

AN ORDINANCE **2010-01-21-0031**

**ACCEPTING BIDS FOR THE FOLLOWING CONTRACTS IN THE ESTIMATED ANNUAL AMOUNT OF \$890,400.00: (A) RELIANCE TRUCK AND EQUIPMENT, LTD AND HEIL OF TEXAS FOR HEIL & PAK-MOR REFUSE BODY PARTS AND SERVICE; (B) E-CIVIS, INC. FOR E-CIVIS GRANTS LOCATOR AND SUBSCRIPTION AND TRAINING; AND (C) FASTER ASSET SOLUTIONS FOR FASTER FLEET CLIENT SITE LICENSE AND ANNUAL SUPPORT FOR THE FLEET MANAGEMENT SYSTEM.**

\* \* \* \* \*

**WHEREAS**, the City is able to obtain significant savings by purchasing various materials and services on an annual contract basis; and

**WHEREAS**, these bids are from the following companies for the following goods and services: (A) Reliance Truck and Equipment, LTD. and Heil of Texas for Heil & Pak-Mor refuse body parts and service; (B) e-Civis, Inc. for e-Civis grants locator and subscription and training; and (C) Faster Asset Solutions for Faster fleet client site license and annual support for the fleet management system; and

**WHEREAS**, this ordinance approves 2 low bid contracts and 2 sole source contracts; and

**WHEREAS**, all expenditures will be in accordance with the FY 2010 budgets approved by City Council; **NOW THEREFORE:**

**BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF SAN ANTONIO:**

**SECTION 1.** The following bids are hereby accepted, subject to and contingent upon the deposit of all required bonds, performance deposits, insurance certificates, and endorsements, and issuance of purchase orders for each contract: (A) Reliance Truck and Equipment, LTD. and Heil of Texas for Heil & Pak-Mor refuse body parts and service; (B) e-Civis, Inc. for e-Civis grants locator and subscription and training; and (C) Faster Asset Solutions for Faster fleet client site license and annual support for the fleet management system. The bid tabulation sheets are attached hereto and incorporated herein for all purposes as **Exhibit I**, and show the exact items for which bids are accepted. Copies of the bids are available for inspection in the offices of the Purchasing & General Services Department.

**SECTION 2.** The amounts will be encumbered upon issuance of various purchase orders, and payment is authorized to various vendors. All expenditures will be in accordance with the Fiscal Year 2010 budget approved by City Council.

**SECTION 3.** The financial allocations in this ordinance are subject to approval by the Director of Finance, City of San Antonio. The Director may, subject to concurrence by the City Manager or the City Manager's designee, correct allocations to specific cost centers and fund numbers as necessary to carry out the purpose of this ordinance.

LOC; cah  
01/21/10  
Item No. 7

**SECTION 4.** This ordinance shall be effective immediately upon passage by eight or more affirmative votes; otherwise, it shall be effective on the tenth day after passage.

**PASSED and APPROVED** this 21<sup>st</sup> day of January, 2010.



M A Y O R  
JULIÁN CASTRO

ATTEST:



City Clerk

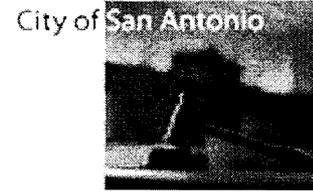
APPROVED AS TO FORM:



City Attorney



Request for  
**COUNCIL**  
ACTION



### Agenda Voting Results - 7

| <b>Name:</b>           | 7, 8, 9, 10, 11, 13, 16, 22, 24, 25, 26, 27, 30, 31A, 31B, 31C, 31D, 31E, 33, 35, 36, 38   |             |     |     |         |        |        |
|------------------------|--|-------------|-----|-----|---------|--------|--------|
| <b>Date:</b>           | 01/21/2010   |             |     |     |         |        |        |
| <b>Time:</b>           | 11:51:49 AM  |             |     |     |         |        |        |
| <b>Vote Type:</b>      | Motion to Approve  |             |     |     |         |        |        |
| <b>Description:</b>    | An Ordinance accepting bids for the following contracts in the estimated annual amount of \$890,400.00: (A) Reliance Truck and Equipment, LTD and Heil of Texas for Heil & Pak-Mor refuse body parts and service; (B) e-Civis, Inc. for e-Civis grants locator and subscription and training; and (C) Faster Asset Solutions for Faster fleet client site license and annual support for the fleet management system. [Sharon De La Garza, Assistant City Manager; Janie Cantu, Director, Purchasing & General Services] |             |     |     |         |        |        |
| <b>Result:</b>         | Passed   |             |     |     |         |        |        |
| Voter                  | Group  | Not Present | Yea | Nay | Abstain | Motion | Second |
| Julián Castro          | Mayor  |             | x   |     |         |        |        |
| Mary Alice P. Cisneros | District 1   |             | x   |     |         | x      |        |
| Ivy R. Taylor          | District 2   |             | x   |     |         |        |        |
| Jennifer V. Ramos      | District 3   |             | x   |     |         |        | x      |
| Philip A. Cortez       | District 4   |             | x   |     |         |        |        |
| David Medina Jr.       | District 5   |             | x   |     |         |        |        |
| Ray Lopez              | District 6   |             | x   |     |         |        |        |
| Justin Rodriguez       | District 7   |             | x   |     |         |        |        |
| W. Reed Williams       | District 8   |             | x   |     |         |        |        |
| Elisa Chan             | District 9   |             | x   |     |         |        |        |
| John G. Clamp          | District 10  |             | x   |     |         |        |        |

**ANNUAL CONTRACT  
TABLE OF CONTENTS**

**January 21, 2010**

**RFCA # 5861**

COMMODITY

MBE/WBE

VENDOR

**Contract procured on the basis of low bid:**

- |    |  |                    |   |
|----|--|--------------------|---|
| A. | Heil & Pak-Mor Refuse Body Parts & Service<br>A089-10-LD<br>Upon award through March 31, 2014<br>with 2,1 year options to extend | MBE<br><br>MBE/WBE | Reliance Truck & Equipment, LTD.<br>Items: 1 and 3<br><br>Heil of Texas<br>Items: 2 and 3<br><br>Estimated Amount: \$750,000.00<br>annually |
|----|--|--------------------|---|

**Contracts procured on the basis of sole source:**

- |    |  |  |   |
|----|--|--|---|
| B. | e-Civis Grants Locator and Subscription<br>A1146-10-PC<br>Upon award through January 31, 2011<br>with 2, 1 year options to extend                      |  | e-Civis, Inc.<br><br>Entire Bid<br><br>Estimated Amount: \$59,000.00<br>annually  |
| C. | Faster Fleet Client Site License and Annual<br>Support<br>A1242-10-PC<br>February 1, 2010 through January 31, 2011<br>with 2, 1 year options to extend |  | Faster Asset Solutions<br><br>Entire Bid<br><br>Estimated Amount: \$81,400.00<br>initially; \$37,000.00 annually thereafter |



# City of San Antonio

## Contract Summary Sheet

Date: 1/21/2010  
Agenda Item: 5861

|  |  |
|--|--|
| <b>Name/Title (Caption as shown on agenda):</b><br>Heil & Pak-Mor Refuse Body Parts & Service A089-10 LD   |  |
| <b>Brief Description of Item(s) and Use:</b><br>This contract will provide a contractor for Heil & Pak-Mor refuse body parts and service for refuse collection trucks utilized by Solid Waste Management Department and serviced by the Fleet Maintenance and Operations Department. This contract will support one hundred and twelve (112) Heil refuse collection trucks and thirty-eight (38) Pak-Mor refuse collection trucks currently in the City's fleet. |  |
| <b>Total \$:</b>   | \$750,000.00 annually  |
| <b>Contract Period:</b>  | Upon award through March 31, 2014 with 2, 1 year options to extend   |
| <b>Method of Procurement:</b>  | Competitive (2 bids received)  |
| <b>Price Trend:</b>  | 6% increase  |
| <b>Contract Info:</b>  | Formal <input type="checkbox"/> Annual <input checked="" type="checkbox"/> Support/Maintenance <input type="checkbox"/> Lease <input type="checkbox"/>   |
| <b>Recommended Contractor(s):</b>  | <p>Reliance Truck &amp; Equipment, LTD., 7200 S. W.W. White Rd., San Antonio, TX 78222 (MSSN)<br/>Items: 1 and 3</p> <p>Heil of Texas, 503 Pop Gunn, San Antonio, TX 78219 (FSSN)<br/>Items: 2 and 3</p>   |
| <b>Previous Contractor(s):</b>   | <p>Reliance Truck &amp; Equipment, LTD., 7200 S. W.W. White Rd., San Antonio, TX 78222 (MSSN)</p> <p>Heil of Texas, 503 Pop Gunn, San Antonio, TX 78219 (FSSN)</p>   |
| <b>Comments:</b>   | N/A  |
| <b>Anticipated Future Requirements and Action:</b>   | N/A  |
| <b>Procurement Alternative:</b>  | Should this contract not be approved, the City would be required to pay market price for Heil & Pak-Mor refuse body parts and service resulting in increased cost and vehicle down time for refuse collection trucks. This could delay the return of these vehicles into operation potentially leading to a decrease in the availability of services to the citizens of San Antonio. |
| <b>Using Department(s):</b>  | Fleet Maintenance and Operations and Solid Waste Management  |

**City of San Antonio Bid Tabulation**

| Opened: November 6, 2009                        |  |  |  |
|---|--|--|--|
| For: Heil & Pak-Mor Refuse Body Parts & Service |  |  |  |
| A089-10   | LD   | Reliance Truck & Equipment, Ltd.<br>7200 South W. W. White Road<br>San Antonio, TX 78222<br>210-648-3337 | Heil Of Texas<br>503 Pop Gunn<br>San Antonio, TX 78219<br>210-224-5800 |
| Item  | Description  |  |  |
| 1   | Pak-Mor Refuse Body Parts  |  |  |
| A   | Pak-Mor Parts Discount   |  |  |
| 1   | Percent of discount offered  | 0%   | No Bid   |
| 2   | Product identification (Manufacturer)  | Pak-Mor Ltd  |  |
| 3   | Type price schedule (dealer, jobber, etc.)   | Dealer   |  |
| 4   | Price schedule number  | N/A  |  |
| 5   | Date of price schedule   | Nov. 5, 2009   |  |
| 6   | Price schedule column on which discount is based (i.e., distributor, net, wholesale) | List   |  |
| 2   | Heil Refuse Body Parts   |  |  |
| A   | Heil Parts Discount  |  |  |
| 1   | Percent of discount offered  | No Bid   | Net  |
| 2   | Product identification (Manufacturer)  |  | Heil   |
| 3   | Type price schedule (dealer, jobber, etc.)   |  | Fleet  |
| 4   | Price schedule number  |  | N/A  |
| 5   | Date of price schedule   |  | 2009   |
| 6   | Price schedule column on which discount is based (i.e., distributor, net, wholesale) |  | Fleet  |
| 3   | Labor and Service  |  |  |
| A   | Labor rate per hour  | \$57.50  | \$70.00  |
| B   | Mileage charge per mile  | N/A  | N/A  |
| C   | Deliveries for normal wear and specified items                                       | 1 Day  | 1 Day  |
| D   | Deliveries for other than normal wear and specified items                            | 3-5 Days   | 3-5 Days   |
|   | Payment Terms  | Net 30   | Net 30   |



# City of San Antonio

## Contract Summary Sheet

Date: 1/21/2010  
Agenda Item: 5861

|  |   |
|--|---|
| <b>Name/Title (Caption as shown on agenda):</b><br>e-Civis Grants Locator and Subscription A1146-10 PC   |   |
| <b>Brief Description of Item(s) and Use:</b><br>This contract will provide the Community Initiatives, Planning and Development Services, Parks and Recreation, Public Works, Health, Police, Fire, Library, and Animal Care Services departments with real time enterprise access and training to Grants Network Research. Through a web interface, the Grants Network Research software subscription provides the departments the ability to locate, manage and track federal, state and various types of grants. |   |
| <b>Total \$:</b>   | \$59,000.00 annually  |
| <b>Contract Period:</b>  | Upon award through January 31, 2011 with 2, 1 year options to extend  |
| <b>Method of Procurement:</b>  | Sole Source   |
| <b>Price Trend:</b>  | 1.72% increase  |
| <b>Contract Info:</b>  | Formal <input type="checkbox"/> Annual <input checked="" type="checkbox"/> Support/Maintenance <input type="checkbox"/> Lease <input type="checkbox"/>  |
| <b>Recommended Contractor(s):</b>  | e-Civis, Inc., 3452 E. Foothill Blvd., Floor 9, Pasadena, CA 91107 (MLWN)   |
| <b>Previous Contractor(s):</b>   | e-Civis, Inc., 3452 E. Foothill Blvd., Floor 9, Pasadena, CA 91107 (MLWN)   |
| <b>Comments:</b>   | N/A   |
| <b>Anticipated Future Requirements and Action:</b>   | N/A   |
| <b>Procurement Alternative:</b>  | Should this contract not be approved, City departments would have to manually research and track available grants. A manual process would reduce the effectiveness of locating grants as well as the efficiency in managing and complying with federal, state, and other stimulus funding grant guidelines. |
| <b>Using Department(s):</b>  | Community Initiatives, Planning and Development Services and various City Departments   |

**City of San Antonio Bid Tabulation**

|  |  |                    |                                       |
|--|--|--------------------|---------------------------------------|
| Opened: December 14, 2009                  |  | <b>Sole Source</b> |                                       |
| For: e-Civis Grants Locator & Subscription |  | e-Civis, Inc.      |                                       |
| A1146-10                                   |  | PC                 | 3452 E. Foothill Blvd.,<br>Floor 9    |
| <b>Item</b>                                | <b>Description</b>                                     | <b>Qty</b>         | Pasadena,<br>CA 91107<br>626-204-5338 |
| 1  | <u>e-Civis Products</u>                                |                    |                                       |
| a.   | Grants Network Enterprise License                      | 1                  |                                       |
|  | Price each   |                    | \$60,000.00                           |
|  | Total Price  |                    | \$60,000.00                           |
| b.   | Grants Network Open Tracking and Reporting Peak Grants | 50                 |                                       |
|  | Price each   |                    | \$550.00                              |
|  | Total Price  |                    | \$27,500.00                           |
|  | Less Discount  |                    | -\$33,500.00                          |
|  | <b>Total e-Civis Products</b>                          |                    | <b>\$54,000.00</b>                    |
| 2  | <u>e-Civis Services</u>                                |                    |                                       |
| a.   | Product Training                                       | 1                  |                                       |
|  | Price Per Day  |                    | \$3,000.00                            |
|  | Total Price  |                    | \$3,000.00                            |
| b.   | Grants Professional Training                           | 1                  |                                       |
|  | Price Per Day  |                    | \$5,000.00                            |
|  | Total Price  |                    | \$5,000.00                            |
|  | Less Platinum Client Discount                          | 1                  | -\$3,000.00                           |
|  | <b>Total e-Civis Services</b>                          |                    | <b>\$5,000.00</b>                     |
|  | Payment terms  |                    | Net 30                                |
|  | Estimated Annual Total                                 |                    | \$59,000.00                           |
|  | <b>Estimated Annual Award</b>                          |                    | <b>\$59,000.00</b>                    |



# City of San Antonio Contract Summary Sheet

Date: 1/21/2010  
Agenda Item: 5861

|   |   |
|---|---|
| <b>Name/Title (Caption as shown on agenda):</b><br>Faster Fleet Client Site License and Annual Support A1242-10 PC  |   |
| <b>Brief Description of Item(s) and Use:</b><br>This contract will provide Fleet Maintenance and Operations and various City departments with an enterprise license to the FasterCS fleet management system which will allow for the database integration for all existing fleet management applications. The enterprise license will provide City departments with access to a centralized and comprehensive asset management tool allowing them to manage and track various types of assets, repairs, maintenance, fuel, labor and parts. |   |
| <b>Total \$:</b>  | \$81,400.00 initially; \$37,000.00 annually thereafter  |
| <b>Contract Period:</b>   | February 1, 2010 through January 31, 2011 with 2, 1 year options to extend  |
| <b>Method of Procurement:</b>   | Sole Source   |
| <b>Price Trend:</b>   | New contract- no price history available  |
| <b>Contract Info:</b>   | Formal <input type="checkbox"/> Annual <input checked="" type="checkbox"/> Support/Maintenance <input type="checkbox"/> Lease <input type="checkbox"/>  |
| <b>Recommended Contractor(s):</b>   | <b>Faster Asset Solutions, 2730 Ellsmere Ave., Norfolk, VA 23513 (MLWN)</b>   |
| <b>Previous Contractor(s):</b>  | Faster Asset Solutions, 2730 Ellsmere Ave., Norfolk, VA 23513 (MLWN)  |
| <b>Comments:</b>  | N/A   |
| <b>Anticipated Future Requirements and Action:</b>  | N/A   |
| <b>Procurement Alternative:</b>   | Should this contract not be approved, the City would be required to purchase client licenses for existing software on an as-needed basis resulting in increased costs. Without an enterprise license, individual departments will continue to maintain their own database for fleet management records. |
| <b>Using Department(s):</b>   | Fleet Maintenance and Operations and various City Departments   |

**City of San Antonio Bid Tabulation**

| Opened: December 7, 2009<br>For: Faster Fleet Client Site License and Annual Support<br>A1242-10 |                                  |          | <b>Sole Source</b><br>Faster Asset Solutions<br>2730 Ellsmere Ave<br>Norfolk,<br>VA 23513<br>800-753-2783 |
|--|----------------------------------|----------|---|
|  | PC                               |          |   |
| Item   | Description                      | Est. Qty |   |
| 1  | Client Site License One Time Fee | 1        | \$50,400.00   |
| 2  | Annual Support Year One          | 1        | \$31,000.00   |
| 3  | Annual Support Year Two          | 1        | \$35,329.00   |
| 4  | Annual Support Year Three        | 1        | \$36,389.00   |
|  | Payment Terms                    |          | Net 30  |
|  | Estimated Total                  |          | \$153,118.00  |
|  | <b>Estimated Total Award</b>     |          | <b>\$153,118.00</b>   |