

AN ORDINANCE 2014 - 02 - 13 - 0081

**AUTHORIZING A CONTRACT WITH BA & W ENTERPRISES
D/B/A SPARKLING CITY AUTO AUCTION OF SAN ANTONIO
TO PROVIDE AUCTION SERVICES FOR THE BUILDING
AND EQUIPMENT SERVICES DEPARTMENT IN AN
ESTIMATED AMOUNT OF \$87,500.00, PAID FROM THE
SALES PROCEEDS.**

* * * * *

WHEREAS, the City of San Antonio (City) released a Request for Competitive Sealed Proposals (RFCSP) to provide the City with auction services for the sale of surplus vehicles and equipment; and

WHEREAS, four responses were received and evaluated; and

WHEREAS, Manheim Remarketing, Inc. d/b/a Manheim San Antonio (Manheim) received the highest score, but cannot fully perform the contract due to a federal debarment, which prevents the City from using Manheim's services to auction vehicles purchased with federal grant funds; and

WHEREAS, staff therefore recommends BA & W Enterprises d/b/a Sparkling City Auto Auction of San Antonio, the second highest scoring proposal, for award of this contract; **NOW THEREFORE:**

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

SECTION 1. The proposal submitted by BA & W Enterprises d/b/a Sparkling City Auto Auction of San Antonio to provide the City with auction services for the sale of surplus vehicles and equipment is hereby accepted, subject to and contingent upon the deposit of all required bonds, performance deposits, insurance certificates and endorsements. A copy of the score summary, RFCSP, and price schedule are attached hereto as **Exhibit I**. A copy of the proposal may be inspected in the offices of the Purchasing Division of the Finance Department.

SECTION 2. It has been found and declared that Manheim cannot fully perform the contract due to a federal debarment, which prevents the City from using Manheim's services to auction vehicles purchased with federal grant funds.

SECTION 3. The fee for the sale of vehicles and equipment is contingent upon the sales price of each unit. Fees will be deducted from the sales price of the vehicle and/or equipment. Net proceeds will be returned to the original funding sources. The estimated annual cost of this contract is \$87,500.00.

SECTION 4. The financial allocations in this Ordinance are subject to approval by the Director of Finance, City of San Antonio. The Director of Finance may, subject to concurrence by the City Manager or the City Manager's designee, correct allocations to specific SAP Fund Numbers, SAP Project Definitions, SAP WBS Elements, SAP Internal Orders, SAP Fund Centers, SAP Cost

LOC
2/13/14
Item No. 5

Centers, SAP Functional Areas, SAP Funds Reservation Document Numbers, and SAP GL Accounts as necessary to carry out the purpose of this Ordinance.

SECTION 5. This ordinance is effective immediately upon passage by eight affirmative votes; otherwise it is effective on the tenth day after passage hereof.

PASSED AND APPROVED this 13th day of February, 2014.



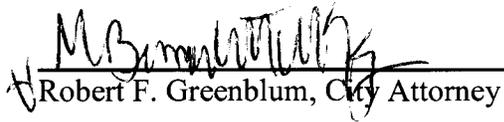
M A Y O R
Julián Castro

ATTEST:



Leticia M. Vacek, City Clerk

APPROVED AS TO FORM:



Robert F. Greenblum, City Attorney

Agenda Item:	5 (in consent vote: 5, 6, 7, 8, 9, 10, 10A, 10B, 11)						
Date:	02/13/2014						
Time:	09:23:15 AM						
Vote Type:	Motion to Approve						
Description:	An Ordinance accepting the offer from BA&W Enterprises d/b/a Sparkling City Auto Auction of San Antonio to provide auction services for the Building and Equipment Services Department for an estimated annual cost of \$87,500.00, paid from the sales proceeds. [Ben Gorzell, Chief Financial Officer; Troy Elliott, Director, Finance]						
Result:	Passed						
Voter	Group	Not Present	Yea	Nay	Abstain	Motion	Second
Julián Castro	Mayor		x				
Diego Bernal	District 1		x			x	
Ivy R. Taylor	District 2		x				
Rebecca Viagran	District 3		x				
Rey Saldaña	District 4		x				
Shirley Gonzales	District 5		x				
Ray Lopez	District 6		x				x
Cris Medina	District 7		x				
Ron Nirenberg	District 8		x				
Joe Krier	District 9		x				
Michael Gallagher	District 10		x				



CITY OF SAN ANTONIO
FINANCE DEPARTMENT, PURCHASING DIVISION

REQUEST FOR COMPETITIVE SEALED PROPOSAL ("RFCSP")
NO.: RFCSP 14-002, 6100002865

**ANNUAL CONTRACT FOR AUCTION SERVICES FOR AUTOMOTIVE VEHICLES
& EQUIPMENT**

Date Issued: OCTOBER 11, 2013

PROPOSAL MUST BE RECEIVED NO LATER THAN:
2:00 PM NOVEMBER 15, 2013

Proposals may be submitted by any of the following means:
Electronic submission through the Portal
Hard copy in person or by mail

Address for hard copy responses:

Physical Address:
City Clerk's Office
100 Military Plaza
2nd Floor, City Hall
San Antonio, Texas 78205

Mailing Address:
City Clerk's Office
P.O. Box 839966
San Antonio, Texas 78283-3966

For Hard Copy Submissions, Mark Envelope

"AUCTION SERVICES FOR AUTOMOTIVE VEHICLES & EQUIPMENT"

Proposal Due Date: 2:00 p.m., NOVEMBER 15, 2013

RFCSP No.: RFCSP 14-002, 6100002865

Respondent's Name and Address

Proposal Bond: YES Performance Bond: YES Payment Bond: NO Other: NO

See Supplemental Terms & Conditions for information on these requirements.

Affirmative Procurement Initiative: NOT APPLICABLE DBE / ACDBE Requirements: NO

See Instructions for Respondents and Attachments sections for more information on these requirements.

Pre-Submittal Conference *YES

*If YES, the Pre-Submittal conference will be held on October 21, 2013 at 1:00 P.M. at PURCHASING LARGE CONFERENCE ROOM, RIVERVIEW TOWERS, 111 SOLEDAD, SUITE 1100, SAN ANTONIO, 78205

Staff Contact Person: STEPHANIE CRIOLLO, PROCUREMENT SPECIALIST III, P.O. Box 839966, San Antonio, TX 78283-3966. Email: STEPHANIE.CRIOLLO@SANANTONIO.GOV

SBEDA Contact Information: SHUCHI NAGPAL, 210-207-0071, SHUCHI.NAGPAL@SANANTONIO.GOV

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003 - INSTRUCTIONS FOR RESPONDENTS

PART A

Submission of Proposals.

Submission of Hard Copy Proposals. Submit one original signed in ink, five (5) hard copies and one copy of the of the proposal on compact disk (CD) containing an Adobe PDF version of the entire proposal enclosed in a sealed envelope addressed to the City Clerk at the address and by the due date provided on the Cover Page. The name and address of Respondent, the due date for submission of proposals, RFCSP number and title of the solicitation shall be marked on the outside of the envelope(s). All times stated herein are Central Time. Any proposal or modification received after the time and date stated on the Cover Page shall be rejected.

Submission of Electronic Proposals. Submit one proposal electronically by the due date provided on the Cover Page. All times stated herein are Central Time. Any proposal or modification received after the time and date stated on the Cover Page shall be rejected. All forms in this solicitation which require a signature must have a signature affixed thereto, either by manually signing the document, prior to scanning it and uploading it with your submission, or affixing it electronically.

Proposals sent to City by facsimile or email shall be rejected.

Modified Proposals. Proposals may be modified provided such modifications are received prior to the time and date set for submission of proposals, and submitted in the same manner as original proposals. For hard copy proposals, provide a cover letter with the proposal, indicating it is a modified proposal and that the original proposal is being withdrawn. For electronic proposals, a modified proposal will automatically replace a prior proposal submission. See below for information on submitting Alternate Proposals.

City shall not be responsible for lost or misdirected proposals or modifications.

Respondents must sign the Signature Page on hard copy proposals and return the RFCSP document to City. For electronic proposals, Respondent's electronic submission, with accompanying affirmations, constitutes a binding signature for all purposes. Respondents are cautioned that they are responsible for the security of their log on ID and password, since unauthorized use could result in Respondent's being held liable for the submission.

Certified Vendor Registration Form. If Respondent has not completed City's Certified Vendor Registration (CVR) Form, Respondent is required to do so prior to the due date for submission of proposals. The CVR form may be accessed at: <http://www.sanantonio.gov/purchasing/>. Respondents must identify the correct name of the entity that will be providing the goods and/or services under the contract. No nicknames, abbreviations (unless part of the legal title), shortened or short-hand names will be accepted in place of the full, true and correct legal name of the entity.

Alternate Proposals. Alternate proposals may be allowed at the sole discretion of City.

Hard Copy Alternate Proposals. Alternate proposals must be submitted in separate sealed envelopes in the same manner as submission of other proposals. Alternate proposals must be marked consecutively on the envelope as Alternate Proposal No. 1, 2, etc. Failure to submit alternate proposals in separate envelopes may result in rejection of a proposal.

Electronic Alternate Proposals. All alternate proposals submitted electronically are recorded with original proposals when submitted electronically.

Catalog Pricing. (This section applies to proposals using catalog pricing.)

The proposal will be based on manufacturer's latest dated price list(s). Said price list(s) must denote the manufacturer, latest effective date and price schedule.

Respondents shall be responsible for providing one copy of the manufacturer's catalog for each manufacturer for which a proposal is submitted. Respondent shall provide said catalog at the time of submission of its proposal. Manufacturers' catalogs may be submitted in any of the following formats: paper copy or CD ROM for proposals submitted on paper, or PDF file for proposals submitted electronically.

Respondents may submit price lists other than the manufacturer's price list. Said price list(s) must denote the company name, effective date and price schedule. These price lists are subject to approval of City's Purchasing & General Services Department.

Specified items identified herein, if any, are for overall proposal evaluation and represent the commonly and most used items. Net prices entered for those specified items must reflect the actual price derived from quoted price list less all discounts offered.

Restrictions on Communication.

Respondents are prohibited from communicating with: 1) elected City officials and their staff regarding the RFCSP or proposals from the time the RFCSP has been released until the contract is posted as a City Council agenda item; and 2) City employees from the time the RFCSP has been released until the contract is awarded. These restrictions extend to "thank you" letters, phone calls, emails and any contact that results in the direct or indirect discussion of the RFCSP and/or proposal submitted by Respondent. Violation of this provision by Respondent and/or its agent may lead to disqualification of Respondent's proposal from consideration.

Exceptions to the restrictions on communication with City employees include:

Respondents may ask verbal questions concerning this RFCSP at the Pre-Submittal Conference.

Respondents may submit written questions, or objections to specifications, concerning this RFCSP to the Staff Contact Person listed on the Cover Page on or Friday, October 25, 2013 at 2:00 p.m. Questions received after the stated deadline will not be answered. Questions submitted and City's responses will be posted with this solicitation. All questions shall be sent by e-mail or through the portal.

Stephanie Criollo, Procurement Specialist III
City of San Antonio, Finance Department – Purchasing Division
stephanie.criollo@sanantonio.gov

Respondents may provide responses to questions asked of them by the Staff Contact Person after proposals are received and opened. The Staff Contact Person may request clarification to assist in evaluating Respondent's response. The information provided is not intended to change the proposal response in any fashion. Such additional information must be provided within two business days from City's request. Respondents may also respond to requests by the Staff Contact Person for best and final offers, which do allow respondents to change their proposals. Requests for best and final offers will be clearly designated as such. During interviews, if any, verbal questions and explanations will be permitted. If interviews are conducted, respondents shall not bring lobbyists. The City reserves the right to exclude any persons from interviews as it deems in its best interests.

Respondents and/or their agents are encouraged to contact the Small Business Office of the International and Economic Development Department for assistance or clarification with issues specifically related to the City's Small Business Economic Development Advocacy (SBEDA) Program policy and/or completion of the SBEDA form(s), if any. The point of contact is identified on the Cover Page. Contacting the Small Business Office regarding this RFCSP after the proposal due date is not permitted. If this solicitation contains Affirmative Procurement Initiatives, it will be noted on the Cover Page.

If this solicitation contains DBE/ACDBE requirements, respondents and/or their agents may contact the Aviation Department's DBE/ACDBE Liaison Officer for assistance or clarification with issues specifically related to the DBE/ACDBE policy and/or completion of the required form(s). Point of contact is Ms. Lisa Brice, who may be reached via telephone at (210) 207-3505 or through e-mail at lisa.brice@sanantonio.gov. Respondents and/or their agents may contact Ms. Brice at any time prior to the due date for submission of proposals. Contacting her or her office regarding this RFCSP after the proposal due date is not permitted. If this solicitation contains DBE/ACDBE requirements, it will be noted on the Cover Page.

Upon completion of the evaluation process, Respondents shall receive a notification letter indicating the recommended firm and anticipated City Council agenda date. Respondents desiring a review of the solicitation process may submit a written request no later than seven (7) calendar days from the date letter was sent. The letter will indicate the name and address for submission of requests for review.

Pre-Submittal Conference.

If a Pre-Submittal Conference is scheduled, it will be held at the time and place noted on the Cover Page. Respondents are encouraged to prepare and submit their questions in writing in advance of the Pre-Submittal Conference in order to expedite the proceedings. City's responses to questions received prior to the conference may be distributed at the Pre-Submittal Conference and posted with this solicitation. Attendance at the Pre-Submittal Conference is optional, but highly encouraged. Site Tours, if any, will begin at the conclusion of the conference.

This meeting place is accessible to disabled persons. Call the Staff Contact Person for information on the location of the wheelchair accessible entrance, or to request an interpreter for the deaf. Interpreters for the deaf must be requested at least 48 hours prior to the meeting. For other assistance, call (210) 207-7245 Voice/TTY.

Any oral response given at the Pre-Submittal Conference that is not confirmed in writing and posted with this solicitation shall not be official or binding on the City.

Changes to RFCSP.

Changes to this RFCSP made prior to the due date for proposals shall be made directly to the original RFCSP. Changes are captured by creating a replacement version each time the RFCSP is changed. It is Respondent's responsibility to check for new versions until the proposal due date. City will assume that all proposals received are based on the final version of the RFCSP as it exists on the day proposals are due.

No oral statement of any person shall modify or otherwise change or affect the terms, conditions or specifications stated in the RFCSP.

Preparation of Proposals.

All information required by the RFCSP must be furnished or the proposal may be deemed non-responsive and rejected. Any ambiguity in the proposal as a result of omission, error, unintelligible or illegible wording shall be construed in the favor of City.

Proposal Format. Each proposal shall be typewritten, single spaced on 8 ½" x 11" white paper. If submitting a hard copy, place proposal inside a three ring binder or other securely bound fashion. The use of recycled paper and materials is encouraged. Unnecessarily elaborate brochures, artwork, bindings, visual aides, expensive paper or other materials beyond that sufficient to present a complete and effective submission are not required. Font size shall be no less than 12-point type. All pages shall be numbered and printed two-sided. Margins shall be no less than 1" around the perimeter of each page. A proposal response to the RFCSP General Information Form may not exceed 20 pages in length. Websites or URLs shall not be submitted in lieu of the printed proposal or electronic submission through City's portal. Each proposal must include the sections and attachments in the sequence listed in the RFCSP Instructions to Respondents Part B - Submission Requirements, and each section and attachment must be indexed and, for hard copy submission, divided by tabs and indexed in a Table of Contents page. For electronic submissions, whether through the portal, or on a CD, each separate section should be attached as a separate file. Failure to meet the above conditions may result in disqualification of the submission or may negatively affect scoring.

Correct Legal Name. If Respondent is found to have incorrectly or incompletely stated the name of the entity that will provide goods and/or services, the proposal may be rejected.

Line Item Proposals. Any proposal that is considered for award by each unit or line item must include a price for each unit or line item for which Respondent wishes to be considered. All proposals are awarded on the basis of low line item, low total line items, or in any other combination that serves the best interest of City, unless City designates this solicitation as an "all or none" proposal in the Supplemental Terms & Conditions.

All or None Proposal. Any proposal that is considered for award on an "all or none" basis must include a price for all units or line items. In an "All or None" proposal, a unit price left blank shall result in the proposal being deemed nonresponsive and disqualified from consideration. An "All or None" proposal is one in which City will award the entire contract to one Respondent only.

Delivery Dates. Proposed delivery dates must be shown in the proposal where required and shall include weekends and holidays, unless specified otherwise in this RFCSP. Proposed delivery times must be specific. Phrases such as "as required", "as soon as possible" or "prompt" may result in disqualification of the proposal. Special delivery instructions, if any, may be found in the Specifications / Scope of Services section of this document, or in the Purchase Order.

Tax Exemption. The City of San Antonio is exempt from payment of federal taxes, and State of Texas limited sales excise and use taxes. Respondents must not include such taxes in proposal prices. An exemption certificate will be signed by City where applicable upon request by Respondent after contract award.

Description of Supplies.

Any brand names, catalog or manufacturer's reference used in describing an item is merely descriptive, and not restrictive, unless otherwise noted, and is used only to indicate quality and capability desired.

Proposals submitted for comparable items must clearly identify the proposed product, model, and type, as applicable, and shall include manufacturer specification sheet(s) for each proposed item with proposal response. Product specifications shall be the most current available and be sufficiently detailed and descriptive so as to permit City to determine the item's suitability and compliance with proposal specifications. City shall be the sole judge of equality and suitability of comparable items.

Pro-rata adjustments to packaging and pricing may be allowed at the sole discretion of City.

Samples, Demonstrations and Pre-award Testing. If requested by City, Respondent shall provide product samples, demonstrations, and/or testing of items proposed to ensure compliance with specifications prior to award of the contract. Samples, demonstrations and/or testing must be provided within 7 calendar days of City's request. Failure to comply with City's request may result in rejection of a proposal. All samples (including return thereof), demonstrations, and/or testing shall be at Respondent's expense. Samples will be returned upon written request. Requests for return of samples must be made in writing at the time the samples are provided. Otherwise, samples will become property of City at no cost to City. Samples that are consumed or destroyed during demonstrations or testing will not be returned.

Estimated Quantities for Annual Contracts.

Designation as an "annual" contract is found in the contract's title on the Cover Page of this document. The quantities stated are estimates only and are in no way binding upon City. Estimated quantities are used for the purpose of evaluation. City may increase or decrease quantities as needed. Where a contract is awarded on a unit price basis, payment shall be based on the actual quantities supplied.

Respondents shall thoroughly examine the drawings, specifications, schedule(s), instructions and all other contract documents.

Respondents shall make all investigations necessary to thoroughly inform themselves regarding plant and facilities for delivery of material and equipment, or conditions and sites/locations for providing goods and services as required by this RFCSP. No plea of ignorance by Respondent will be accepted as a basis for varying the requirements of City or the compensation to Respondent.

Confidential or Proprietary Information. All proposals become the property of City upon receipt and will not be returned. Any information deemed to be confidential by Respondent should be clearly noted; however, City cannot guarantee that it will not be compelled to disclose all or part of any public record under the Texas Public Information Act, since information deemed to be confidential by Respondent may not be considered confidential under Texas law, or pursuant to a Court order.

Interlocal Participation.

City may engage in cooperative purchasing with other governmental entities or governmental cooperatives ("Entity" or "Entities") to enhance City's purchasing power. At City's sole discretion and option, City may inform other Entities that they may acquire items listed in this RFCSP. If this contract will be subject to cooperative purchasing, such fact will be indicated in the Supplemental Terms and Conditions portion of this RFCSP. Such acquisition(s) shall be at the prices stated in the proposal, and shall be subject to Respondent's acceptance. Entities desiring to acquire items listed in this RFCSP shall be listed on a rider attached hereto, if known at the time of issuance of the RFCSP. City may issue subsequent riders after contract award setting forth additional Entities desiring to utilize this proposal.

Respondent must sign and submit the rider, if attached to this RFCSP, with its proposal, indicating whether Respondent wishes to allow other Entities to use its proposal. Respondent shall sign and return any subsequently issued riders within ten calendar days of receipt. Respondent's decision on whether to allow other Entities to use the proposal shall not be a factor in awarding this RFCSP.

Costs of Proposing. Respondent shall bear any and all costs that are associated with the preparation of the proposal, attendance at the Pre-Submittal conference, if any, or during any phase of the selection process.

Rejection of Proposals.

City may reject any and all proposals, in whole or in part, cancel the RFCSP and reissue the solicitation. City may reject a proposal if:

Respondent misstates or conceals any material fact in the proposal; or

The proposal does not strictly conform to law or the requirements of the solicitation;

The proposal is conditional; or

Any other reason that would lead City to believe that the proposal is non-responsive or Respondent is not responsible.

City, in its sole discretion, may also waive any minor informalities or irregularities in any proposal, such as failure to submit sufficient proposal copies, failure to submit literature or similar attachments, or business affiliation information.

Variations and Exceptions to Proposal Terms. In order to comply with State law, Respondents must submit proposals on the same material terms and conditions. Proposals that contain material variations or exceptions to the terms and conditions, including additional terms and conditions, will be rejected.

Changes to Proposal Form. Proposals must be submitted on the forms furnished, where forms are provided. Proposals that change the format or content of City's RFCSP will be rejected.

Withdrawal of Proposals. Proposals may be withdrawn prior to the due date for submission. Written notice of withdrawal shall be provided to the City Clerk for proposals submitted in hard copy. Proposals submitted electronically may be withdrawn electronically.

Proposal Opening. Proposals will be opened publicly and the names of the Respondents read aloud at 2:30 P.M. on the day the proposals are due. Proposal openings are held at Purchasing Office, Riverview Tower, 11th floor, 111 Soledad, Suite 1100, San Antonio, Texas 78205. However, in accordance with state law, the contents will not be revealed until after the contract is awarded.

Evaluation and Award of Contract.

Per Section §252.043 of the Texas Local Government Code, the contract will be awarded to the responsible Respondent whose proposal is determined to be the most advantageous to City, considering the relative importance of price and the other evaluation factors included in this RFCSP.

City reserves the right to make an award on the basis of low line item, low total line items, or in any other combination that serves the best interest of City, unless City designates this solicitation as an "all or none" proposal in the Supplemental Terms & Conditions.

A written award of acceptance (manifested by a City Ordinance) and Purchase Order furnished to Respondent results in a binding contract without further action by either party. Vendor must have the Purchase Order before making any delivery.

City reserves the right to utilize historical usage data as a basis for evaluation of proposals when future usages are unable to be determined.

City reserves the right to delete items prior to the awarding of the contract, and purchase said items by other means.

Inspection of Facilities/Equipment.

Depending on the nature of the RFCSP, Respondent's facilities and equipment may be a determining factor in making the proposal award. All Respondents may be subject to inspection of their facilities and equipment.

Prospective Respondents must prove beyond any doubt to the City Purchasing Administrator that they are qualified and capable of performing the contract's requirements.

Prompt Payment Discount.

Provided Respondent meets the requirements stated herein, City shall take Respondent's offered prompt payment discount into consideration. The evaluation will not be based on the discount percentage alone, but rather the net price as determined by applying the discount to the proposal price, either per line item or total proposal amount. However, City reserves the right to reject a discount if the percentage is too low to be of value to City, all things considered. City may also reject a discount if the percentage is so high as to create an overly large disparity between the price City would pay if it is able to take advantage of the discount and the price City would pay if it were unable to pay within the discount period. City may always reject the discount and pay within the 30 day period, at City's sole option.

City will not consider discounts that provide fewer than 10 days to pay in order to receive the discount.

For example, payment terms of 2% 5, Net 30 will NOT be considered in proposal evaluations or in the payment of invoices. However, payment terms of 2% 10, Net 30 will result in a two percent reduction in the proposal price during proposal evaluation, and City will take the 2% discount if the invoice is paid within the 10 day time period.

Prohibited Financial Interest.

The Charter of the City of San Antonio and its Ethics Code prohibit a City officer or employee, as those terms are defined in the Ethics Code, from having a financial interest in any contract with City or any City agency such as City-owned utilities. An officer or employee has a "prohibited financial interest" in a contract with City or in the sale to City of land materials, supplies or service, if any of the following individual(s) or entities is a party to the contract or sale: the City officer or employee; his parent, child or spouse; a business entity in which he or his parent, child or spouse owns ten (10) percent or more of the voting stock or shares of the business entity, or ten (10) percent or more of the fair market value of the business entity; or a business entity in which any individual or entity above listed is a subcontractor on a City contract, a partner or a parent or subsidiary business entity.

Conflict of Interest.

Effective January 1, 2006, Chapter 176 of the Texas Local Government Code requires that persons, or their agents, who seek to contract for the sale or purchase of property, goods, or services with the City, shall file a completed conflict of interest questionnaire with the City Clerk not later than the 7th business day after the date that the person: (1) begins contract discussions or negotiations with the City; or (2) submits to the City an application, response to a request for proposals or proposals, correspondence, or another writing related to a potential agreement with the City. The conflict of interest questionnaire form is available from the Texas Ethics Commission at www.ethics.state.tx.us. Completed conflict of interest questionnaires may be mailed or delivered by hand to the Office of the City Clerk. If mailing a completed conflict of interest questionnaire, mail to: Office of the City Clerk, P.O. Box 839966, San Antonio, TX 78283-3966. If delivering a completed conflict of interest questionnaire, deliver to: Office of the City Clerk, City Hall, 2nd floor, 100 Military Plaza, San Antonio, TX 78205." Respondent should consult its own legal advisor with questions regarding the statute or form. Do not include this form with your proposal. The Purchasing Division will not deliver the form to the City Clerk for you.

PART B

SUBMISSION REQUIREMENTS

Respondent's Proposal shall include the following items in the following sequence, noted with the appropriate heading as indicated below. If Respondent is proposing as a team or joint venture, provide the same information for each member of the team or joint venture.

If submitting a hard copy proposal, submit one original, signed in ink, five (5) copies, and one copy of the proposal on compact disk (CD) containing an Adobe PDF version of the entire proposal. Each of the items listed below must be labeled with the heading indicated below as a separate file on the CD.

If submitting electronically through City's portal, scan and upload these documents with your proposal. Each of the items listed below must be uploaded as a separate attachment, labeled with the heading indicated below.

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EXECUTIVE SUMMARY. The summary shall include a statement of the work to be accomplished, how Respondent proposes to accomplish and perform each specific service and unique problems perceived by Respondent and their solutions.

GENERAL INFORMATION FORM. Use the Form found in this RFCSP as Attachment A, Part One.

EXPERIENCE, BACKGROUND & QUALIFICATIONS. Use the Form found in this RFCSP as Attachment A, Part Two.

PROPOSED PLAN. Use the Form found in this RFCSP as Attachment A, Part Three.

PRICE SCHEDULE. Use the Pricing Schedule that is found in this RFCSP as Attachment B.

CONTRACTS DISCLOSURE FORM. Use the Form in RFCSP Attachment C which is posted separately or Respondent may download a copy at:

<https://www.sanantonio.gov/eforms/atty/ContractsDisclosureform.pdf>.

Instructions for completing the Contracts Disclosure form:

Download form and complete all fields. All fields must be completed prior to submitting the form.

Click on the "Print" button and place the copy in your proposal as indicated in the Proposal Checklist.

LITIGATION DISCLOSURE FORM. Complete and submit the Litigation Disclosure Form, found in this RFCSP as Attachment D. If Respondent is proposing as a team or joint venture, then all persons or entities who will be parties to the contract (if awarded) shall complete and return this form.

SMALL BUSINESS ECONOMIC DEVELOPMENT ADVOCACY (SBEDA) PROGRAM FORM(S). Complete, sign and submit any and all SBEDA form(s), found in this RFCSP as Attachment E.

PROOF OF INSURABILITY. Submit a letter from insurance provider stating provider's commitment to insure the Respondent for the types of coverages and at the levels specified in this RFCSP if awarded a contract in response to this RFCSP. Respondent shall also submit a copy of their current insurance certificate.

PROPOSAL BOND. Submit proposal bond in the amount of \$5,000.00.

SIGNATURE PAGE. Submitting a hard copy proposal, Respondent must complete, sign and submit the Signature Page found in this RFCSP Section 007. The Signature Page must be signed by a person, or persons, authorized to bind the entity, or entities, submitting the proposal. Proposals signed by a person other than an officer of a corporate Respondent or partner of partnership Respondent shall be accompanied by evidence of authority.

PROPOSAL CHECKLIST. Complete and submit the Proposal Checklist found in this RFCSP as Attachment F.

Respondent is expected to examine this RFCSP carefully, understand the terms and conditions for providing the services listed herein and respond completely. **FAILURE TO COMPLETE AND PROVIDE ANY OF THESE PROPOSAL REQUIREMENTS MAY RESULT IN THE RESPONDENT'S PROPOSAL BEING DEEMED NON-RESPONSIVE AND THEREFORE DISQUALIFIED FROM CONSIDERATION.**

EVALUATION CRITERIA

City will conduct a comprehensive, fair and impartial evaluation of all submissions received in response to this RFCSP. City may appoint a selection committee to perform the evaluation. Each submission will be analyzed to determine overall responsiveness and qualifications under this RFCSP. Criteria to be evaluated will include the items listed below. The selection committee may select Respondents who are judged to be reasonably qualified for interviews, depending on whether further information is needed. Interviews are not an opportunity to change a submission. If the City elects to conduct interviews, respondents may be interviewed and re-scored based upon the same criteria. City may also request information from respondents at any time prior to final approval of a selected respondent, or seek best and final offers from respondents deemed reasonably qualified for award. Final approval of a selected respondent is subject to the action of the San Antonio City Council.

Evaluation Criteria:

Experience, Background, Qualifications and References (30 points) – Experience with similar work and organization, extent of onsite/online auctions, quality of references, client base services (sellers and purchasers), and financial capabilities.

Proposed Plan -

Service and Facilities (30 points) – The range of services offered, on site/online capabilities, quality of sale location, adequacy/security of facility, description of operation policies and procedures.

Advertising/Marketing (15 points) – Quality of the vendor’s plan to market and advertise assets for sale, methodology utilized for sale of items on the internet.

Price Schedule (15 points)

SBE Prime Contract Program (10 points) - Certified SBE firms headquartered or having a Significant Business Presence within the San Antonio Metropolitan Statistical Area responding to this solicitation as Prime Contractors proposing at least 51% SBE participation (Prime and/or Subcontractor) will receive ten (10) evaluation criteria percentage points.

No evaluation criteria percentage Points will be awarded to non-SBE Prime Contractors through subcontracting to certified SBE firms.”

004 - SPECIFICATIONS / SCOPE OF SERVICES

INTRODUCTION/BACKGROUND:

The City of San Antonio owns and operates a fleet of approximately 4,900 vehicles, off road equipment and other equipment that periodically requires disposal. The fleet is comprised of approximately 3,800 on-road vehicles, 630 off-road heavy equipment (e.g., graders, loaders, bulldozers, etc.) and 470 miscellaneous non-rolling stock equipment (e.g., concrete saws, generators, etc.). Currently vehicles and off-road heavy equipment most likely to be auctioned are assigned to 7 Fleet Services Division vehicle maintenance locations throughout San Antonio.

The City's choice of disposal method for its fleet assets varies depending on the situation, and many are sold through the auction method covered by this contract. The ones not sold through the auction process are generally used as trade-ins in connection with its purchase of replacement vehicles or are sold as scrap, if warranted (e.g., totaled vehicles).

SCOPE:

The City of San Antonio is soliciting proposals from qualified, licensed Auctioneers to publicize, including by listing items of City property on Auctioneer's website, and sell by auction such personal property, including, but not limited to fleet vehicles, off road heavy equipment, trailers and non-rolling stock equipment in accordance with the specifications listed herein. The auctioneer must either be located within Bexar County, Texas or have contracted for use of a Bexar County facility that is adequate to meet the storage requirements and provide an outlet to conduct an auction. The City is interested in a company whose primary business, professional qualifications, technical competence and specialized experience indicate their willingness to satisfactorily perform this service and show the ability to make reasonable and prudent efforts to maximize the value of the vehicles and equipment for sale.

Over the past 5 years, the City has sold approximately \$15 million (\$3 million annually) worth of vehicles and equipment. Of that amount approximately 800 police cruisers were sold for \$6 million; 300 sedans were sold for \$1.5 million; 600 pickup and SUVs were sold for \$3 million; and \$4.5 million worth of light, medium and heavy duty trucks, off road equipment and components were sold.

The City makes absolutely no warranties of any kind regarding any items being sold by the auctioneer. The vehicles and equipment will be sold "as is", "where is" with no warranties express or implied, and it is the responsibility of the auctioneer to notify prospective purchasers of this provision. Not all vehicles or equipment may be in operating condition.

Auctioneer shall furnish auction facilities, labor, materials, equipment, advertising, personnel and services necessary to auction surplus vehicles, equipment and other rolling stock provided for auction from the City. The City is seeking Competitive Sealed Proposals which will maximize this service consistent with overall best value. All requirements and responsibilities of an auctioneer holding regular on-site auctions such as storage, viewing, prepping and titling of vehicles will also be required for auctioneers conducting internet on-line auctions. City must review and consent to the methods and procedures an auctioneer proposes to use before it will permit the use of internet auctions.

FUNCTIONAL REQUIREMENTS:

A. SERVICES AND FACILITIES:

Auctioneer shall be able to provide auctions that are available to the general public on a weekly basis and shall provide proof of such ability. The City will not guarantee a minimum or maximum number of vehicles that will be provided for each auction. Auctioneer must offer a web site for buyers to conduct business 24 hours a day, 7 days a week. Auction inspectors must capture images and information related to the vehicles and equipment available for auction. The condition, images and inspections must appear online for the vehicles and equipment offered for sale. Buyers must be able to view and purchase vehicles by submitting proposals in both an online real-time simulcast or during non-business hours. Auctions must offer a mobile application compatible with the iPhone® and Android™ smart phones.

Auctioneer shall provide operational and administrative support staff to provide proper billing documentation. Auctioneer's billing documentation shall include documents indicating the sale price of vehicle, sales fees and other fees approved by the City, amount payable to the City, name of purchaser, vehicle description and vehicle identification number and any other documentation required by law or the City of San Antonio. The City will provide to auctioneer a Certificate of Title and related transfer papers for each vehicle to be sold. The auctioneer may be required to file for a Duplicate Title or Salvage Title with the State, if needed. The auctioneer will deliver the appropriate title instruments to each buyer. All fees

to be paid under this contract will be derived from the proceeds of the auction of items sold. The vendor will not charge the City for any items not sold at auction. Samples of all sales, title transfers and billing documentation shall be submitted with proposals as requested in Attachment A, Part Two.

Auctioneer shall identify a full range of auction related services available to the City. The City may, at its discretion and in select situations, request vendor to provide additional preparatory services on a vehicle or equipment being sold. Auctioneer must offer pre-sale certification for sellers and post-sale inspection for buyers. Auctioneer will only provide these additional services if instructed to by the Fleet Acquisitions Administrator or designee.

Auctioneer must have a reconditioning center that provides full or partial reconditioning, de-identifying services, tire service bays, frame and inspection bays. Auctioneer must have the ability to supply vehicle preparatory service which includes full detail (wash exterior, interior vacuum, towel dry vehicle, windows cleaned inside & out, air freshener and tire dressing), wash exterior & vacuum interior, sales day rinse and wipe-down, fueling services, and jump start. Auctioneer will only provide these additional services if instructed to by the Fleet Acquisitions Administrator or designee.

Auctioneer shall furnish a full mechanical repair bay and be able to perform mechanical repair and body repairs if requested. Auctioneer will be instructed on the details and extent of the repairs as needed in writing. Auctioneer will have maximum of 10 days to complete the repairs of the vehicle. Auctioneer will have to request an extension in writing from the City's Fleet Acquisitions Administrator or designee to extend the repair time if the repairs will take longer than 10 days to complete. The City reserves the right to have the repairs performed by the auctioneer facility or to pick up the vehicle and have the repair performed by a City repair facility. The City will instruct the auctioneer on the disposition of the vehicle, whether City will pick-up the vehicle or utilize the pickup and delivery service offered by the auctioneer. Auctioneer will only provide these additional services if instructed to by the Fleet Acquisitions Administrator or designee.

B. MINIMUM REQUIREMENTS:

1. The City may conduct an on-site inspection of Respondent's facility. Location shall be secure with 24 hour security personnel, surveillance cameras, perimeter fence, and able to store a minimum of 100 City-owned vehicles and equipment comprised of automobiles, light, medium and heavy duty trucks, off road equipment and components, for up to 21 days prior to auction date and have the ability to hold over items not sold for up to 1 year, at no additional cost to the City. The facility must have an asphalt or concrete paved lot for City-owned automobiles, light, medium and heavy duty trucks and an appropriate area for off-road equipment and components.
2. The facility must provide an assigned parking space for the City on auction day. City vehicles must be offered at the largest auction sale of the week, with a minimum of one sale per week. All City vehicles and equipment must be made available for purchase to the general public.
3. Auctioneer shall publicize, including by listing items of City property on Auctioneer's website, and sell by auction such personal property (hereafter "the Property"), including, but not limited to fleet vehicles, off road heavy equipment and non-rolling stock equipment, as City shall provided from time to time. City does not guarantee any set quantity of property to be provided for auction, the amounts provided herein being estimates only.
4. Auctioneer shall publicize and hold heavy equipment sales at a minimum of twice annually, separately from sales of other items. Auctioneer shall aggregate City's heavy equipment with that of other customers, when possible, for these specialized auctions to maximize the value of the vehicles and equipment for sale.
5. Auctioneer shall use its professional best efforts to sell the Property at public auction to the highest price obtainable.
6. Auctioneer shall advertise and market the sale of the property within Bexar County, at a minimum, at no cost to City. Auctioneer shall include the name under which it is licensed and the license number in all advertisements.
7. Auctioneer shall conduct all auctions with reserve. City reserves the right to specify acceptable minimum sales prices prior to any auction and may decline any sale at prices bid at any auction that City considers unacceptable. City may withdraw the Property at any time prior to the completion of the sale.
8. The Property shall remain in the possession of Auctioneer until full payment has been received from the purchaser. City shall not be responsible for delivery of items sold by Auctioneer to purchasers. Auctioneer shall include in all advertisements and notices that delivery shall be F.O.B. Auctioneer's location and purchasers are required to take delivery at Auctioneer's location upon conclusion of the bidding or a reasonable time thereafter.
9. Auctioneer must have a minimum of 10 years experience as a professional licensed auctioneer, 5 of which must be in conducting auctions for government entities.

10. Auctioneer must assign one administrative staff member and an alternative person to the City's account.

ADVERTISING AND MARKETING PLAN:

Auctioneer must actively advertise and market the sale of City vehicles. Refer to Attachment A, Part 3, #3.

PAYMENT PROVISIONS:

The awarded Auctioneer shall pay to City, by check(s) drawn on the auction company's business account and made payable to the City of San Antonio, the gross sales price of the property sold, less amounts deducted for compensation and expenses as provided in this contract. Said check(s) shall be delivered to the Building and Equipment Services Department, Fleet Services Division - Acquisitions, no later than 1:00 P.M. the third working day following the sale of the property without exception. The City shall not accept checks or cash from the purchaser of the property.

Auctioneer shall guarantee all funds for each unit sold even if Auctioneer is not paid by the purchaser of the property (e.g., bounced checks from purchasers).

Auctioneer shall submit invoices to City at the time of each payment. The invoices shall detail for each item of property sold, to City's sole satisfaction, the purchase price paid by the buyer, and each item of expense, cost or fee withheld by Auctioneer, as permitted in accordance with this contract. Invoices shall be marked "Paid".

"Gross Sales Price" shall mean the price for which an item of City's property is sold by awarded Auctioneer, less any taxes. The definition of "Gross Sales Price" shall not include fees, costs or expenses charged to a buyer, such as title or license fees.

Credit and PIN Based Debit Card Transactions. Contractor shall use City's merchant number and processor to process credit card transactions and PIN based debit card transactions.

The City has an exclusive merchant banking (credit card services) relationship. In accordance with the credit card services contract, the current provisions indicate that the City's merchant banking contractor shall be the City's exclusive provider of all transaction processing services (including, without limitation, the authorization, conveyance and settlement of Transactions), and City shall not use the services of any bank, corporation, entity or person other than them for such services.

The Respondent must be certified to process credit card transactions through the City's current Merchant Banking Services Provider's platform, which is the NAP platform through Chase Paymentech, LLC. Should the City's Merchant Banking Services Provider change, the Respondent must have the capability of adjusting and be required to adjust to accommodate possible changes in the platform utilized. These provisions are applicable to any proposed subcontractors that are included in the Respondents bid response.

In the event that Respondent either stores, processes, manages, transmits, and/or is provided physical or logical access to systems, networks or applications that handle City credit card transactions, Respondent shall comply with Payment Card Industry (PCI) Security Standards Council (SSC) standards (ie. Payment Application (PA), Data Security Standards (DSS) and/or Credit Card Brand Service Provider Registration) and provide any certification and/or other documentation required to ensure PCI-SSC compliance as requested. Respondent will be required to provide a status report and evidence of validation of compliance at least annually. This provision is applicable to any proposed subcontractors that are referenced in the Respondents bid response or added at a later date.

In the event that the service being offered to the City requires card brand registration, the Respondent shall comply in order to conduct business with the City. This provision is applicable to any proposed subcontractors that are referenced in the Respondents bid response or added at a later date.

The Respondent's credit card software, interface, or third party application must include testing and the recommended implementation process, as well as a sample implementation schedule.

If the City requires the use of multiple merchant accounts for various locations and/or facilities, the Respondent's software, interface, or third party application must have the capability of processing and accommodating multiple merchant accounts.

The City shall pay no fee, cost or expense to Auctioneer for any item Auctioneer is unable to sell.

The City shall pay no storage fees for items of City property placed with awarded Auctioneer for sale, except as otherwise provided herein.

No additional fees or expenses of Auctioneer shall be charged by Auctioneer nor be payable by City, unless clearly provided for in the contract.

NATIONAL AUCTION ASSOCIATION'S ARBITRATION POLICY

If Auctioneer conducts its auctions pursuant to the National Auction Association's rules, or any similar rules, policies or procedures, Auctioneer agrees that any provision in the National Auction Association's policy, or said other rules, policies or procedures, holding City responsible for the accuracy and completeness of all representations or descriptions made by Auctioneer at the time of sale shall be null and void and stricken from the policy, as it is applied to City, unless the representations or descriptions are the same as those made by City to Auctioneer. In addition, any provision in the National Auction Association's Arbitration policy, or said other rules, policies or procedures, requiring City to indemnify Auctioneer or any other party shall be null and void, and stricken from the rules, policies or procedures, as they are applied to City.

PRICING

Auctioneer should conduct auctions in such a way as to maximize the per unit revenue realized by the City. Auctioneer's fee shall include all costs and fees associated with auctioneering of the various types of equipment, unless set forth separately in Item 2 on the Price Schedule attached hereto.

PRE-SUBMITTAL CONFERENCE

A pre-submittal conference will be held at the City of San Antonio's Finance Department, Purchasing Division, Large Conference Room located in the Riverview Towers on 111 Soledad, 11th Floor, San Antonio, TX 78205 on October 21, 2013 at 1:00 PM CST. The pre-submittal conference is NOT mandatory but offers potential Respondents the best opportunity to obtain information and ask questions about this Request for Competitive Sealed Proposal.

005 - SUPPLEMENTAL TERMS & CONDITIONS

Original Contract Term.

This contract shall begin upon the effective date of the ordinance awarding the contract. This contract shall terminate on MARCH 31, 2016.

Renewals.

At City's option, this Contract may be renewed under the same terms and conditions for 2 additional 1 year period(s). Renewals shall be in writing and signed by Director, without further action by the San Antonio City Council, subject to and contingent upon appropriation of funding therefore.

Temporary Short Term Extensions.

City shall have the right to extend this contract under the same terms and conditions beyond the original term or any renewal thereof, on a month to month basis, not to exceed three months. Said month to month extensions shall be in writing, signed by Director, and shall not require City Council approval, subject to and contingent upon appropriation of funding therefore.

All or None Proposal.

City of San Antonio will make award to one Respondent only.

Internal / External Catalog.

San Antonio e-Procurement. The City is using an "e-Procurement" system (SAePS) based on SAP's Supplier Relationship Management (SRM) software. SAePS is a secure, web browser-based system that gives City employees the ability to shop for items from online catalogs and brings the items back automatically into SAePS. Online catalogs include both a SAePS internal catalog and externally hosted catalogs on supplier websites.

SAePS Electronic Catalog Options. Vendor shall furnish an electronic catalog that contains only the items awarded by City and displays pricing proposal under this contract. Vendor may choose either Option 1 or Option 2 below as the method for furnishing the catalog.

Option 1. Vendor shall host an online catalog (Punch Out Catalog) with Open Catalog Interface (OCI) compliant integration to the SAePS system. This Punch Out Catalog shall have e-commerce functions, including, but not limited to, cataloging, searching and shopping cart functionality. Integration includes linking to the online catalog from SAePS, shopping, and electronically returning the data back to SAePS.

Option 2. Internal Catalog. Vendor shall provide a list of products and services awarded under this contract for uploading into the COSA e-Procurement system in an electronic format as specified by City. The electronic submission may be through email, unless it exceeds City's maximum allowable file size limit. In such case, Vendor shall provide the submission on a CD or other means approved by City.

Paper Catalog. If a Punch Out Catalog is not available and Vendor elects to provide an Internal Catalog, City, at its sole option, may require Vendor to provide its Internal Catalog in paper form in addition to the electronic form.

Catalog Content. All catalogs, regardless of the form in which they are provided, must include these elements, at a minimum.

- Your part number
- Short and long descriptions
- Units of measure
- Pricing, contract pricing, tiered pricing
- Classification of parts
- Manufacturer and Manufacturer part number
- Keywords, tags

Time to Provide Catalog. Catalogs required under this provision must be provided within 10 business days of request by City, and no later than 5 business days from the date of contract award.

Catalog Updates.

If this contract allows for increases in price, Vendor must provide timely updates to the City. For Punch Out catalogs, Vendor must update pricing on their website and provide City a notification and detailed explanation of the price updates. For Internal Catalogs, Vendor must provide an updated pricing file with details of the pricing updates. If paper catalogs have been requested, updated paper catalogs must be provided concurrently with Internal Catalog files, or as soon thereafter as printed catalogs become available.

Insurance.

Prior to the commencement of any work under this Agreement, Vendor shall furnish copies of all required endorsements and completed Certificate(s) of Insurance to the City's Finance Department – Procurement Division, which shall be clearly labeled "Auction Services for Automotive Vehicles and Equipment" in the Description of Operations block of the Certificate. The Certificate(s) shall be completed by an agent and signed by a person authorized by that insurer to bind coverage on its behalf. City will not accept a Memorandum of Insurance or Binder as proof of insurance. The certificate(s) must have the agent's signature and phone number, and be mailed, with copies of all applicable endorsements, directly from the insurer's authorized representative to City. City shall have no duty to pay or perform under this Agreement until such certificate and endorsements have been received and approved by City's Finance Department. No officer or employee, other than City's Risk Manager, shall have authority to waive this requirement.

City reserves the right to review the insurance requirements of this Article during the effective period of this Agreement and any extension or renewal hereof and to modify insurance coverages and their limits when deemed necessary and prudent by City's Risk Manager based upon changes in statutory law, court decisions, or circumstances surrounding this Agreement. In no instance will City allow modification whereby City may incur increased risk.

A Vendor's financial integrity is of interest to City; therefore, subject to Vendor's right to maintain reasonable deductibles in such amounts as are approved by City, Vendor shall obtain and maintain in full force and effect for the duration of this Agreement, and any extension here of, at Vendor's sole expense, insurance coverage written on an occurrence basis, unless otherwise indicated, by companies authorized to do business in the State of Texas and with an A.M Best's rating of no less than A- (VII), in the following types and for an amount not less than the amount listed below:

TYPE	AMOUNTS
1. Workers' Compensation	Statutory
2. Employers' Liability	\$500,000/\$500,000/\$500,000
3. Broad form Commercial General Liability Insurance to include coverage for the following: a. Premises operations b. Independent Contractors c. Products/completed operations d. Personal Injury e. Contractual Liability f. Damage to property rented by you	For Bodily Injury and Property Damage of \$1,000,000 per occurrence; \$2,000,000 General Aggregate, or its equivalent in Umbrella or Excess Liability Coverage f. \$100,000
4. Business Automobile Liability a. Owned/leased vehicles b. Non-owned vehicles c. Hired Vehicles	Combined Single Limit for Bodily Injury and Property Damage of \$1,000,000 per occurrence
5. Fidelity or Commercial Crime Insurance Employee Dishonesty Policy – City will be named as Loss Payee	\$100,000

Vendor agrees to require, by written contract, that all subcontractors providing goods or services hereunder obtain the same insurance coverages required of Vendor herein, and provide a certificate of insurance and endorsement that names Vendor and City as additional insured. Vendor shall provide City with said certificate and endorsement prior to the commencement of any work by the subcontractor. This provision may be modified by City's Risk Manager, without subsequent City Council approval, when deemed necessary and prudent, based upon changes in statutory law, court

decisions, or circumstances surrounding this agreement. Such modification may be enacted by letter signed by City's Risk Manager, which shall become a part of the contract for all purposes.

As they apply to the limits required by City, City shall be entitled, upon request and without expense, to receive copies of the policies, declaration page, and all endorsements thereto and may require the deletion, revision, or modification of particular policy terms, conditions, limitations, or exclusions (except where policy provisions are established by law or regulation binding upon either of the parties hereto or the underwriter of any such policies). Vendor shall be required to comply with any such requests and shall submit a copy of the replacement certificate of insurance to City at the address provided below within 10 days of the requested change. Vendor shall pay any costs incurred resulting from said changes.

City of San Antonio
Attn: Finance Department, Purchasing Division
P.O. Box 839966
San Antonio, Texas 78283-3966

Vendor agrees that with respect to the above required insurance, all insurance policies are to contain or be endorsed to contain the following provisions:

Name City, its officers, officials, employees, volunteers, and elected representatives as additional insureds by endorsement, as respects operations and activities of, or on behalf of, the named insured performed under contract with City, with the exception of the workers' compensation and professional liability policies;

Provide for an endorsement that the "other insurance" clause shall not apply to the City of San Antonio where City is an additional insured shown on the policy;

Workers' compensation, employers' liability, general liability and automobile liability policies will provide a waiver of subrogation in favor of City; and

Provide advance written notice directly to City of any suspension, cancellation, non-renewal or material change in coverage, and not less than ten (10) calendar days advance notice for nonpayment of premium.

Within five (5) calendar days of a suspension, cancellation or non-renewal of coverage, Vendor shall provide a replacement Certificate of Insurance and applicable endorsements to City. City shall have the option to suspend Vendor's performance should there be a lapse in coverage at any time during this contract. Failure to provide and to maintain the required insurance shall constitute a material breach of this Agreement.

In addition to any other remedies City may have upon Vendor's failure to provide and maintain any insurance or policy endorsements to the extent and within the time herein required, City shall have the right to order Vendor to stop work hereunder, and/ or withhold any payment(s) which become due to Vendor hereunder until Vendor demonstrates compliance with the requirements hereof.

Nothing herein contained shall be construed as limiting in any way the extent to which Vendor may be held responsible for payment of damages to persons or property resulting from Vendor's or its subcontractors' performance of the work covered under this Agreement.

It is agreed that Vendor's insurance shall be deemed primary and non-contributory with respect to any insurance or self insurance carried by City for liability arising out of operations under this Agreement.

It is understood and agreed that the insurance required is in addition to and separate from any other obligation contained in this Agreement and that no claim or action by or on behalf of City shall be limited to insurance coverage provided.

Vendor and any subcontractors are responsible for all damage to their own equipment and/or property.

Proposal Bonds.

Contractor must submit a proposal bond, in a form acceptable to City, made payable to the City of San Antonio, executed by a corporate surety acceptable to City who is licensed pursuant to the Texas Insurance Code and listed on the United States Department of the Treasury's Listing of Approved Sureties (Dept Circular 570) in the amount of \$5,000.00. The Proposal Bond shall be valid for 180 days following the deadline for submission of proposals. The Proposal Bond must be accompanied by an original signed and notarized Power-of-Attorney bearing the seal of the issuing surety company and reflecting that the signatory to the bond is a designated Attorney-in-Fact. If Respondent is not selected, City will not collect on the bond, but will keep the original document pursuant to the Local Government Records Act and applicable retention schedule. Any proposals received without a Proposal Bond will be disqualified.

For hard copy proposals, the proposal bond must accompany the proposal. For electronic submissions, Respondent must provide the original proposal bond to the City Clerk prior to proposal due date in accordance with the instructions for submission of hard copy proposals.

Performance Bond.

Contractor shall provide a performance bond made payable to the City of San Antonio, executed by a corporate surety acceptable to City who is licensed pursuant to the Texas Insurance Code in the amount of \$100,000.00. Said bond must be in a form acceptable to City. Said bond shall further provide that the surety shall indemnify the obliged for all damages or losses resulting from the principal's default. Said bond shall further guarantee the principal's performance of all terms and obligations under this contract. Said bond must have attached thereto a Power of Attorney as evidence of the authority of the person executing the bond to bind the surety. This bond must be furnished in compliance with the statutory requirements of the Texas Government Code, chapter 2253. This bond must be executed and delivered to City prior to commencement of work under this contract.

Incorporation of Attachments.

Each of the attachments listed below is an essential part of this contract, which governs the rights and duties of the parties, incorporated herein by reference, and shall be interpreted in the order of priority as appears below, with this document taking priority over all attachments:

Attachment A, Part One - General Information and References

Attachment A, Part Two - Experience, Background & Qualifications

Attachment A, Part Three – Proposed Plan

Attachment B – Price Schedule

Attachment C - Contracts Disclosure form

Attachment D - Litigation Disclosure

Attachment E – SBEDA Form

Provisions Pertaining to Labor Contracts.

All charges for labor will be paid in accordance with Item 2 on the Price Schedule. Mechanical and body repair work must be pre-approved in writing by City's Fleet Services Division.

Charges for overhaul or rebuild of components (i.e., hydraulic pumps, hydraulic cylinders, auxiliary drives, ejector panels, etc.) shall not exceed 65% of acquisition cost for a new like item, unless otherwise approved in writing by the Fleet Services Division.

Labor hours will be paid based on published industry standards where they apply. In areas where such standards have not been published, City reserves the right to restrict labor hours based on historic experience for like repairs.

Charges for outside labor must be supported by a copy of the outside vendor's invoice, attached to Vendor's invoice submitted to City for payment. Outside labor will be paid only when all internal resources of Vendor have been expended and when the lack of tooling and expertise to perform a particular task becomes a factor. Outside labor

must be approved by City in writing by the Fleet Services Division before work proceeds. Payment will not exceed the amount of the outside vendor's invoice. Outside labor up charges will not be allowed.

Upon notification to City by Vendor that equipment repairs have been completed, documentation of labor and parts used must be available for inspection by City. Final invoices are preferred at this time.

All parts which have been replaced and billed must be available for inspection by City. Such parts will be picked up at the time of equipment acceptance by City.

All costs associated with shop supplies, environmental/disposal fees, or any other expenses incurred in fulfilling this contract, are included in the proposal price.

Interlocal Participation.

This contract is open to cooperative purchasing by other governmental entities or purchasing cooperatives ("Entity").

In no event shall City be considered a dealer, remarketer, agent or other representative of Vendor or Entity. Further, City shall not be considered and is not an agent, partner or representative of the Entity making purchases hereunder, and shall not be obligated or liable for any such order.

Entity purchase orders shall be submitted directly to Vendor by the Entity.

Vendor authorizes City's use of Vendor's name, trademarks and Vendor provided materials in City's presentations and promotions regarding the availability of use of this contract. City makes no representation or guarantee as to any minimum amount being purchased by Entity, or whether Entity will purchase utilizing City's contract.

CITY WILL NOT BE LIABLE OR RESPONSIBLE FOR ANY OBLIGATIONS, INCLUDING, BUT NOT LIMITED TO, PAYMENT, AND FOR ANY ITEM ORDERED BY AN ENTITY OTHER THAN CITY.

006 - GENERAL TERMS & CONDITIONS

Electronic Proposal Equals Original. If Vendor is submitting an electronic proposal, City and Vendor each agree that this transaction may be conducted by electronic means, as authorized by Chapter 322, Texas Business & Commerce Code, known as the Electronic Transactions Act.

Delivery of Goods/Services.

Destination Contract. Vendor shall deliver all goods and materials F.O.B., City of San Antonio's designated facility, inside delivery, freight prepaid, to the address provided in this RFCSP or, if different, in the Purchase Order. Vendor shall bear the risk of loss until delivery. Freight charges will be paid only when expedited delivery is requested and approved in writing by the City. Vendor shall be responsible for furnishing necessary personnel or equipment and/or making necessary arrangements to off load at City of San Antonio facility, unless otherwise noted herein.

Failure to Deliver. When delivery is not met as provided for in the contract, the City may make the purchase on the open market, with any cost in excess of the contract price paid by Vendor, in addition to any other direct, indirect, consequential or incidental damages incurred by the City as a result thereof. In addition, Vendor may be removed from the City's list of eligible Respondents.

Purchase Orders. Each time a City department wishes to place an order against this contract, it will issue Vendor a purchase order. Vendor must have the purchase order before making any delivery.

Acceptance by City. City shall have a reasonable time (but not less than 30 days) after receipt to inspect the goods and services tendered by Vendor. City at its option may reject all or any portion of such goods or services which do not, in City's sole discretion, comply in every respect with all terms and conditions of the contract. City may elect to reject the entire goods and services tendered even if only a portion thereof is nonconforming. If the City elects to accept nonconforming goods and services, the City, in addition to its other remedies, shall be entitled to deduct a reasonable amount from the price thereof to compensate the City for the nonconformity. Any acceptance by the City, even if non-conditional, shall not be deemed a waiver or settlement of any defect in such goods and services.

Testing. After award of contract, City may, at its sole option, test the product delivered to ensure it meets specifications. Initial testing shall be at City's expense. However, if the product does not to meet specifications, Vendor shall reimburse City for the costs of testing. City may withhold the cost of testing from any amounts owed to Vendor under this or any other contract, or invoice Vendor for same. If invoiced, Vendor shall pay City within 30 calendar days' of the invoice.

Warranty. A minimum of 90-days product guarantee or the manufacturer's standard commercial warranty, whichever is greater, shall apply to all products and/or services purchased under this RFCSP, unless otherwise specified in the Specifications/Scope of Services section of this RFCSP. This warranty shall provide for replacement of defective merchandise, parts, and labor, and shall include pick-up of the defective merchandise from City and delivery of the replacement(s) to the same location. The warranty shall be effective from the date of acceptance of the merchandise, or completion of the service, as applicable.

REJECTION OF DISCLAIMERS OF WARRANTIES & LIMITATIONS OF LIABILITY. ANY TERM OR CONDITION IN ANY DOCUMENT FURNISHED BY VENDOR, DISCLAIMING THE IMPLIED WARRANTY OF MERCHANTABILITY OR OF FITNESS FOR A PARTICULAR PURPOSE, OR ATTEMPTING TO LIMIT VENDOR'S LIABILITY SHALL BE OF NO FORCE OR EFFECT, AND SHALL BE STRICKEN FROM THE CONTRACT DOCUMENTS AS IF NEVER CONTAINED THEREIN.

Invoicing and Payment.

Address for Invoices. All original invoices must be sent to: City of San Antonio, Attn: Accounts Payable, P.O. Box 839976, San Antonio, Texas 78283-3976.

Information Required On Invoice.

All invoices must be in a form and content approved by the City. City may require modification of invoices if necessary in order to satisfy City that all billing is proper and pursuant to the terms of the contract. Invoices are required to show each City Purchase Order Number. Invoices must be legible. Items billed on invoices must be specific as to applicable stock, manufacturer, catalog or part number (if any). All invoices must show unit prices for each item being billed, the quantity of items being billed and the total for each item, as well as the total for all items on the invoice. If prices are

based on list prices basis, then the list prices, the percentage discount or percentage surcharge, net unit prices, extensions and net total prices must be shown. Prompt payment discounts offered shall be shown separately on the invoice.

Payment by City.

In accordance with the Texas Prompt Payment Act, City shall have not less than 30 days to pay for goods or services. Time for payment, including payment under discount terms, will be computed from the later of: (1) the date the City receives conforming goods under the contract; (2) the date performance of the service under the contract is completed; or (3) the date the City receives a correct and valid invoice for the goods or services. Payment is deemed to be made on the date of mailing of the check. Payment is made in US dollars only.

This provision shall not apply where there is a bona fide dispute between the City and Vendor about the goods delivered or the service performed that causes the payment to be late, or where the invoice is not mailed to the address provided herein.

The payment amount due on invoices may not be manually altered by City personnel. Once disputed items are reconciled, Vendor must submit a corrected invoice or a credit memorandum for the disputed amount. City will not make partial payments on an invoice where there is a dispute.

NECESSITY OF TIMELY INVOICE / WAIVER OF PAYMENT. NOTWITHSTANDING THE FORGOING, THE CITY CANNOT PAY FOR ANY GOODS OR SERVICES WITHOUT AN INVOICE. VENDOR MUST INVOICE CITY NO LATER THAN 90 CALENDAR DAYS FROM THE DATE GOODS ARE DELIVERED OR SERVICES RENDERED. FAILURE TO SUBMIT AN INVOICE WITHIN SAID 90 DAY SHALL NEGATE ANY LIABILITY ON THE PART OF CITY AND CONSTITUTE A **WAIVER** BY VENDOR OF ANY AND ALL RIGHT OR CLAIMS TO COLLECT MONEYS THAT VENDOR MAY RIGHTFULLY BE OTHERWISE ENTITLED TO FOR GOODS OR SERVICES PERFORMED.

The total price for all goods and/or services is shown on the Price Schedule. No additional fees or expenses of Vendor shall be charged by Vendor nor be payable by City. The parties hereby agree that all compensable expenses of Vendor are shown on the Price Schedule. If there is a discrepancy on the Price Schedule between the unit price for an item, and the extended price, the unit price shall govern.

Change Orders. In order to comply with Texas law governing purchases made by municipalities, the following rules shall govern all change orders made under this contract.

Any change orders that become necessary during the term of this contract as a result of changes in plans, specifications, quantity of work to be performed, materials, equipment or supplies to be furnished may be approved by the Director, provided that such change orders:

- are made in writing, signed by the Director;
- do not involve an increase or decrease in contract price of more than \$25,000; and
- sufficient funds have already been allocated by City or are available to the Director to cover any increase in contract price.

Any other change will require approval of the City Council, City of San Antonio.

Changes that do not involve an increase in contract price may, however, be made by the Director.

No oral statement of any person shall modify or otherwise change, or affect the terms, conditions or specifications stated herein.

Termination.

Termination-Breach. Should Vendor fail to fulfill in a timely and proper manner, as determined solely by the Director, its material obligations under this contract, or violate any of the material terms of this contract, the City shall have the right to immediately terminate the contract in whole or in part. Notice of termination shall be provided in writing to Vendor, effective upon the date set forth in the notice. City may, in City's sole discretion, provide an opportunity for Vendor to cure the default. If City elects to offer an opportunity to cure, City shall provide notice to Vendor specifying the matters in default and the cure period. If Vendor fails to cure the default within the cure period, City shall have the right, without further notice, to terminate the contract in whole or in part. Such termination shall not relieve Vendor of any liability to the City for damages sustained by virtue of any breach by Vendor.

Termination-Notice. City may terminate this contract, in whole or in part, without cause. City shall be required to give Vendor notice ten days prior to the date of termination of the contract without cause.

Termination-Funding. City retains the right to terminate this contract at the expiration of each of City's budget periods. This contract is conditioned on a best efforts attempt by City to obtain and appropriate funds for payment of any debt due by City herein.

Termination by City may be effected by Director, without further action by the San Antonio City Council.

Independent Contractor. Vendor covenants and agrees that it is an independent contractor and not an officer, agent, servant or employee of City. City shall not be liable for any claims which may be asserted by any third party occurring in connection with the services to be performed by Vendor under this contract and that Vendor has no authority to bind City. The doctrine of respondent superior shall not apply as between City and Auctioneer.

INDEMNIFICATION.

VENDOR covenants and agrees to FULLY INDEMNIFY, DEFEND and HOLD HARMLESS, CITY and the elected officials, employees, officers, directors, volunteers and representatives of CITY, individually and collectively, from and against any and all costs, claims, liens, damages, losses, expenses, fees, fines, penalties, proceedings, actions, demands, causes of action, liability and suits of any kind and nature, including but not limited to, personal or bodily injury, death and property damage, made upon the CITY directly or indirectly arising out of, resulting from or related to VENDOR'S activities under this Agreement, including any acts or omissions of VENDOR, any agent, officer, director, representative, employee, consultant or subcontractor of VENDOR, and their respective officers, agents employees, directors and representatives while in the exercise of the rights or performance of the duties under this Agreement. The indemnity provided for in this paragraph shall not apply to any liability resulting from the negligence of CITY, it s officers or employees, in instances where such negligence causes personal injury, death, or property damage. IN THE EVENT VENDOR AND CITY ARE FOUND JOINTLY LIABLE BY A COURT OF COMPETENT JURISDICTION, LIABILITY SHALL BE APPORTIONED COMPARATIVELY IN ACCORDANCE WITH THE LAWS FOR THE STATE OF TEXAS, WITHOUT, HOWEVER, WAIVING ANY GOVERNMENTAL IMMUNITY AVAILABLE TO THE CITY UNDER TEXAS LAW AND WITHOUT WAIVING ANY DEFENSES OF THE PARTIES UNDER TEXAS LAW. In addition, Vendor agrees to indemnify, defend, and hold the City harmless from any claim involving patent infringement, trademarks, trade secrets, and copyrights on goods supplied.

The provisions of this INDEMNITY are solely for the benefit of the parties hereto and not intended to create or grant any rights, contractual or otherwise, to any other person or entity. VENDOR shall advise CITY in writing within 24 hours of any claim or demand against CITY or VENDOR known to VENDOR related to or arising out of VENDOR's activities under this AGREEMENT and shall see to the investigation and defense of such claim or demand at VENDOR's cost. CITY shall have the right, at its option and at its own expense, to participate in such defense without relieving VENDOR of any of its obligations under this paragraph.

Assignment. Except as otherwise stated herein, Vendor may not sell, assign, pledge, transfer or convey any interest in this contract, nor delegate the performance of any duties hereunder, by transfer, by subcontracting or any other means, without the consent of Director. As a condition of such consent, if such consent is granted, Vendor shall remain liable for completion of the services and provision of goods outlined in this contract in the event of default by the successor vendor, assignee, transferee or subcontractor. Any attempt to transfer, pledge or otherwise assign this Contract without said written approval, shall be void ab initio and shall confer no rights upon any third person.

Ownership of Documents. Pursuant to Texas Local Government Code Chapter 201, any and all Records produced by Vendor pursuant to the provisions of this contract are the exclusive property of City; and no such Record shall be the subject of any copyright or proprietary claim by Vendor. The term "Record" as used herein shall mean any document, paper, letter, book, map, photograph, sound or video recording, microfilm, magnetic tape, electronic medium, or other information recording medium, regardless of physical form or characteristic.

Vendor understands and acknowledges that as the exclusive owner of any and all such Records, City has the right to use all such Records as City desires, without restriction.

Records Retention.

Vendor and its subcontractors, if any, shall properly, accurately and completely maintain all documents, papers, and records, and other evidence pertaining to the services rendered hereunder ("Documents"), and shall make such Documents available to the City at their respective offices, at all reasonable times and as often as City may deem

necessary during the contract period, including any extension or renewal hereof, and the record retention period established herein, for purposes of audit, inspection, examination, and making excerpts or copies of same by City and any of its authorized representatives.

Vendor shall retain any and all Documents produced as a result of services provided hereunder for a period of four years ("Retention Period") from the date of termination of the contract. If, at the end of the Retention Period, there is litigation or other questions arising from, involving or concerning these Documents or the services provided hereunder, Vendor shall retain the records until the resolution of such litigation or other such questions. Vendor acknowledges and agrees that City shall have access to any and all such Documents at any and all times, as deemed necessary by City, during said Retention Period. City may, at its election, require Vendor to return the documents to City at Vendor's expense prior to or at the conclusion of the Retention Period. In such event, Vendor may retain a copy of the documents.

Vendor shall notify City, immediately, in the event Vendor receives any requests for information from a third party, which pertain to the Documents referenced herein. Vendor understands and agrees that City will process and handle all such requests.

Severability. If any clause or provision of this contract is held invalid, illegal or unenforceable under present or future federal, state or local laws, including but not limited to the City Charter, City Code, or ordinances of the City of San Antonio, Texas, then and in that event it is the intention of the parties hereto that such invalidity, illegality or unenforceability shall not affect any other clause or provision hereof and that the remainder of this contract shall be construed as if such invalid, illegal or unenforceable clause or provision was never contained herein. It is also the intention of the parties hereto that in lieu of each clause or provision of this contract that is invalid, illegal, or unenforceable, there be added as a part of the contract a clause or provision as similar in terms to such invalid, illegal or unenforceable clause or provision as may be possible, legal, valid and enforceable.

Compliance with Law. Vendor shall provide and perform all services required under this Agreement in compliance with all applicable federal, state and local laws, rules and regulations.

Certifications. Vendor warrants and certifies that Vendor and any other person designated to provide services hereunder has the requisite training, license and/or certification to provide said services, and meets all competence standards promulgated by all other authoritative bodies, as applicable to the services provided herein.

Non-waiver of Performance. Unless otherwise specifically provided for in this Agreement, a waiver by either Party of a breach of any of the terms, conditions, covenants or guarantees of this Agreement shall not be construed or held to be a waiver of any succeeding or preceding breach of the same or any other term, condition, covenant or guarantee herein contained. Further, any failure of either Party to insist in any one or more cases upon the strict performance of any of the covenants of this Agreement, or to exercise any option herein contained, shall in no event be construed as a waiver or relinquishment for the future of such covenant or option. In fact, no waiver, change, modification or discharge by either party hereto of any provision of this Agreement shall be deemed to have been made or shall be effective unless expressed in writing and signed by the party to be charged. No act or omission by a Party shall in any manner impair or prejudice any right, power, privilege, or remedy available to that Party hereunder or by law or in equity, such rights, powers, privileges, or remedies to be always specifically preserved hereby.

Venue. Venue of any court action brought directly or indirectly by reason of this contract shall be in Bexar County, Texas. This contract is made and is to be performed in Bexar County, Texas, and is governed by the laws of the State of Texas.

Non-discrimination. As a condition of entering into this agreement, Vendor represents and warrants that it will comply with the City's Commercial Nondiscrimination Policy, as described under Section IILC.1 of the SBEDA Ordinance. As part of such compliance, Vendor shall not discriminate on the basis of race, color, religion, ancestry or national origin, sex, age, marital status, sexual orientation, or on the basis of disability or other unlawful forms of discrimination in the solicitation, selection, hiring or commercial treatment of subcontractors, vendors, suppliers, or commercial customers, nor shall Vendor retaliate against any person for reporting instances of such discrimination. Vendor shall provide equal opportunity for subcontractors, vendors and suppliers to participate in all of its public sector and private sector subcontracting and supply opportunities, provided that nothing contained in this clause shall prohibit or limit otherwise lawful efforts to remedy the effects of marketplace discrimination that have occurred or are occurring in the City's Relevant Marketplace. Vendor understands and agrees that a material violation of this clause shall be considered a material breach of this agreement and may result in termination of this agreement, disqualification of Vendor from participating in City contracts, or other sanctions. This clause is not enforceable by or for the benefit of, and creates no obligation to, any third party. Vendor shall include this nondiscrimination clause in all subcontracts for the performance of this contract.

Non-Discrimination. As a party to this contract, Vendor understands and agrees to comply with the *Non-Discrimination Policy* of the City of San Antonio contained in Chapter 2, Article X of the City Code and further, shall not discriminate on the basis of race, color, religion, national origin, sex, sexual orientation, gender identity, veteran status, age or disability, unless exempted by state or federal law, or as otherwise established herein.

Delinquent Taxes. In the event that Vendor is or subsequently becomes delinquent in the payment of taxes owed to the City of San Antonio, the City reserves the right to deduct any delinquent taxes from payments that the City may owe to the delinquent Vendor as a result of this contract.

Binding Contract. This contract shall be binding on and inure to the benefit of the parties hereto and their respective heirs, executors, administrators, legal representatives, and successors and assigns, except as otherwise expressly provided for herein.

Entire Agreement. This contract, including City's final electronically posted online version together with its authorizing ordinance and its price schedule(s), attachments, purchase orders, and exhibits, if any, and Respondent's proposal, constitutes the final and entire agreement between the parties hereto and contains all of the terms and conditions agreed upon. City's solicitation documents shall control over Respondent's proposal in the event of a conflict. No other agreements, oral or otherwise, regarding the subject matter of this contract shall be deemed to exist or to bind the parties hereto, unless same be in writing, dated subsequent to the date hereof, and be duly executed by the parties, in accordance with the Change Order provision herein. **Parties agree that City's final electronically posted online version of this solicitation contains the agreed upon specifications, scope of services, and terms and conditions of this contract, and shall control in the event of a conflict with any printed version signed and submitted by Vendor.**

007 - SIGNATURE PAGE

By submitting a proposal, whether electronically or by paper, Respondent represents that:

(s)he is authorized to bind Respondent to fully comply with the terms and conditions of City's Request for Competitive Sealed proposals for the prices stated therein;

(s)he has read the entire document, including the final version issued by City, and agreed to the terms therein;

Respondent is in good standing with the Texas State Comptroller's Office; and

to the best of his/her knowledge, all information is true and correct.

If submitting your proposal by paper, complete the following and sign on the signature line below. Failure to sign and submit this Signature Page will result in rejection of your proposal.

Respondent Information

Please Print or Type

Vendor ID No.	_____
Signer's Name	_____
Name of Business	_____
Street Address	_____
City, State, Zip Code	_____
Email Address	_____
Telephone No.	_____
Fax No.	_____
City's Solicitation No.	_____

Signature of Person Authorized to Sign Proposal

008 - STANDARD DEFINITION

Whenever a term defined by the Uniform Commercial Code ("UCC"), as enacted by the State of Texas, is used in the Contract, the UCC definition shall control, unless otherwise defined in the Contract.

All-or-None Bid – a request for competitive sealed proposal in which the City will award the entire contract to one respondent only.

Alternate Proposal - two or more proposals with substantive variations in the item or service offered from the same respondent in response to a solicitation.

Assignment - a transfer of claims, rights or interests in goods, services or property.

Change Order - a change to the plans or specifications of the contract, or an increase or decrease in the quantity of work to be performed or of materials, equipment, or supplies to be furnished, issued by the Director after the proposal has been accepted by the City.

City - the City of San Antonio, a Texas home-rule municipal corporation.

Contract - the binding legal agreement between the City and Vendor.

Contractor - the respondent whose proposal is accepted by the City and is, therefore, the person, firm or entity providing goods or services to the City under a contract.

Director – the Director of City's Finance Department, or Director's designee.

Equal or Equivalent - terms to indicate that similar products or other brands may be acceptable for purchase if specifications and functional requirements are met.

Line Item - a listing of items in a proposal for which a respondent is expected to provide separate pricing.

Non-Responsive Proposal - a proposal or offer that does not comply with the terms and conditions, or specifications and/or requirements of the RFCSP.

Offer - a complete, signed response to a RFCSP that, if accepted, would bind Respondent to perform the resultant contract. The term "offer" is synonymous with the terms "bid" and "proposal".

Payment Bond - a particular form of security provided by the contractor to protect the City against loss due to the contractor's failure to pay suppliers and subcontractors.

Performance Bond - a particular form of security provided by the contractor to protect the City against loss due to the contractor's inability or unwillingness to complete the contract as agreed.

Performance Deposit - security provided by the contractor to protect City against loss due to the contractor's inability or unwillingness to complete the contract as agreed.

Pre-Submittal Conference - a meeting conducted by the City, held in order to allow respondents to ask questions about the proposed contract and particularly, the contract specifications.

Proposal - a complete, signed response to a solicitation. The term "proposal" is synonymous with the terms "offer" and "bid".

Proposal Bond or Proposal Guarantee - security to ensure that Respondent (a) will not withdraw the proposal within the period specified for acceptance, and (b) will furnish any required bonds or performance guarantees, and any necessary insurance within the time specified in the solicitation.

Proposal Opening - a public meeting during which proposal responses are opened and the names of respondents are read aloud.

Purchase Order - a validly issued order placed by an authorized City department for the purchase of goods or services, written on the City's standard purchase order form, and which is Vendor's authority to deliver to and invoice the City for the goods or services specified in a RFCSP for the price stated in Vendor's proposal.

Request for Competitive Sealed Proposal (RFCSP) – a solicitation for a specified good or a service, evaluated on the basis of price and other factors.

Respondent - a person, firm or entity that submits a proposal in response to a solicitation. The respondent whose proposal is accepted by City may also be referred to herein as Contractor, Vendor or Supplier. The term "respondent" is synonymous with the term "bidder".

Responsible Offeror - a respondent who is known to have the necessary competence and qualifications to perform and provide all requirements of an intended contract.

Responsive Offeror - a respondent who tenders a proposal which meets all requirements of the RFCSP and is a responsible offeror.

Sealed Proposal - a proposal submitted as a sealed document, whether hard copy or electronic, by a prescribed time to the location indicated in the RFCSP. The contents of the proposal will not be made public prior to the award of the contract.

Specifications - a description of what the City requires and what the respondent must offer; a description of the physical or functional characteristics of a product or material, or the nature of a service or construction item.

Subcontractor - a person, firm or entity providing goods or services to a vendor to be used in the performance of the Vendor's obligations under the contract with City.

Supplier - the respondent whose proposal is accepted by the City and is, therefore, the person, firm or entity providing goods or services to the City under a contract.

Vendor - the respondent whose proposal is accepted by the City and is, therefore, the person, firm or entity providing goods or services to the City under a contract.

Waiver of Irregularity - noting, but disregarding an immaterial variance within a proposal.

009 - ATTACHMENTS

RFCSP ATTACHMENT A, PART ONE

GENERAL INFORMATION

1. Respondent Information: Provide the following information regarding the Respondent.

(NOTE: Co-Respondents are two or more entities proposing as a team or joint venture with each signing the contract, if awarded. Sub-contractors are not Co-Respondents and should not be identified here. If this proposal includes Co-Respondents, provide the required information in this Item #1 for each Co-Respondent by copying and inserting an additional block(s) before Item #2.)

Respondent Name: _____

(NOTE: Give exact legal name as it will appear on the contract, if awarded.)

Principal Address: _____

City: _____ State: _____ Zip Code: _____

Telephone No. _____ Fax No: _____

Website address: _____

Year established: _____

Provide the number of years in business under present name: _____

Social Security Number or Federal Employer Identification Number: _____

Texas Comptroller's Taxpayer Number, if applicable: _____

(NOTE: This 11-digit number is sometimes referred to as the Comptroller's TIN or TID.)

DUNS NUMBER: _____

Business Structure: Check the box that indicates the business structure of the Respondent.

Individual or Sole Proprietorship If checked, list Assumed Name, if any: _____

Partnership

Corporation If checked, check one: For-Profit Nonprofit

Also, check one: Domestic Foreign

Other If checked, list business structure: _____

Printed Name of Contract Signatory: _____

Job Title: _____

Provide any other names under which Respondent has operated within the last 10 years and length of time under for each:

Provide address of office from which this project would be managed:

City: _____ State: _____ Zip Code: _____

Telephone No. _____ Fax No: _____

Annual Revenue: \$ _____

Total Number of Employees: _____

Total Number of Current Clients/Customers: _____

Briefly describe other lines of business that the company is directly or indirectly affiliated with:

List Related Companies:

2. **Contact Information:** List the one person who the City may contact concerning your proposal or setting dates for meetings.

Name: _____ Title: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Telephone No. _____ Fax No: _____

Email: _____

3. Does Respondent anticipate any mergers, transfer of organization ownership, management reorganization, or departure of key personnel within the next twelve (12) months?

Yes ___ No ___

4. Is Respondent authorized and/or licensed to do business in Texas?

Yes ___ No ___ If "Yes", list authorizations/licenses.

5. Where is the Respondent's corporate headquarters located? _____

6. **Local/County Operation:** Does the Respondent have an office located in San Antonio, Texas?

Yes ___ No ___ If "Yes", respond to a and b below:

- a. How long has the Respondent conducted business from its San Antonio office?

Years _____ Months _____

- b. State the number of full-time employees at the San Antonio office.

If "No", indicate if Respondent has an office located within Bexar County, Texas:

Yes ___ No ___ If "Yes", respond to c and d below:

- c. How long has the Respondent conducted business from its Bexar County office?

Years _____ Months _____

- d. State the number of full-time employees at the Bexar County office. _____

7. **Debarment/Suspension Information:** Has the Respondent or any of its principals been debarred or suspended from contracting with any public entity?

Yes ___ No ___ If "Yes", identify the public entity and the name and current phone number of a representative of the public entity familiar with the debarment or suspension, and state the reason for or

circumstances surrounding the debarment or suspension, including but not limited to the period of time for such debarment or suspension.

8. Surety Information: Has the Respondent ever had a bond or surety canceled or forfeited?

Yes ___ No ___ If "Yes", state the name of the bonding company, date, amount of bond and reason for such cancellation or forfeiture.

9. Bankruptcy Information: Has the Respondent ever been declared bankrupt or filed for protection from creditors under state or federal proceedings?

Yes ___ No ___ If "Yes", state the date, court, jurisdiction, cause number, amount of liabilities and amount of assets.

10. Disciplinary Action: Has the Respondent ever received any disciplinary action, or any pending disciplinary action, from any regulatory bodies or professional organizations? If "Yes", state the name of the regulatory body or professional organization, date and reason for disciplinary or impending disciplinary action.

11. Previous Contracts:

a. Has the Respondent ever failed to complete any contract awarded?

Yes ___ No ___ If "Yes", state the name of the organization contracted with, services contracted, date, contract amount and reason for failing to complete the contract.

b. Has any officer or partner proposed for this assignment ever been an officer or partner of some other organization that failed to complete a contract?

Yes ___ No ___ If "Yes", state the name of the individual, organization contracted with, services contracted, date, contract amount and reason for failing to complete the contract.

c. Has any officer or partner proposed for this assignment ever failed to complete a contract handled in his or her own name?

Yes ___ No ___ If "Yes", state the name of the individual, organization contracted with, services contracted, date, contract amount and reason for failing to complete the contract.

REFERENCES

Provide three (3) references, that Respondent has provided services to within the past three (3) years. The contact person named should be familiar with the day-to-day management of the contract and be willing to respond to questions regarding the type, level, and quality of service provided.

Reference No. 1:

Firm/Company Name _____

Contact Name: _____ Title: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Email: _____

Telephone No. _____ Fax No: _____

Date and Type of Service(s) Provided: _____

Reference No. 2:

Firm/Company Name _____

Contact Name: _____ Title: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Email: _____

Telephone No. _____ Fax No: _____

Date and Type of Service(s) Provided: _____

Reference No. 3:

Firm/Company Name _____

Contact Name: _____ Title: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Email: _____

Telephone No. _____ Fax No: _____

Date and Type of Service(s) Provided: _____

RFCSP ATTACHMENT A, PART TWO

EXPERIENCE, BACKGROUND, QUALIFICATIONS

Prepare and submit narrative responses to address the following items. If Respondent is proposing as a team or joint venture, provide the same information for each member of the team or joint venture.

1. Provide your policies and procedures related to auctioneering services.
2. Identify the individuals that will directly perform the services required by this contract, and include their qualifications and experience. Auctioneer must also provide the names, Texas Auctioneer's license numbers, education, professional experience and qualifications of all auctioneers that will be involved in the performance of this contract.
3. Provide and demonstrate the experience of the company based upon previous work similar to this contract as well as internet auctions. Identify your company's experience conducting internet auctions of similar size and type over the past year. Details should include a list of vehicles and heavy equipment sold and the result of the auctions. Describe Respondent's experience relevant to the Scope of Services requested by this RFCSP. List and describe relevant contracts of similar size and scope performed over the past four years. Identify associated results or impacts of the project/work performed. Provide detail regarding respondent's experience in providing auction services for each category of fleet asset identified in the Scope of Services.
4. Describe your company's specific experience with public entity clients, especially large municipalities as it relates to the scope of services of this RFCSP. If your company has provided services for the City in the past, identify the name of the project and the department for which vendor provided those services.
5. Provide other resources, including total number of employees, number and location of offices, number and types of equipment available to support this contract.
6. Provide additional Information to identify any additional skills, experiences, qualifications, and/or other relevant information about the Respondent's qualifications.
7. Provide samples of all sales, title transfers and billing documentation shall be submitted with proposals. Respondent shall provide operational and administrative support staff that is capable of providing proper billing documentation. Respondent's billing documentation shall include documents indicating the sale price of vehicle, sales fees and other fees approved by the City, amount payable to the City, name of purchaser, vehicle description and vehicle identification number and any other documentation required by law or the City of San Antonio.
8. Provide documentation of a site for auction within the boundaries of Bexar County, Texas from which to perform auction services under this contract.
9. Provide a description of the location and ability to store a required minimum of 100 units of City owned automobiles, light, medium, and heavy duty trucks, off-road equipment and components. The description will include but not limited to the size of storage area (including vehicle storage capacity), type of surface in storage area (e.g., dirt, gravel, asphalt, concrete, etc.), sale area, open air or covered, size of sale area. Vendor may elaborate and include any additional information with regards to the facility description.
10. Respondent shall identify the individuals that will be directly related in the discharging of this contract, their qualifications and experience. Respondent must have a minimum of 10 years experience as a professional licensed auctioneer, five of which must be in conducting auctions for government entities. Respondent must also provide the names, Texas Auctioneer's license numbers, education, professional experience and qualifications of all auctioneers that will be involved in the performance of this contract. Identify primary work assignment and the percentage of time key personnel will devote to the contract if awarded.
11. If Respondent is proposing as a team or joint venture or has included sub-contractors, describe the rationale for selecting the team and the extent to which the team, joint ventures and/or sub-contractors have worked together in the past.

RFCSP ATTACHMENT A, PART THREE

PROPOSED PLAN

Prepare and submit the following items.

Service and Facilities

1. Security Plan - Provide a current security plan (i.e. cameras, security guards, fencing, etc.) for protecting City property. Vendor shall explain all security measures and devices used at storage and sale sites. This will include but not limited to the type of perimeter security (fence), lighting, camera systems, traffic controls at gates, number and type of personnel on premises during non-business hours. Respondent may elaborate and include any additional information with regards to security of the facility. The City may conduct an on-site inspection of Vendor's facility.
2. Operating Plan - Describe the proposed plan to conduct operations as requested in this RFCSP.
3. Reconditioning Center Plan – Provide a plan of the services provided by a reconditioning center that provides full or partial reconditioning, de-identifying services, tire service bays, frame and inspection bays as identified in the Scope of Services.

Advertising/Marketing

4. Advertising/Marketing Plan - Describe proposed plan to market proposed operation, including community outreach, advertisement of assets for sale and utilization of sale of items on specific media and on the internet (including frequency of advertisements) to be utilized during the contract period. Respondent shall detail its method for advertising, conducting and accounting for a sale in addition to the frequency of sales. Brochures, web listings, specific media, etc. of a typical sale are encouraged for inclusion.

RFCSP ATTACHMENT B

PRICE SCHEDULE

Structure pricing based on the following format. The historical data provided below represents the actual sale price, mileage, etc. of vehicles sold for the City at previous on-site auctions. Auctioneer is to complete the "Sales Fee" portion of the pricing as if the same vehicles were being auctioned from their facility. The fee shall represent the total amount charged to the City by the Auctioneer. Auctioneer's Sales Fee must include Auctioneer's total price to provide the City with services requested under this RFCSP, with the exception of those charges allowed under Item 2. If Auctioneer lists additional charges separately, Auctioneer's proposal will be disqualified from consideration.

Item 1: Sales Fees

Gross Sales Price Paid By Buyer	Sales Fee to Auctioneer
Sales Fee Sedans & Motorcycles:	
Sale price \$0 - \$2,500	\$ _____
Sale price \$2,501-\$5,000	\$ _____
Sale price \$5,001-\$7,500	\$ _____
Sale Price \$7,501-\$10,000	\$ _____

The fee progression will continue at rate of \$ _____ for each \$2,500.00 increase.

Sales Fee Light Duty Trucks & SUVs:

Sale price \$0 - \$2,500	\$ _____
Sale price \$2,501-\$5,000	\$ _____
Sale price \$5,001-\$7,500	\$ _____
Sale Price \$7,501-\$10,000	\$ _____

The fee progression will continue at rate of \$ _____ for each \$2,500.00 increase.

Sales Fee Medium Heavy Duty Trucks:

Sale price \$0 - \$2,500	\$ _____
Sale price \$2,501-\$5,000	\$ _____
Sale price \$5,001-\$7,500	\$ _____
Sale Price \$7,501-\$10,000	\$ _____

The fee progression will continue at rate of \$ _____ for each \$2,500.00 increase.

Sales Fee Light Equipment (i.e. ATV's & generators):

Sale price \$0 - \$2,500	\$ _____
Sale price \$2,501-\$5,000	\$ _____
Sale price \$5,001-\$7,500	\$ _____
Sale Price \$7,501-\$10,000	\$ _____

The fee progression will continue at rate of \$ _____ for each \$2,500.00 increase.

Sales Fee Medium Heavy Equipment (i.e. Bulldozer & Backhoe):

Sale price \$0 - \$2,500	\$ _____
Sale price \$2,501-\$5,000	\$ _____
Sale price \$5,001-\$7,500	\$ _____

Sale Price \$7,501-\$10,000 \$ _____

The fee progression will continue at rate of \$ _____ for each \$2,500.00 increase.

Sales Fee Heavy Duty – Class 8:

Sale price \$0 - \$2,500 \$ _____

Sale price \$2,501-\$5,000 \$ _____

Sale price \$5,001-\$7,500 \$ _____

Sale Price \$7,501-\$10,000 \$ _____

The fee progression will continue at rate of \$ _____ for each \$2,500.00 increase.

Sales Fee Miscellaneous Item (such as trailers, compressors, concrete saws, etc.), not otherwise listed herein this Price Schedule:

Sale price \$0 - \$2,500 \$ _____

Sale price \$2,501-\$5,000 \$ _____

Sale price \$5,001-\$7,500 \$ _____

Sale Price \$7,501-\$10,000 \$ _____

The fee progression will continue at rate of \$ _____ for each \$2,500.00 increase.

Salvage Vehicles:

Sale price \$0 - \$2,500 \$ _____

Sale price \$2,501-\$5,000 \$ _____

Sale price \$5,001-\$7,500 \$ _____

Sale Price \$7,501-\$10,000 \$ _____

The fee progression will continue at rate of \$ _____ for each \$2,500.00 increase.

Item 2: Vehicle Preparatory Service Fees

Full Detail \$ _____ EA

(Wash, Interior Vacuum, Towel Dry, Windows Cleaned Inside & Out, Air Freshener and Tire Dressing)

Wash & Interior Vacuum \$ _____ EA

Sales Day Rinse and Wipe-Down \$ _____ EA

Title Fee per Vehicle \$ _____ EA

Fuel Service Fee \$ _____ GAL

Jump Start \$ _____

Monthly Storage Fee after one (1) year \$ _____ MONTH

*Mechanical Repair

Labor Rate per Hour \$ _____ HR

Parts Markup from Vendor Invoice \$ _____ %

*Body Repair

Labor Rate per Hour	\$ _____	HR
Parts Markup from Vendor Invoice	\$ _____	%

*Mechanical and body repair work must be pre-approved in writing by City's Fleet Services Division.

Pickup or Delivery:

Sedans and Motorcycles	\$ _____	per unit
Light Duty Trucks, SUV's	\$ _____	per unit
Medium Heavy Duty Trucks	\$ _____	per unit
Light Equipment (i.e. ATV's & Generators)	\$ _____	per unit
Medium Heavy Equipment (i.e. Bulldozer & Backhoe)	\$ _____	per unit
Heavy Duty – Class 8.	\$ _____	per unit

*Pickup or delivery must be pre-approved in writing by City's Fleet Services Division.

Historical Data:

Year	Make	Model	Type	Date Sold	Mileage	Price
2010	Ford	Crown Vic	Sedan	12/20/2012	70,182	\$ 6,395.00
2009	Ford	Crown Vic	Sedan	12/20/2012	70,074	\$ 5,895.00
2003	Chevy	Malibu	Sedan	11/14/2012	101,029	\$ 2,335.00
2006	Toyota	Prius Hybrid	Sedan	10/24/2012	85,094	\$ 7,870.00
2003	Chevy	S-10	Truck	11/8/2012	109,466	\$ 2,920.00
2004	Peterbilt	Refuse Collection	Truck 320	11/1/2012	78,986	\$ 24,665.00
2007	Ford	F350 Ambulance	Truck	12/7/2011	99,399	\$ 9,815.00
2005	Honda	Goldwing	Motorcycle	12/6/2012	76,892	\$ 7,340.00
2004	New Holland	TS-100	Tractor	10/31/2012	HR 712	\$ 14,290.00

RFCSP ATTACHMENT C
CONTRACTS DISCLOSURE FORM

Contracts Disclosure Form may be downloaded at <https://www.sanantonio.gov/efrms/atty/ContractsDisclosureform.pdf>.

Instructions for completing the Contracts Disclosure form are listed below:

1. Download form and complete all fields. Note: All fields must be completed prior to submitting the form.
2. Click on the "Print" button and place the copy in proposal response as indicated in the Proposal Checklist.

RFCSP ATTACHMENT D

LITIGATION DISCLOSURE FORM

Respond to each of the questions below by checking the appropriate box. Failure to fully and truthfully disclose the information required by this Litigation Disclosure form may result in the disqualification of your proposal from consideration or termination of the contract, once awarded.

Have you or any member of your Firm or Team to be assigned to this engagement ever been indicted or convicted of a felony or misdemeanor greater than a Class C in the last five (5) years?

Yes ___ No ___

Have you or any member of your Firm or Team to be assigned to this engagement been terminated (for cause or otherwise) from any work being performed for the City of San Antonio or any other Federal, State or Local Government, or Private Entity?

Yes ___ No ___

Have you or any member of your Firm or Team to be assigned to this engagement been involved in any claim or litigation with the City of San Antonio or any other Federal, State or Local Government, or Private Entity during the last ten (10) years?

Yes ___ No ___

If you have answered "Yes" to any of the above questions, please indicate the name(s) of the person(s), the nature, and the status and/or outcome of the information, indictment, conviction, termination, claim or litigation, as applicable. Any such information should be provided on a separate page, attached to this form and submitted with your proposal.

RFCSP ATTACHMENT E

SBEDA FORM(S)

Posted as separate documents.

RFCSP ATTACHMENT F

PROPOSAL CHECKLIST

Use this checklist to ensure that all required documents have been included in the proposal and appear in the correct order.

Document	Initial to Indicate Document is Attached to Proposal
Table of Contents	
Executive Summary	
General Information and References RFCSP Attachment A, Part One	
Experience, Background & Qualifications RFCSP Attachment A, Part Two	
Proposed Plan RFCSP Attachment A, Part Three	
Price Schedule RFCSP Attachment B	
*Contracts Disclosure form RFCSP Attachment C	
Litigation Disclosure RFCSP Attachment D	
Proposal Bond	
*SBEDA Form RFCSP Attachment E; and Associated Certificates, if applicable	
Proof of Insurability Insurance Provider's Letter Copy of Current Certificate of Insurance	
*Signature Page RFCSP Section 007	
Proposal Checklist RFCSP Attachment F	
One (1) Original, five (5) hard copies and one (1) CD of entire proposal in PDF format if submitting in hard copy.	
Signed Addendums, if applicable	

*Documents marked with an asterisk on this checklist require a signature. Be sure they are signed prior to submittal of proposal.

010 - RFCSP EXHIBITS

RFCSP EXHIBIT 1

SMALL BUSINESS ECONOMIC DEVELOPMENT ADVOCACY (SBEDA) PROGRAM

A. Solicitation Response and Contract Requirements and Commitment

Respondent understands and agrees that the following provisions shall be requirements of this solicitation and the resulting contract, if awarded, and by submitting its Response, Respondent commits to comply with these requirements.

Exception Request - A Respondent may, for good cause, request an Exception to the application of the SBEDA Program if the Respondent submits the *Exception to SBEDA Program Requirements Request* form (available at <http://www.sanantonio.gov/SBO/Forms.aspx>) with its solicitation response. The Respondent's Exception request must fully document why: (1) the value of the contract is below the \$50,000 threshold for application of the SBEDA Program; or (2) no commercially-useful subcontracting opportunities exist within the contract scope of work; or (3) the type of contract is outside of the scope of the SBEDA Ordinance. **Late Exception Requests will not be considered.**

B. SBEDA Program

The CITY has adopted a Small Business Economic Development Advocacy Ordinance (Ordinance No. 2010-06-17-0531 and as amended, also referred to as "SBEDA" or "the SBEDA Program"), which is posted on the City's Economic Development (EDD) website page and is also available in hard copy form upon request to the CITY. The SBEDA Ordinance Compliance Provisions contained in this section of the Agreement are governed by the terms of this Ordinance, as well as by the terms of the SBEDA Ordinance Policy & Procedure Manual established by the CITY pursuant to this Ordinance, and any subsequent amendments to this referenced SBEDA Ordinance and SBEDA Policy & Procedure Manual that are effective as of the date of the execution of this Agreement. Unless defined in a contrary manner herein, terms used in this section of the Agreement shall be subject to the same expanded definitions and meanings as given those terms in the SBEDA Ordinance and as further interpreted in the SBEDA Policy & Procedure Manual.

C. Definitions

Affirmative Procurement Initiatives (API) – Refers to various Small Business Enterprise, Minority Business Enterprise, and/or Women Business Enterprise ("S/M/WBE") Program tools and Solicitation Incentives that are used to encourage greater Prime and subcontract participation by S/M/WBE firms, including bonding assistance, evaluation preferences, subcontracting goals and joint venture incentives. (For full descriptions of these and other S/M/WBE program tools, see Section III. D. of Attachment A to the SBEDA Ordinance.)

Centralized Vendor Registration System (CVR) – a mandatory electronic system wherein the City requires all prospective Respondents and Subcontractors that are ready, willing and able to sell goods or services to the City to register. The CVR system assigns a unique identifier to each registrant that is then required for the purpose of submitting solicitation responses and invoices, and for receiving payments from the City. The CVR-assigned identifiers are also used by the Goal Setting Committee for measuring relative availability and tracking utilization of SBE and M/WBE firms by Industry or commodity codes, and for establishing Annual Aspirational Goals and Contract-by-Contract Subcontracting Goals.

Certification or "Certified" – the process by which the Small Business Office (SBO) staff determines a firm to be a bona-fide small, minority-, women-owned, or emerging small business enterprise. Emerging Small Business Enterprises (ESBEs) are automatically eligible for Certification as SBEs. Any firm may apply for multiple Certifications that cover each and every status category (e.g., SBE, ESBE, MBE, or WBE) for which it is able to satisfy eligibility standards. The SBO staff may contract these services to a regional Certification agency or other entity. For purposes of Certification, the City accepts any firm that is certified by local government entities and other organizations identified herein that have adopted Certification standards and procedures similar to those followed by the SBO, provided the prospective firm satisfies the eligibility requirements set forth in this Ordinance in Section III.E.6 of Attachment A.

Commercially Useful Function – an S/M/WBE firm performs a Commercially Useful Function when it is responsible for execution of a distinct element of the work of the contract and is carrying out its responsibilities by actually performing, staffing, managing and supervising the work involved. To perform a Commercially Useful Function, the S/M/WBE firm must also be responsible, with respect to materials and supplies used on the contract, for negotiating price, determining

quantity and quality, ordering the material, and installing (where applicable) and paying for the material itself. To determine whether an S/M/WBE firm is performing a Commercially Useful Function, an evaluation must be performed of the amount of work subcontracted, normal industry practices, whether the amount the S/M/WBE firm is to be paid under the contract is commensurate with the work it is actually performing and the S/M/WBE credit claimed for its performance of the work, and other relevant factors. Specifically, an S/M/WBE firm does not perform a Commercially Useful Function if its role is limited to that of an extra participant in a transaction, contract or project through which funds are passed in order to obtain the appearance of meaningful and useful S/M/WBE participation, when in similar transactions in which S/M/WBE firms do not participate, there is no such role performed. The use of S/M/WBE firms by CONTRACTOR to perform such "pass-through" or "conduit" functions that are not commercially useful shall be viewed by the CITY as fraudulent if CONTRACTOR attempts to obtain credit for such S/M/WBE participation towards the satisfaction of S/M/WBE participation goals or other API participation requirements. As such, under such circumstances where a commercially useful function is not actually performed by the S/M/WBE firm, the CONTRACTOR shall not be given credit for the participation of its S/M/WBE subcontractor or joint venture partner towards attainment of S/M/WBE utilization goals, and the CONTRACTOR and S/M/WBE firm may be subject to sanctions and penalties in accordance with the SBEDA Ordinance.

Evaluation Preference – an API that may be applied by the Goal Setting Committee ("GSC") to Construction, Architectural & Engineering, Professional Services, Other Services, and Goods and Supplies contracts that are to be awarded on a basis that includes factors other than lowest price, and wherein responses that are submitted to the City by S/M/WBE firms may be awarded additional Points in the evaluation process in the scoring and ranking of their proposals against those submitted by other prime CONTRACTORS or Respondents.

Good Faith Efforts – documentation of the CONTRACTOR's or Respondent's intent to comply with S/M/WBE Program Goals and procedures including, but not limited to, the following: (1) documentation within a solicitation response reflecting the Respondent's commitment to comply with SBE or M/WBE Program Goals as established by the GSC for a particular contract; or (2) documentation of efforts made toward achieving the SBE or M/WBE Program Goals (e.g., timely advertisements in appropriate trade publications and publications of wide general circulation; timely posting of SBE or M/WBE subcontract opportunities on the City of San Antonio website; solicitations of bids/proposals/qualification statements from all qualified SBE or M/WBE firms listed in the Small Business Office's directory of certified SBE or M/WBE firms; correspondence from qualified SBE or M/WBE firms documenting their unavailability to perform SBE or M/WBE contracts; documentation of efforts to subdivide work into smaller quantities for subcontracting purposes to enhance opportunities for SBE or M/WBE firms; documentation of a Prime Contractor's posting of a bond covering the work of SBE or M/WBE Subcontractors; documentation of efforts to assist SBE or M/WBE firms with obtaining financing, bonding or insurance required by the Respondent; and documentation of consultations with trade associations and consultants that represent the interests of SBE and/or M/WBEs in order to identify qualified and available SBE or M/WBE Subcontractors.) The appropriate form and content of CONTRACTOR's Good Faith Efforts documentation shall be in accordance with the SBEDA Ordinance as interpreted in the SBEDA Policy & Procedure Manual.

HUBZone Firm – a business that has been certified by U.S. Small Business Administration for participation in the federal HUBZone Program, as established under the 1997 Small Business Reauthorization Act. To qualify as a HUBZone firm, a small business must meet the following criteria: (1) it must be owned and Controlled by U.S. citizens; (2) at least 35 percent of its employees must reside in a HUBZone; and (3) its Principal Place of Business must be located in a HUBZone within the San Antonio Metropolitan Statistical Area. [See 13 C.F.R. 126.200 (1999).]

Independently Owned and Operated – ownership of an SBE firm must be direct, independent and by Individuals only. Ownership of an M/WBE firm may be by Individuals and/or by other businesses provided the ownership interests in the M/WBE firm can satisfy the M/WBE eligibility requirements for ownership and Control as specified herein in Section III.E.6. The M/WBE firm must also be Independently Owned and Operated in the sense that it cannot be the subsidiary of another firm that does not itself (and in combination with the certified M/WBE firm) satisfy the eligibility requirements for M/WBE Certification.

Individual – an adult person that is of legal majority age.

Industry Categories – procurement groupings for the City of San Antonio inclusive of Construction, Architectural & Engineering (A&E), Professional Services, Other Services, and Goods & Supplies (i.e., manufacturing, wholesale and retail distribution of commodities). This term may sometimes be referred to as "business categories."

Minority/Women Business Enterprise (M/WBE) – firm that is certified as a Small Business Enterprise and also as either a Minority Business Enterprise or as a Women Business Enterprise, and which is at least fifty-one percent (51%) owned, managed and Controlled by one or more Minority Group Members and/or women, and that is ready, willing and able to sell goods or services that are purchased by the City of San Antonio.

M/WBE Directory – a listing of minority- and women-owned businesses that have been certified for participation in the City's M/WBE Program APIs.

Minority Business Enterprise (MBE) – any legal entity, except a joint venture, that is organized to engage in for-profit transactions, which is certified a Small Business Enterprise and also as being at least fifty-one percent (51%) owned, managed and controlled by one or more Minority Group Members, and that is ready, willing and able to sell goods or services that are purchased by the CITY. To qualify as an MBE, the enterprise shall meet the Significant Business Presence requirement as defined herein. Unless otherwise stated, the term "MBE" as used in this Ordinance is not inclusive of women-owned business enterprises (WBEs).

Minority Group Members – African-Americans, Hispanic Americans, Asian Americans and Native Americans legally residing in, or that are citizens of, the United States or its territories, as defined below:

African-Americans: Persons having origins in any of the black racial groups of Africa as well as those identified as Jamaican, Trinidadian, or West Indian.

Hispanic-Americans: Persons of Mexican, Puerto Rican, Cuban, Spanish or Central and South American origin.

Asian-Americans: Persons having origins in any of the original peoples of the Far East, Southeast Asia, the Indian subcontinent or the Pacific Islands.

Native Americans: Persons having no less than 1/16th percentage origin in any of the Native American Tribes, as recognized by the U.S. Department of the Interior, Bureau of Indian Affairs and as demonstrated by possession of personal tribal role documents.

Originating Department – the CITY department or authorized representative of the CITY which issues solicitations or for which a solicitation is issued.

Payment – dollars actually paid to CONTRACTORS and/or Subcontractors and vendors for CITY contracted goods and/or services.

Points – the quantitative assignment of value for specific evaluation criteria in the vendor selection process used in some Construction, Architectural & Engineering, Professional Services, and Other Services contracts (e.g., up to 10 points out of a total of 100 points assigned for S/M/WBE participation as stated in response to a Request for Proposals).

Prime Contractor – the vendor or contractor to whom a purchase order or contract is issued by the City of San Antonio for purposes of providing goods or services for the City. For purposes of this agreement, this term refers to the CONTRACTOR.

Relevant Marketplace – the geographic market area affecting the S/M/WBE Program as determined for purposes of collecting data for the MGT Studies, and for determining eligibility for participation under various programs established by the SBEDA Ordinance, is defined as the San Antonio Metropolitan Statistical Area (SAMSA), currently including the counties of Atascosa, Bandera, Bexar, Comal, Guadalupe, Kendall, Medina and Wilson.

Respondent – a vendor submitting a bid, statement of qualifications, or proposal in response to a solicitation issued by the City. For purposes of this agreement, CONTRACTOR is the Respondent.

Responsible – a firm which is capable in all respects to fully perform the contract requirements and has the integrity and reliability which will assure good faith performance of contract specifications.

Responsive – a firm's submittal (bid, response or proposal) conforms in all material respects to the solicitation (Invitation for Bid, Request for Qualifications, or Request for Proposal) and shall include compliance with S/M/WBE Program requirements.

San Antonio Metropolitan Statistical Area (SAMSA) – also known as the Relevant Marketplace, the geographic market area from which the CITY's MGT Studies analyzed contract utilization and availability data for disparity (currently including the counties of Atascosa, Bandera, Bexar, Comal, Guadalupe, Kendall, Medina and Wilson).

SBE Directory - a listing of small businesses that have been certified for participation in the City's SBE Program APIs.

Significant Business Presence – to qualify for this Program, a S/M/WBE must be headquartered or have a *significant business presence* for at least one year within the Relevant Marketplace, defined as: an established place of business in one or more of the eight counties that make up the San Antonio Metropolitan Statistical Area (SAMSA), from which 20% of its full-time, part-time and contract employees are regularly based, and from which a substantial role in the S/M/WBE's performance of a Commercially Useful Function is conducted. A location utilized solely as a post office box, mail drop or telephone message center or any combination thereof, with no other substantial work function, shall not be construed to constitute a significant business presence.

Small Business Enterprise (SBE) – a corporation, partnership, sole proprietorship or other legal entity for the purpose of making a profit, which is Independently Owned and Operated by Individuals legally residing in, or that are citizens of, the United States or its territories, and which meets the U.S. Small Business Administration (SBA) size standard for a small business in its particular industry(ies) and meets the Significant Business Presence requirements as defined herein.

Small Business Office (SBO) – the office within the Economic Development Department (EDD) of the CITY that is primarily responsible for general oversight and administration of the S/M/WBE Program.

Small Business Office Manager – the Assistant Director of the EDD of the CITY that is responsible for the management of the SBO and ultimately responsible for oversight, tracking, monitoring, administration, implementation and reporting of the S/M/WBE Program. The SBO Manager is also responsible for enforcement of contractor and vendor compliance with contract participation requirements, and ensuring that overall Program goals and objectives are met.

Small Minority Women Business Enterprise Program (S/M/WBE Program) – the combination of SBE Program and M/WBE Program features contained in the SBEDA Ordinance.

Subcontractor – any vendor or contractor that is providing goods or services to a Prime Contractor or CONTRACTOR in furtherance of the Prime Contractor's performance under a contract or purchase order with the City. A copy of each binding agreement between the CONTRACTOR and its subcontractors shall be submitted to the CITY prior to execution of this contract agreement and any contract modification agreement.

Suspension – the temporary stoppage of the SBE or M/WBE firm's beneficial participation in the CITY's S/M/WBE Program for a finite period of time due to cumulative contract payments the S/M/WBE firm received during a fiscal year that exceed a certain dollar threshold as set forth in Section III.E.7 of Attachment A to the SBEDA Ordinance, or the temporary stoppage of CONTRACTOR's and/or S/M/WBE firm's performance and payment under CITY contracts due to the CITY's imposition of Penalties and Sanctions set forth in Section III.E.13 of Attachment A to the SBEDA Ordinance.

Subcontractor/Supplier Utilization Plan – a binding part of this contract agreement which states the CONTRACTOR's commitment for the use of Joint Venture Partners and / or Subcontractors/Suppliers in the performance of this contract agreement, and states the name, scope of work, and dollar value of work to be performed by each of CONTRACTOR's Joint Venture partners and Subcontractors/Suppliers in the course of the performance of this contract, specifying the S/M/WBE Certification category for each Joint Venture partner and Subcontractor/Supplier, as approved by the SBO Manager. Additions, deletions or modifications of the Joint Venture partner or Subcontractor/Supplier names, scopes of work, of dollar values of work to be performed requires an amendment to this agreement to be approved by the EDD Director or designee.

Women Business Enterprises (WBEs) - any legal entity, except a joint venture, that is organized to engage in for-profit transactions, that is certified for purposes of the SBEDA Ordinance as being a Small Business Enterprise and that is at least fifty-one percent (51%) owned, managed and Controlled by one or more non-minority women Individuals that are lawfully residing in, or are citizens of, the United States or its territories, that is ready, willing and able to sell goods or services that are purchased by the City and that meets the Significant Business Presence requirements as defined herein. Unless otherwise stated, the term "WBE" as used in this Agreement is not inclusive of MBEs.

D. SBEDA Program Compliance – General Provisions

As CONTRACTOR acknowledges that the terms of the CITY's SBEDA Ordinance, as amended, together with all requirements, guidelines, and procedures set forth in the CITY's SBEDA Policy & Procedure Manual are in furtherance of the CITY's efforts at economic inclusion and, moreover, that such terms are part of CONTRACTOR's scope of work as referenced in the CITY's formal solicitation that formed the basis for contract award and subsequent execution of this Agreement, these SBEDA Ordinance requirements, guidelines and procedures are hereby incorporated by reference into this Agreement, and are considered by the Parties to this Agreement to be material terms. CONTRACTOR voluntarily agrees to fully comply with these SBEDA program terms as a condition for being awarded this contract by the CITY. Without limitation, CONTRACTOR further agrees to the following terms as part of its contract compliance responsibilities under the SBEDA Program:

1. CONTRACTOR shall cooperate fully with the Small Business Office and other CITY departments in their data collection and monitoring efforts regarding CONTRACTOR's utilization and payment of Subcontractors, S/M/WBE firms, and HUBZone firms, as applicable, for their performance of Commercially Useful Functions on this contract including, but not limited to, the timely submission of completed forms and/or documentation promulgated by SBO, through the Originating Department, pursuant to the SBEDA Policy & Procedure Manual, timely entry of data into monitoring systems, and ensuring the timely compliance of its Subcontractors with this term;
2. CONTRACTOR shall cooperate fully with any CITY or SBO investigation (and shall also respond truthfully and promptly to any CITY or SBO inquiry) regarding possible non-compliance with SBEDA requirements on the part of CONTRACTOR or its Subcontractors or suppliers;
3. CONTRACTOR shall permit the SBO, upon reasonable notice, to undertake inspections as necessary including, but not limited to, contract-related correspondence, records, documents, payroll records, daily logs, invoices, bills, cancelled checks, and work product, and to interview Subcontractors and workers to determine whether there has been a violation of the terms of this Agreement;
4. CONTRACTOR shall immediately notify the SBO, in writing on the Change to Utilization Plan form, through the Originating Department, of any proposed changes to CONTRACTOR's Subcontractor / Supplier Utilization Plan for this contract, with an explanation of the necessity for such proposed changes, including documentation of Good Faith Efforts made by CONTRACTOR to replace the Subcontractor / Supplier in accordance with the applicable Affirmative Procurement Initiative. All proposed changes to the Subcontractor / Supplier Utilization Plan including, but not limited to, proposed self-performance of work by CONTRACTOR of work previously designated for performance by Subcontractor or supplier, substitutions of new Subcontractors, terminations of previously designated Subcontractors, or reductions in the scope of work and value of work awarded to Subcontractors or suppliers, shall be subject to advanced written approval by the Originating Department and the SBO.
5. CONTRACTOR shall immediately notify the Originating Department and SBO of any transfer or assignment of its contract with the CITY, as well as any transfer or change in its ownership or business structure.
6. CONTRACTOR shall retain all records of its Subcontractor payments for this contract for a minimum of four years or as required by state law, following the conclusion of this contract or, in the event of litigation concerning this contract, for a minimum of four years or as required by state law following the final determination of litigation, whichever is later.
7. In instances wherein the SBO determines that a Commercially Useful Function is not actually being performed by the applicable S/M/WBE or HUBZone firms listed in a CONTRACTOR's Subcontractor / Supplier Utilization Plan, the CONTRACTOR shall not be given credit for the participation of its S/M/WBE or HUBZone subcontractor(s) or joint venture partner(s) toward attainment of S/M/WBE or HUBZone firm utilization goals, and the CONTRACTOR and its listed S/M/WBE firms or HUBZone firms may be subject to sanctions and penalties in accordance with the SBEDA Ordinance.
8. CONTRACTOR acknowledges that the CITY will not execute a contract or issue a Notice to Proceed for this project until the CONTRACTOR and each of its Subcontractors for this project have registered and/or maintained active status in the CITY's Centralized Vendor Registration System, and CONTRACTOR has represented to CITY which primary commodity codes each registered Subcontractor will be performing under for this contract.

E. SBEDA Program Compliance – Affirmative Procurement Initiatives

The CITY has applied the following contract-specific Affirmative Procurement Initiative to this contract. CONTRACTOR hereby acknowledges and agrees that the selected API requirement shall also be extended to any change order or subsequent contract modification and, absent SBO's granting of a waiver, that its full compliance with the following API terms and conditions are material to its satisfactory performance under this Agreement:

SBE Prime Contract Program. In accordance with the SBEDA Ordinance, Section III. D. 7. (a), this contract is being awarded pursuant to the SBE Prime Contract Program, and as such, CONTRACTOR affirms that if it is presently certified as an SBE, CONTRACTOR agrees not to subcontract more than 49% of the contract value to a non-SBE firm.

F. Commercial Nondiscrimination Policy Compliance

As a condition of entering into this Agreement, the CONTRACTOR represents and warrants that it has complied with throughout the course of this solicitation and contract award process, and will continue to comply with, the CITY's Commercial Nondiscrimination Policy, as described under Section III. C. 1. of the SBEDA Ordinance. As part of such compliance, CONTRACTOR shall not discriminate on the basis of race, color, religion, ancestry or national origin, sex, age, marital status, sexual orientation or, on the basis of disability or other unlawful forms of discrimination in the solicitation, selection, hiring or commercial treatment of Subcontractors, vendors, suppliers, or commercial customers, nor shall the company retaliate against any person for reporting instances of such discrimination. The company shall provide equal opportunity for Subcontractors, vendors and suppliers to participate in all of its public sector and private sector subcontracting and supply opportunities, provided that nothing contained in this clause shall prohibit or limit otherwise lawful efforts to remedy the effects of marketplace discrimination that have occurred or are occurring in the CITY's Relevant Marketplace. The company understands and agrees that a material violation of this clause shall be considered a material breach of this Agreement and may result in termination of this Agreement, disqualification of the company from participating in CITY contracts, or other sanctions. This clause is not enforceable by or for the benefit of, and creates no obligation to, any third party. CONTRACTOR's certification of its compliance with this Commercial Nondiscrimination Policy as submitted to the CITY pursuant to the solicitation for this contract is hereby incorporated into the material terms of this Agreement. CONTRACTOR shall incorporate this clause into each of its Subcontractor and supplier agreements entered into pursuant to CITY contracts.

G. Prompt Payment

Upon execution of this contract by CONTRACTOR, CONTRACTOR shall be required to submit to CITY accurate progress payment information with each invoice regarding each of its Subcontractors, including HUBZone Subcontractors, to ensure that the CONTRACTOR's reported subcontract participation is accurate. CONTRACTOR shall pay its Subcontractors in compliance with Chapter 2251, Texas Government Code (the "Prompt Payment Act") within ten days of receipt of payment from CITY. In the event of CONTRACTOR's noncompliance with these prompt payment provisions, no final retainage on the Prime Contract shall be released to CONTRACTOR, and no new CITY contracts shall be issued to the CONTRACTOR until the CITY's audit of previous subcontract payments is complete and payments are verified to be in accordance with the specifications of the contract.

H. Violations, Sanctions and Penalties

In addition to the above terms, CONTRACTOR acknowledges and agrees that it is a violation of the SBEDA Ordinance and a material breach of this Agreement to:

1. Fraudulently obtain, retain, or attempt to obtain, or aid another in fraudulently obtaining, retaining, or attempting to obtain or retain Certification status as an SBE, MBE, WBE, M/WBE, HUBZone firm, Emerging M/WBE, or ESBE for purposes of benefitting from the SBEDA Ordinance;
2. Willfully falsify, conceal or cover up by a trick, scheme or device, a material fact or make any false, fictitious or fraudulent statements or representations, or make use of any false writing or document, knowing the same to contain any false, fictitious or fraudulent statement or entry pursuant to the terms of the SBEDA Ordinance;
3. Willfully obstruct, impede or attempt to obstruct or impede any authorized official or employee who is investigating the qualifications of a business entity which has requested Certification as an S/M/WBE or HUBZone firm;
4. Fraudulently obtain, attempt to obtain or aid another person fraudulently obtaining or attempting to obtain public monies to which the person is not entitled under the terms of the SBEDA Ordinance; and
5. Make false statements to any entity that any other entity is, or is not, certified as an S/M/WBE for purposes of the SBEDA Ordinance.

Any person who violates the provisions of this section shall be subject to the provisions of Section III. E. 13. of the SBEDA Ordinance and any other penalties, sanctions and remedies available under law including, but not limited to:

1. Suspension of contract;
2. Withholding of funds;
3. Rescission of contract based upon a material breach of contract pertaining to S/M/WBE Program compliance;
4. Refusal to accept a response or proposal; and

5. Disqualification of CONTRACTOR or other business firm from eligibility for providing goods or services to the City for a period not to exceed two years (upon City Council approval).

007 - SIGNATURE PAGE

By submitting a proposal, Respondent represents that:

(s)he is authorized to bind Respondent to fully comply with the terms and conditions of City's Request for Competitive Sealed proposals for the prices stated therein;

(s)he has read the entire document, including the final version issued by City, and agreed to the terms therein;

Respondent is in good standing with the Texas State Comptroller's Office; and

to the best of his/her knowledge, all information is true and correct.

If submitting your proposal by paper, complete the following and sign on the signature line below. Failure to sign and submit this Signature Page will result in rejection of your proposal.

Respondent Information

Please Print or Type

Vendor ID No.	<u>10034930</u>
Signer's Name	<u>Ashley Dietze</u>
Name of Business	<u>BA & W Enterprises DBA Sparkling City Auto Auction</u>
Street Address	<u>13510 Toepperwein Road</u>
City, State, Zip Code	<u>San Antonio, Texas 78233</u>
Email Address	<u>adietze@sparklingcityaa.com</u>
Telephone No.	<u>210-298-5477</u>
Fax No.	<u>210-298-5484</u>
City's Solicitation No.	<u>RF CSP 13-094</u>



Signature of Person Authorized to Sign Proposal

RFCSP ATTACHMENT B

PRICE/REVENUE SCHEDULE

Structure pricing based on the following format. The historical data provided below represents the actual sale price, mileage, etc. of vehicles sold for the City at previous on-site auctions. Auctioneer is to complete the "Sales Fee" portion of the pricing as if the same vehicles were being auctioned from their facility. The fee shall represent the total amount charged to the City by the Auctioneer. Auctioneer's Sales Fee must include Auctioneer's total price to provide the City with services requested under this RFCSP, with the exception of those charges allowed under Item 2. If Auctioneer lists additional charges separately, Auctioneer's proposal will be disqualified from consideration.

Item 1: Sales Fees

Gross Sales Price Paid By Buyer	<u>Sales Fee to Auctioneer</u>
Sales Fee Sedans & Motorcycles:	
Sale price \$0 - \$2,500	\$ 40
Sale price \$2,501-\$5,000	\$ 60
Sale price \$5,001-\$7,500	\$ 80
Sale Price \$7,501-\$10,000	\$ 110

The fee progression will continue at rate of \$ 20 for each \$2,500.00 increase.

Sales Fee Light Duty Trucks & SUVs:

Sale price \$0 - \$2,500	\$ 40
Sale price \$2,501-\$5,000	\$ 60
Sale price \$5,001-\$7,500	\$ 80
Sale Price \$7,501-\$10,000	\$ 110

The fee progression will continue at rate of \$ 20 for each \$2,500.00 increase.

Sales Fee Medium Heavy Duty Trucks:

Sale price \$0 - \$2,500	\$ 40
Sale price \$2,501-\$5,000	\$ 60
Sale price \$5,001-\$7,500	\$ 80
Sale Price \$7,501-\$10,000	\$ 110

The fee progression will continue at rate of \$ 20 for each \$2,500.00 increase.

Sales Fee Light Equipment (i.e. ATV's & generators):

Sale price \$0 - \$2,500	\$ 40
Sale price \$2,501-\$5,000	\$ 60
Sale price \$5,001-\$7,500	\$ 80
Sale Price \$7,501-\$10,000	\$ 110

The fee progression will continue at rate of \$ 20 for each \$2,500.00 increase.

Sales Fee Medium Heavy Equipment (i.e. Bulldozer & Backhoe):

Sale price \$0 - \$2,500	\$ 60
Sale price \$2,501-\$5,000	\$ 80
Sale price \$5,001-\$7,500	\$ 100

Sale Price \$7,501-\$10,000 \$ 130

The fee progression will continue at rate of \$ 20 for each \$2,500.00 increase.

Sales Fee Heavy Duty – Class 8:

Sale price \$0 - \$2,500 \$ 60

Sale price \$2,501-\$5,000 \$ 80

Sale price \$5,001-\$7,500 \$ 100

Sale Price \$7,501-\$10,000 \$ 130

The fee progression will continue at rate of \$ 20 for each \$2,500.00 increase.

Sales Fee Miscellaneous Item (such as trailers, compressors, concrete saws, etc.), not otherwise listed herein this Price Schedule:

Sale price \$0 - \$2,500 \$ 40

Sale price \$2,501-\$5,000 \$ 60

Sale price \$5,001-\$7,500 \$ 80

Sale Price \$7,501-\$10,000 \$ 110

The fee progression will continue at rate of \$ 20 for each \$2,500.00 increase.

Salvage Vehicles:

Sale price \$0 - \$2,500 \$ 40

Sale price \$2,501-\$5,000 \$ 60

Sale price \$5,001-\$7,500 \$ 80

Sale Price \$7,501-\$10,000 \$ 110

The fee progression will continue at rate of \$ 20 for each \$2,500.00 increase.

Item 2: Vehicle Preparatory Service Fees

Full Detail \$ 75 EA

(Wash, Interior Vacuum, Towel Dry, Windows Cleaned Inside & Out, Air Freshener and Tire Dressing)

Wash & Interior Vacuum \$ 30 EA

Sales Day Rinse and Wipe-Down \$ 10 EA

Title Fee per Vehicle \$ NA EA

Fuel Service Fee \$ MARKET VALUE GAL PLUS 10%

Jump Start \$ NA

Monthly Storage Fee after one (1) year \$ 30 MONTH

*Mechanical Repair

Labor Rate per Hour \$ 40 HR

Parts Markup from Vendor Invoice \$ 10 %

*Body Repair

Labor Rate per Hour	\$	40	HR
Parts Markup from Vendor Invoice	\$	10	%

*Mechanical and body repair work must be pre-approved in writing by City's Fleet Services Division.

Pickup or Delivery:	DRIVEABLE	INOPERABLE	
Sedans and Motorcycles	\$ 20	55	per unit
Light Duty Trucks, SUV's	\$ 20	55	per unit
Medium Heavy Duty Trucks	\$ 20	55	per unit
Light Equipment (i.e. ATV's & Generators)	\$ 55	55	per unit
Medium Heavy Equipment (i.e. Bulldozer & Backhoe)	\$ 175	175	per unit
Heavy Duty – Class 8.	\$ 300	300	per unit

*Pickup or delivery must be pre-approved in writing by City's Fleet Services Division.

Historical Data:

Year	Make	Model	Type	Date Sold	Mileage	Price
2010	Ford	Crown Vic	Sedan	12/20/2012	70,182	\$ 6,395.00
2009	Ford	Crown Vic	Sedan	12/20/2012	70,074	\$ 5,895.00
2003	Chevy	Mallbu	Sedan	11/14/2012	101,029	\$ 2,335.00
2006	Toyota	Prius Hybrid	Sedan	10/24/2012	85,094	\$ 7,870.00
2003	Chevy	S-10	Truck	11/8/2012	109,466	\$ 2,920.00
2004	Peterbilt	Refuse Collection	Truck 320	11/1/2012	78,986	\$ 24,665.00
2007	Ford	F350 Ambulance	Truck	12/7/2011	99,399	\$ 9,815.00
2005	Honda	Goldwing	Motorcycle	12/6/2012	76,892	\$ 7,340.00
2004	New Holland	TS-100	Tractor	10/31/2012	HR 712	\$ 14,290.00



City of San Antonio

ADDENDUM I

SUBJECT: Request for Competitive Sealed Proposals, Annual Contract for Auction Services for Automotive Vehicles & Equipment, (RFCSP 14-002, 6100002865), Scheduled to Open: November 8, 2013; Date of Issue: October 11, 2013

FROM: Paul J. Calapa
Procurement Administrator

DATE: November 5, 2013

THIS NOTICE SHALL SERVE AS ADDENDUM NO. I - TO THE ABOVE REFERENCED REQUEST FOR COMPETITIVE SEALED PROPOSALS

THE ABOVE MENTIONED REQUEST FOR COMPETITIVE SEALED PROPOSALS IS HEREBY AMENDED AS FOLLOWS:

- 1. THE BID OPENING DATE IS HEREBY EXTENDED TO FRIDAY, NOVEMBER 15, 2013, 2:00 PM LOCAL TIME.**
- 2. Add: Pre-Submittal Conference SBEDA Presentation - SBE Prime Contract Program, this document will be posted as a separate file.**
- 3. Add: Sign-In Sheet to Pre-Submittal Conference dated October 21, 2013.**
- 4. Change: Section 004 - Scope of Services, Payment Provisions, 1st Paragraph to read as the following:**

“The awarded Auctioneer shall pay to City, by check(s) drawn on the auction company's business account and made payable to the City of San Antonio, the gross sales price of the property sold, less amounts deducted for compensation and expenses as provided in this contract. Said check(s) shall be delivered to the Building and Equipment Services Department, Fleet Services Division - Acquisitions, no later than 1:00 P.M. the third working day following the sale of the property without exception. The City shall not accept checks or cash from the purchaser of the property.”
- 5. Delete: Page 12, 2nd paragraph:**

“Auctioneer shall furnish pickup and delivery service for vehicles and equipment to the auction facility and from designated City facilities and from the auction facility and to designated City facilities if required. The service is to include operational and non-operational vehicles and equipment which will include Sedans, Motorcycles, Light Duty Trucks, SUVs, Medium Heavy Duty Trucks, Light Equipment (i.e. ATV's & generators), Medium Heavy Equipment (i.e. Bulldozer & Backhoe) and Heavy Duty - Class 8. Auctioneer will only provide these additional services if instructed to by the Fleet Acquisitions Administrator or designee.

QUESTIONS SUBMITTED IN ACCORDANCE WITH SECTION 007, PRE-SUBMITTAL CONFERENCE:

On October 21, 2013, the City of San Antonio hosted a Pre-Submittal Conference to provide information and clarification for the Annual Contract for Auction Services for Automotive Vehicles & Equipment. Below is a list of questions that were asked at the pre-submittal conference. The City's official response to questions asked is as follows:

Question 1: How do vendors receive notifications through the portal?

- Response: All changes, addendums, etc. to the solicitation will be released through the portal. Vendors who are registered with the City of San Antonio and on the solicitation listing for this particular solicitation will have access to these changes. It is vendor's responsibility to review this site and ascertain whether amendments or revisions have been made prior to submission of a proposal.
- Question 2: Can submission of the PDF version proposal being requested be on a flash drive as opposed to the CD version?
Response: Yes, but when submitting hard copy in addition to a CD or flash drive, Respondent is still required to submit one (1) original signed in ink and five (5) additional hard copies of your proposal.
- Question 3: Regarding Page 12, second paragraph, "Auctioneer must offer pre-sale certification for sellers and post-sale inspection for buyers". Please explain.
Response: Pre-sale certification is an option/offer provided by the auctioneer for certifying the sale of vehicle, meaning the vehicle is in good operational order (i.e. no mechanical or structural damage to the vehicle). The post sale inspection ensures the vehicle is certified.
- Question 4: Does awarded vendor have to use the City's merchant number and processor to process credit card transactions and PIN based debit card transactions?
Response: Yes, the City has an exclusive merchant banking (credit card services) relationship. In accordance with the City's credit card services contract, the City's merchant banking contractor shall be the City's exclusive provider of all transaction processing services (including, without limitation, the authorization, conveyance and settlement of Transactions).
- Question 5: Are proposals providing ALL online services acceptable? Or does this request require a live, real-time auction be conducted at the contractor's facility?
Response: We are requesting a live real-time auction to be conducted in order to provide public participation. We are also asking that the Auction be able to provide an on-line service as well.
- Question 6: Are invoices required to be itemized?
Response: Yes
- Question 7: Regarding Page 13, Payment Provisions, "Said check(s) shall be delivered to the Building and Equipment Services Department, Fleet Services Division – Acquisitions, no later than 1:00 P.M. the first working day following the sale of the property without exception." Can this be revised?
Response: Please see amended change # 4 above in this addendum.
- Question 8: Are titles provided to contractor before or after the sale?
Response: Titles are provided by the City of San Antonio prior to sale.
- Question 9: When will Addendum I be released?
Response: Addendum I will be released after the question deadline of Friday, October 25th at 2:00 p.m. Addendum is anticipated to be posted the early week of November 4th.
- Question 10: Is awarded vendor required to use the City's contracted vendor for Towing Services?
Response: No.
- Question 11: Regarding Minimum Requirements, #7, page 12 –Can the requirement for setting a reserve be removed?
Response: No.
- Question 12: Is the submission of the proposal limited to 15 pages?
Response: No, RFCSP Attachment A, Part One - General Information Form, page 28-30, is limited to 15 pages, not the Respondents entire proposal submission.
- Question 13: Do auction sales have to be conducted weekly? Can auctions be held 5 times a year instead of on a weekly basis?
Response: Due to the amount of vehicles sold a year, auction sales are required to be conducted weekly.
- Question 14: Can vehicles and heavy equipment be on two separate contracts?
Response: No.
- Question 15: How many vehicles are sold weekly?

Response: The City of San Antonio sells approximately 600 vehicles per year. Vehicles are dispositioned from service and sent to auction weekly.

Question 16: Are all sales conditional sales? Are vehicles sold as-is?

Response: Per Section 004-Scope – "The City makes absolutely no warranties of any kind regarding any items being sold by the auctioneer. The vehicles and equipment will be sold "as is", "where is" with no warranties express or implied, and it is the responsibility of the auctioneer to notify prospective purchasers of this provision. Not all vehicles or equipment may be in operating condition."

Question 17: Can sales be conducted on Saturdays?

Response: No, the Building & Equipment Services Department's operation hours are M-F from 7:30am to 4:30pm.

Question 18: Please provide a few examples of how much certain vehicles and heavy equipment have sold for within the past year?

Response: The average gross sales yearly is \$5 million. Below are percentages of units sold yearly.

Emergency Vehicles-50%

Heavy Trucks-10%

Heavy Equipment-10%

Light Equipment-30%

Question 19: Regarding Section 004 – Specifications/Scope of Services, Part A under "Functional Requirements," full paragraphs 3 and 4, page 12: Can the requirements for "reconditioning" and "mechanical repair" be subcontracted out as needed, or must these services be offered on-site at the facility where vehicles will be stored?

Response: There is no subcontracting requirement for this solicitation but all subcontractors / suppliers being utilized on this contract have to be reported on the Subcontracting Utilization Plan Attachment E in the Request for Competitive Sealed Proposal. Please include the names of the subcontractors to be utilized in the project (certified and non-certified); the percentage of prime contract dollars and the projected absolute dollar value of subcontracting services to be performed by each subcontractor (certified and non-certified); a description of the work that each subcontractor shall perform (certified and non-certified); and documentation confirming subcontractor commitment to perform the work. Auctioneer must be able to provide reconditioning and mechanical repairs at their facility.

Question 20: Regarding Section 004 – Specifications/Scope of Services, Part B. Minimum Requirements, Item 1, page 12: Our subcontractor maintains their facilities and keeps them neat and orderly. All cars are locatable throughout the lot from their database, but traditionally they have a light gravel yard. Is this requirement negotiable?

Response: No.

Question 21: Regarding Section 004 – Specifications/Scope of Services, Part B. Payment Provisions, paragraph 1, page 13: We have a standard payment process where we remit proceeds to all our clients on a monthly basis for the previous month's sales. Is the payment within 1 day negotiable?

Response: Please see amended change # 4 above in this addendum.

Question 22: Regarding Section 004 – Specifications/Scope of Services, Part B. Credit and PIN Based Debit Card Transactions, page 13: We work with a subcontractor for the auctioning of vehicles, and they have their own credit card processing system. Since you are contracting out for these services, are you still required to use the City's bank for these kinds of transactions?

Response: Please see response to Question # 4

Question 23: RFCSP Attachment B – Price Schedule, page 34-35: We traditionally charge tow fees separate from our set commission percentage because our tow fees are free up to a certain amount of miles. Is there a way to include tow fees as separate pricing category?

Response: Please see amended change # 5 above in this addendum.

Question 24: In the reconditioning requirements: tire bays, Frame lifts, Mechanic Shop, Detail, Paint and Body – we meet all with exception of on-site paint and body booths – If we sub-let this aspect will it conform to their requirements. How much Body and Paint including partials do they anticipate? – (If awarded we may be able to Erect an on-site Building.)

Response: All reconditioning must be done at the auction site, depending on the disposition status of the vehicle, i.e. wrecked, appraised or damaged.

Question 25: Credit Cards Services – The provision about using the City's banking relationship is confusing. Please explain.

Response: The City has an exclusive merchant banking (credit card services) relationship. In accordance with the City's credit card services contract, the City's merchant banking contractor shall be the City's exclusive provider of all transaction processing services (including, without limitation, the authorization, conveyance and settlement of Transactions). This provision includes any City business that involves credit card functionality that is outsourced.

Question 26: General Public Internet Site – Please explain in more detail what is expected.
Response: The public must be able to obtain access and view on-line sales of city vehicles.

Question 27: Actively Advertise and Market the City Sale – Please explain what actively advertise and market is.
Response: Please refer to Attachment A, Part 3, #3.

Question 28: Important General Question: The City Contract has not been sent for submittals on an annual basis. Is it normal to require such a short submittal period of time from date of notification?
Response: Requests of an annual contract are generated by the using departments as the need exists. Solicitation 14-002 was released on October 11, 2013, in which all vendors who are registered with the City of San Antonio and on the solicitation listing for this particular solicitation received an automated notification of the release. Thirty days is the typical period between advertisement and submission due dates for this kind of procurement.



Paul L. Calapa
Procurement Administrator
Finance Department – Purchasing Division

RFCSP Auction Services for Automotive Vehicles & Equipment Score Summary	Maximum Points	BA & W Enterprises	Manheim Remarketing	My Auction House	Rod Robertson Enterprises
A - Experience, Background, Qualifications	30	23.67	29.67	9.00	18.33
B - Proposed Plan - Service and Facilities	30	22.33	29.67	12.33	14.33
B - Proposed Plan - Advertising/Marketing	15	12.33	13.33	9.00	10.67
A - B Sub-Total	75	58.33	72.67	30.33	43.33
C - Price Schedule	15	11.99	7.86	8.31	15.00
D - SBEDA Program	10	10.00	0.00	10.00	10.00
TOTAL SCORE	100	80.32	80.53	48.64	68.33
RANK BASED ON TOTAL SCORE		2.00	1.00	4.00	3.00