:

Yes	Strategic Priorities 9: Maintain fiscal stability of City operations.
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FISCAL IMPACT:

The action above does not have any direct fiscal impact. Once costs have been finalized for vehicles to be ordered/purchased, approval of that purchase will be brought forward to City Council.

COMMITTEE RECOMMENDATION:

N/A

STAFF RECOMMENDATION:

Staff recommends the approval of an annual contract with Bluebonnet Motors, Inc, Grapevine DCJ, LLC and Griffith Ford Seguin, LLC for the purchase of vehicles on an as-needed basis for the city.