

AN ORDINANCE 2010-10-21-0903

**AUTHORIZING THE FOLLOWING CONTRACTS ESTABLISHING UNIT PRICES FOR ANNUAL GOODS AND SERVICES: (A) LANE EQUIPMENT CO. FOR LEASE OF ICE MACHINES AND ICE STORAGE BINS; (B) SAT RADIO COMMUNICATIONS LTD. DBA INDUSTRIAL COMMUNICATIONS FOR INSTALLS, REMOVALS AND REPAIRS OF EQUIPMENT FOR POLICE VEHICLES; (C) ENVIRONMENTAL SYSTEMS RESEARCH INSTITUTE (ESRI), INC. FOR USAGE OF GEOGRAPHIC INFORMATION SYSTEM SOFTWARE THROUGH THE ESRI ENTERPRISE LICENSE SUBSCRIPTION AGREEMENT; AND (D) KIDDE FIRE TRAINERS FOR MAINTENANCE SUPPORT SERVICES/SAFD TRAINING ACADEMY.**

\* \* \* \* \*

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

**WHEREAS**, these bids are from various companies to furnish the City with: (A) Lane Equipment Co. for lease of ice machines and ice storage bins; (B) SAT Radio Communications Ltd. DBA Industrial Communications for installs, removals and repairs of equipment for police vehicles; (C) Environmental Systems Research Institute (ESRI), Inc. for usage of Geographic Information System Software through the ESRI Enterprise License subscription agreement; and (D) Kidde Fire Trainers for maintenance support services/SAFD training academy; and

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

**WHEREAS**, all expenditures will be in accordance with the applicable fiscal year's budget approved by City Council; **NOW THEREFORE:**

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

**SECTION 1.** The bids of various companies to furnish the City with: (A) Lane Equipment Co. for lease of ice machines and ice storage bins; (B) SAT Radio Communications Ltd. DBA Industrial Communications for installs, removals and repairs of equipment for police vehicles; (C) Environmental Systems Research Institute (ESRI), Inc. for usage of Geographic Information System Software through the ESRI Enterprise License subscription agreement; and (D) Kidde Fire Trainers for maintenance support services/SAFD training academy on an annual contract basis as shown on the attached bid tabulation sheets, are hereby accepted, subject to and contingent upon the deposit of all required bonds, performance deposits, insurance certificates and endorsements. The bid tabulation sheets are attached hereto and incorporated herein for all purposes as **Exhibit I**. Copies of the bids are available for inspection in the offices of the Purchasing & General Services Department.

**SECTION 2.** The amounts will be encumbered upon issuance of various purchase orders, and payment is authorized to various vendors. All current fiscal year expenditures will be in accordance with the FY 2011 budget approved by City Council and future fiscal year

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

expenditures are contingent upon future City Council budget approvals. The combined estimated annual cost for the contracts listed on this ordinance is approximately \$922,000.00.

**SECTION 3.** This ordinance shall be effective immediately upon passage by eight affirmative votes; otherwise it shall be effective on the tenth day after passage hereof.

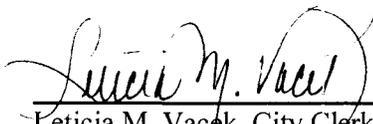
**PASSED and APPROVED** this 21<sup>st</sup> day of October, 2010.



M A Y O R  
Julián Castro

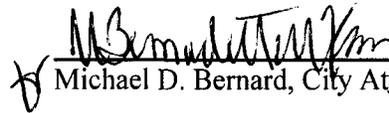
**ATTEST:**

**APPROVED AS TO FORM:**



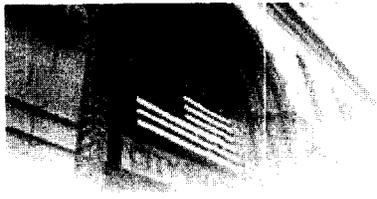
---

Leticia M. Vacek, City Clerk



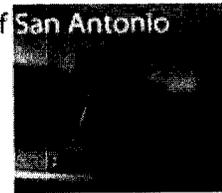
---

Michael D. Bernard, City Attorney



Request for  
**COUNCIL**  
**ACTION**

City of San Antonio



## Agenda Voting Results - 7

<b>Name:</b>	7, 8, 11, 12, 13, 14, 15, 20A, 20B, 22, 23, 24, 25, 26, 31						
<b>Date:</b>	10/21/2010						
<b>Time:</b>	09:43:06 AM						
<b>Vote Type:</b>	Motion to Approve						
<b>Description:</b>	An Ordinance authorizing the following contracts establishing unit prices for annual goods and services: (A) Lane Equipment Co. for lease of ice machines and ice storage bins; (B) SAT Radio Communications Ltd. dba Industrial Communications for installs, removals and repairs of equipment for Police vehicles, (C) Environmental Systems Research Institute (ESRI), Inc. for usage of Geographic Information System software through the ESRI Enterprise license subscription agreement and (D) Kidde Fire Trainers for maintenance support services/SAFD Training Academy. [Ben Gorzell, Chief Financial Officer; Janie Cantu, Director, Purchasing & General Services]						
<b>Result:</b>	Passed						
<b>Voter</b>	<b>Group</b>	<b>Not Present</b>	<b>Yea</b>	<b>Nay</b>	<b>Abstain</b>	<b>Motion</b>	<b>Second</b>
Julián Castro	Mayor		x				
Mary Alice P. Cisneros	District 1		x				x
Ivy R. Taylor	District 2		x				
Jennifer V. Ramos	District 3		x			x	
Philip A. Cortez	District 4		x				
David Medina Jr.	District 5		x				
Ray Lopez	District 6		x				
Justin Rodriguez	District 7		x				
W. Reed Williams	District 8		x				
Elisa Chan	District 9		x				
John G. Clamp	District 10		x				

**ANNUAL CONTRACT  
TABLE OF CONTENTS**

**October 21, 2010**

**RFCA # 6968**

COMMODITY

MBE/WBE

VENDOR

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

- A. Lease of Ice Machines and Ice Storage Bins  
A857-11-AA  
January 2, 2011 through December 31, 2013  
with 3, 1 year options to extend
- Lane Equipment Co.  
Entire Bid  
Estimated Amount: \$25,000.00  
annually; \$150,000.00 contract period
- B. Installs, Removals & Repairs of Equipment for  
Police Vehicles  
A1355-10-JH  
November 8, 2010 through December 31, 2012  
with 2, 1 year options to extend
- WBE  
SAT Radio Communications LTD dba  
Industrial Communications  
Entire Bid  
Estimated Amount: \$477,000.00  
annually

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

- C. Environmental Systems Research Institute  
(ESRI) Enterprise License Subscription  
Agreement  
A859-11-WF  
Upon award through October 18, 2012
- Environmental Systems Research  
Institute (ESRI), Inc.  
Entire Bid  
Estimated Amount: \$400,000.00  
annually
- D. Maintenance Support Services/SAFD Training  
Academy  
A1310-11-CC  
December 1, 2010 through November 30, 2011  
with 2, 1 year options to extend
- Kidde Fire Trainers  
Entire Bid  
Estimated Amount: \$20,000.00  
annually; \$63,000.00 contract period



# City of San Antonio

## Contract Summary Sheet

Date: 10/21/10  
Agenda Item: 6968

<b>Name/Title (Caption as shown on agenda):</b> Lease of Ice Machines and Ice Storage Bins A857-11 AA	
<b>Brief Description of Item(s) and Use:</b> This contract will provide a lease agreement for ice making machines and ice storage bins to be utilized at various City facilities. The lease includes the delivery and installation of new equipment to participating City facilities as well as service and preventive maintenance.	
<b>Total \$:</b>	\$25,000.00 annually; \$150,000.00 contract period
<b>Contract Period:</b>	January 2, 2011 through December 31, 2013, with 3, 1 year options to extend
<b>Method of Procurement:</b>	Competitive (1 bid received)
<b>Price Trend:</b>	24% increase due to rising cost of fuel, labor and equipment
<b>Contract Info:</b>	Formal ____ Annual <u>X</u> Support/Maintenance ____ Lease ____
<b>Recommended Contractor(s):</b>	Lane Equipment Co., 1507 West Avenue, San Antonio, TX 78201 (MSWN)
<b>Previous Contractor(s):</b>	Lane Equipment Co., 1507 West Avenue, San Antonio, TX 78201 (MSWN)
<b>Comments:</b>	N/A
<b>Anticipated Future Requirements and Action:</b>	N/A
<b>Procurement Alternative:</b>	Should this contract not be approved, departments would be required to submit a purchase requisition each month that services are needed. However, processing requirements on an as needed basis will not realize a cost savings customarily associated with long-term agreements.
<b>Using Department(s):</b>	Citywide

**City of San Antonio Bid Tabulation**

Opened: September 3, 2010 For: Lease of Ice Machines and Ice Storage Bins  A857-11		Lane Equipment Company AA 1507 West Avenue  San Antonio, TX 78201 210-736-1616
Item	Description	
1	Ice Maker	
	Make	Manitowoc
	Model	SD-0502A
	Monthly Price	\$55.00
2	Storage Bins	
a.	Make	Manitowoc
	Model	B-570
	Monthly Price	\$19.00
b.	Make	Manitowoc
	Model	B-970
	Monthly Price	\$31.00
	Payment Terms	Net 30



# City of San Antonio

## Contract Summary Sheet

Date: 10/21/10  
Agenda Item: 6968

<b>Name/Title (Caption as shown on agenda):</b> <b>Installs, Removals &amp; Repairs of Equipment for Police Vehicles A 1355-10 JH</b>	
<b>Brief Description of Item(s) and Use:</b> This contract will provide the Police Department with a contractor to install, remove and repair safety equipment utilized in police vehicles. The maintenance and installation of safety equipment utilized on police vehicles includes lights, sirens, cameras, radars, prisoner barriers and gun racks. In addition, the contract will also include the labor to remove and repair existing equipment from one vehicle to another.	
<b>Total \$:</b>	\$477,000.00 annually
<b>Contract Period:</b>	November 8, 2010 through December 31, 2012 with 2, 1 year options to extend
<b>Method of Procurement:</b>	Competitive (3 bids received)
<b>Price Trend:</b>	24% decrease due to reduction in labor rates
<b>Contract Info:</b>	Formal <input type="checkbox"/> Annual <input checked="" type="checkbox"/> Support/Maintenance <input type="checkbox"/> Lease <input type="checkbox"/>
<b>Recommended Contractor(s):</b>	<b>SAT Radio Communications LTD dba Industrial Communications, 1019 East Euclid Ave, San Antonio, TX. 78212 (FSWN)</b>
<b>Previous Contractor(s):</b>	Southwest Public Safety, 9905 Perrin Beitel, San Antonio, TX 78217 (MLWN)
<b>Comments:</b>	<b>Withdrew:</b> Emergency Services Supply was unable to honor bid pricing
<b>Anticipated Future Requirements and Action:</b>	N/A
<b>Procurement Alternative:</b>	Should this contract not be approved, the Police Department would need to hire a minimum of eight certified technicians and two supervisors to perform the installation, removal and repair of safety equipment in the police vehicles. In addition, the Police Department would need to lease a facility to perform this type of work for over 650 assigned police vehicles.
<b>Using Department(s):</b>	Police

City of San Antonio Bid Tabulation

Opened: July 14, 2010		SAT Radio Communications LTD dba Industrial Communications	Emergency Services Supply	Southwest Public Safety
For: Installs, Removals & Repairs of Equipment for Police Vehicles				
A1355-10		JH 1019 East Euclid Ave San Antonio, TX 78212 210-226-3682	19513 IH 35 North New Braunfels, TX 78132	9905 Perrin Beitel San Antonio, TX 78217
Item	Description			
1	REMOVAL/POLICE		WITHDREW	
A	Patrol Vehicle Standard (Removal) Price Complete	\$165.00	\$389.70	\$190.00
B	Patrol Standard w/Additional Equipment (Removal)			
(a)	Camera Price Complete	\$220.00	\$129.90	\$285.00
(b)	Radar & Camera Price Complete	\$220.00	\$194.85	\$285.00
(c)	Radar, Camera & Prisoner Barrier w/Gun Rack Price Complete	\$220.00	\$259.80	\$285.00
(d)	Prisoner Barrier w/Gun Rack Price Complete	\$220.00	\$64.95	\$285.00
(e)	Pronet Price Complete	\$220.00	\$64.95	\$285.00
C	Traffic Standard w/Additional Equipment (Removal) Radar, Traffic Adviser & Corner Strobes Price Complete	\$220.00	\$194.85	\$285.00
D	Traffic Slick Top Standard w/Additional Equipment (Removal) Radar, Traffic Adviser, Grill LED's, Dash Talon, Corner Strobes & Brake Light Talon Price Complete	\$220.00	\$259.80	\$285.00
E	Traffic AD Impala/Charger Standard w/Additional Equipment (Removal) Radar, Inner Edge Light Bar (2) ea, Grill LED's, Dash Talon, Dominator, Corner Strobes & Brake Light Talon Price Complete	\$220.00	\$454.65	\$285.00
F	Traffic AD Tahoe w/Additional Equipment (Removal) Radar, Inner Edge Light Bar (2) ea, Grill LED's, Dash Talon, Dominator, Corner Strobes, Brake Light Talon & Rear Side Window LED's Price Complete	\$220.00	\$487.12	\$285.00
G	DWI Vehicle w/Additional Equipment (Removal) Radar, Traffic Adviser, Camera & Corner Strobes Price Complete	\$220.00	\$324.75	\$285.00
H	DWI Slick Top Vehicle w/Additional Equipment (Removal) Radar, Traffic Adviser, Camera, Inner Edge Light Bar & Corner Strobes Price Complete	\$220.00	\$389.70	\$285.00
I	Motorcycle w/Additional Equipment (Removal) Equipment box, Lights, Siren, Equipment Plate, Solo Seat & Radar Price Complete	\$275.00	\$279.80	\$620.00
2	INSTALLS			
A	Patrol Vehicle Standard (install) Price Complete	\$880.00	\$539.60	\$1,200.00
B	Patrol Standard w/Additional Equipment (Install)			
(a)	Camera Price Complete	\$935.00	\$344.75	\$1,300.00
(b)	Radar & Camera Price Complete	\$990.00	\$409.70	\$1,400.00
(c)	Radar, Camera & Prisoner Barrier w/Gun Rack Price Complete	\$1,100.00	\$474.65	\$1,600.00
(d)	Prisoner Barrier w/Gun Rack Price Complete	\$990.00	\$149.90	\$1,400.00
(e)	Pronet Price Complete	\$935.00	\$149.90	\$1,300.00
C	Traffic Standard w/Additional Equipment (Install) Radar, Traffic Adviser & Corner Strobes Price Complete	\$1,430.00	\$279.80	\$2,000.00

City of San Antonio Bid Tabulation

Opened: July 14, 2010		SAT Radio Communications LTD dba Industrial Communications	Emergency Services Supply	Southwest Public Safety
For: Installs, Removals & Repairs of Equipment for Police Vehicles				
A1355-10		JH 1019 East Euclid Ave San Antonio, TX 78212 210-226-3682	19513 IH 35 North New Braunfels, TX 78132	9905 Perrin Beitel San Antonio, TX 78217
Item	Description			
D	Traffic Slick Top Standard w/Additional Equipment (Install) Radar, Traffic Adviser, Grill LED's, Dash Talon, Corner Strobes & Brake Light Talon Price Complete	\$1,430.00	\$409.70	\$2,000.00
E	Traffic AD Impala/Charger Standard w/Additional Equipment (Install) Radar, Inner Edge Light Bar (2) ea., Grill LED's, Dash Talon, Dominator, Corner Strobes & Brake Light Talon Price Complete	\$1,650.00	\$539.60	\$2,300.00
F	Traffic AD Tahoe w/Additional Equipment (Install) Radar, Inner Edge Light Bar (2) ea., Grill LED's, Dash Talon, Dominator, Corner Strobes, Brake Light Talon & Rear Side Window LED's Price Complete	\$1,650.00	\$604.55	\$2,300.00
G	DWI Vehicle w/Additional Equipment (Install) Radar, Traffic Adviser, Camera & Corner Strobes Price Complete	\$1,430.00	\$604.55	\$2,000.00
H	DWI Slick Top Vehicle w/Additional Equipment (Install) Radar, Traffic Adviser, Camera, Inner Edge Light Bar & Corner Strobes Price Complete	\$1,430.00	\$669.50	\$2,000.00
I	Motorcycle w/Additional Equipment (Install)			
(a)	Equipment box, Lights, Siren, Equipment Plate, Solo Seat & Radar Price Complete	\$2,600.00	\$409.70	\$3,400.00
(b)	Restore Bike back to original equipment for resale Price Complete	\$165.00	\$279.80	\$240.00
3	LABOR FOR REPAIR AND SERVICE Labor Rate for Repair & Service Price Per Hour	\$55.00	\$64.95	\$120.00
	Payment Terms	Net 30	Net 30	1%10 Days



# City of San Antonio

## Contract Summary Sheet

Date: 10/21/10  
Agenda Item: 6968

<b>Name/Title (Caption as shown on agenda):</b> <b>Environmental Systems Research Institute (ESRI) Enterprise License Subscription Agreement A859-11 WF</b>	
<b>Brief Description of Item(s) and Use:</b> This is an amendment to the Enterprise License Agreement that was established between Environmental Systems Research Institute (ESRI), Inc. and the City of San Antonio on October 5, 2006 through Ordinance 2006-10-05-1141. This agreement provides the Information Technology Services Department with a contract for the geographic information system (GIS) software licenses, support, maintenance and training to develop GIS applications and meet the growing demands for GIS services. This amendment will extend the term of the contract for an additional two years.	
<b>Total \$:</b>	\$400,000.00 annually
<b>Contract Period:</b>	Upon award through October 18, 2012
<b>Method of Procurement:</b>	Sole Source
<b>Price Trend:</b>	20% decrease due to reduction in the number of licenses
<b>Contract Info:</b>	Formal <input type="checkbox"/> Annual <input checked="" type="checkbox"/> Support/Maintenance <input type="checkbox"/> Lease <input type="checkbox"/>
<b>Recommended Contractor(s):</b>	<b>Environmental Systems Research Institute (ESRI), Inc., 380 New York Street, Redlands, CA 92373 (MLWN)</b>
<b>Previous Contractor(s):</b>	Environmental Systems Research Institute (ESRI), Inc., 380 New York Street, Redlands, CA 92373 (MLWN)
<b>Comments:</b>	N/A
<b>Anticipated Future Requirements and Action:</b>	N/A
<b>Procurement Alternative:</b>	Should this contract not be approved, the City would not have a contract for the necessary software licenses, support, maintenance and training to develop GIS applications and meet the growing demands for GIS services. GIS applications would not have the benefit of patches, upgrades or technical support for troubleshooting issues arising during the development of GIS application services.
<b>Using Department(s):</b>	Information Technology Services

**City of San Antonio Bid Tabulation**

Opened: August 27, 2010		<b>SOLE SOURCE</b> Environmental Systems Research Institute (ESRI), Inc. 380 New York Street Redlands, CA 92373 210-499-1044, Ext. 8826
For: Environmental Systems Research Institute (ESRI) Enterprise License Subscription Agreement		
A859-11	WF	
Item	Description	
1	ESRI Enterprise Subscription Price Per Year	\$400,000.00
	Terms	Net 30
	Estimated Annual Total	\$400,000.00
	<b>Estimated Annual Award</b>	<b>\$400,000.00</b>



# City of San Antonio

## Contract Summary Sheet

Date: 10/21/10  
Agenda Item: 6968

<b>Name/Title (Caption as shown on agenda):</b> Maintenance Support Services/SAFD Training Academy A1310-11 CC	
<b>Brief Description of Item(s) and Use:</b> This contract will provide the Fire Department with maintenance and support of the FireTrainer T-2000 Live Fire Training System. This system was installed at the Fire Training Academy in 2006 and provides realistic controllable fire training to fire cadets, incumbent firefighters and personnel from other city or agency fire departments.	
<b>Total \$:</b>	\$20,000.00 annually; \$63,000.00 contract period
<b>Contract Period:</b>	December 1, 2010 through November 30, 2011 with 2, 1 year options to extend
<b>Method of Procurement:</b>	Sole Source
<b>Price Trend:</b>	5% increase
<b>Contract Info:</b>	Formal ___ Annual <u>X</u> Support/Maintenance ___ Lease ___
<b>Recommended Contractor(s):</b>	Kidde Fire Trainers, 17 Philips Parkway, Montvale, NJ 07645 (MLWN)
<b>Previous Contractor(s):</b>	Kidde Fire Trainers, 17 Philips Parkway, Montvale, NJ 07645 (MLWN)
<b>Comments:</b>	N/A
<b>Anticipated Future Requirements and Action:</b>	N/A
<b>Procurement Alternative:</b>	Should this contract not be approved, preventive maintenance for the Live Fire Training System would no longer be provided. This would increase the likelihood of unplanned corrective services being required and the system becoming inoperable.
<b>Using Department(s):</b>	Fire

**City of San Antonio Bid Tabulation**

Opened: September 29, 2010			<b>Sole Source</b> Kidde Fire Trainers, Inc. 17 Philips Parkway Montvale, NJ 07645 201-300-8100
For: Maintenance Support Services/SAFD Training Academy			
A1310-11		CC	
<b>Item</b>	<b>Description</b>	<b>Estimated Annual Quantity</b>	
1	Maintenance and Support Services: Year One: December 1, 2010 - November 30, 2011	1	\$19,845.00
2	Maintenance and Support Services: Year Two: December 1, 2011 - November 30, 2012	1	\$20,837.00
3	Maintenance and Support Services: Year Three: December 1, 2012 - November 30, 2013	1	\$21,879.00
	Payment Terms		Net 30
	Estimated Total		\$62,561.00
	<b>Estimated Total Award</b>		<b>\$62,561.00</b>