SUBJECT: Fire Apparatus for Jacksonville Fire and Rescue Division

BID #: ESC-0456-18 **OPEN DATE:** 8/29/18

COMPETITIVE SEALED PROPOSAL EVALUATION COMMITTEE

KIND AND BASIS OF CONTRACT: Service Contract – Five (5) years from date of contract execution with one (1) five (5) year renewal option

AGENCY: Fleet Management Division

BASIS OF AWARD: Highest Scoring Bidder Based on Evaluation Criteria

NUMBER OF BIDS INVITED: 8 **NUMBER RECEIVED:** 2 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to reject REV RTC for failure to meet the minimum requirement of same ownership for a minimum of ten (10) years. Recommend approval of award to the highest scoring responsive, responsible bidder, Ten-8 Fire Equipment, Inc. Period of service is five (5) years from date of contract execution with one (1) five (5) year renewal option. Total expenditure amount not to exceed $10,915,505.00.

Funding Source: AFFM513-06401 – To be executed by formal contract through the Office of General Counsel and encumbered by purchase order

Attachments: Recommendation Memo, Tabulation and Scoring Sheets and Evaluation Criteria

ANALYST: _____ Annette Burney **RESPECTFULLY SUBMITTED** _____ GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Crisencio Tongol, Chief, Fleet Management Division

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(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF CSPEC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FINANCE AND ADMINSTRATION DEPARTMENT
FLEET MANAGEMENT DIVISION

Jacksonville
Where Florida Begins.

Date: October 9, 2018

To: Gregory Pease, Chief of Procurement Division

Thru: Cris Tongol, Chief of Fleet Management Division

From: Erik Preacher, Fleet Financial Services Manager

Re: Recommendation of award for ESC-0456-18 Fire Apparatus for Jacksonville Fire Rescue Division

Fleet Management Division recommends approval of award to the highest scoring responsive, responsible bidder, Ten-8 Fire Equipment Inc. Fleet Management is requesting the warranty claims Matrix be waived since neither vendor provided this information. REV RTC, Inc., d/b/a Hall-Mark RTC did not meet minimum requirements of same ownership for a minimum of ten (10) years.(Pg 2 #2) . Period of Service is Five years from Date of executed Contract, with one (1) five (5) year renewal option. Estimated amount of expenditure is $10,915,505.00.

Funding Source: AFFM513-06401 to be executed by purchase order

2581 Commonwealth Ave. Jacksonville, FL 32254 Phone: 904.255-7400 Fax: 904.381.4607 www.coj.net

Leslie-Burney, Annette

From: Leslie-Burney, Annette
Sent: Tuesday, November 13, 2018 12:15 PM
To: dee.daniels@revrtc.com
Cc: Freeman, Dustin; Nunziato, Christine
Subject: FW: ESC-0456-18 Fire Apparatus for JFRD
Attachments: ESC-0456-18 REJECTION - REV.pdf

Dee, please find the attached rejection notice for the above RFP. Please email me with any questions or concerns.

Thank you,

Annette L. Burney
Purchasing Analyst
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Ph.: 904-255-8810
Fax: 904-360-8527
Email: aburney@coj.net

*** Privacy Act: This communication may contain privileged or other official city information. If you are not the intended recipient or believe that you have received this communication in error, please reply to the sender indicating that fact and delete the copy you received. It is a violation of Federal Law to print, copy, retransmit, disseminate, or otherwise use this information.

-----Original Message-----
From: P0697@coj.net [mailto:P0697@coj.net]
Sent: Tuesday, November 13, 2018 12:06 PM
To: Leslie-Burney, Annette
Subject: ESC-0456-18 REJECTION - REV

Please open the attached document. It was scanned and sent to you using a Xerox Multifunction Printer.

Attachment File Type: pdf, Multi-Page

Multifunction Printer Location: Ed Ball 8th Floor
Device Name: P0697

For more information on Xerox products and solutions, please visit http://www.xerox.com

ONE CITY. ONE JACKSONVILLE.

City of Jacksonville, Florida

Lenny Curry, Mayor

Procurement Division
Ed Ball Building
214 N. Hogan Street, Suite 800
Jacksonville, Florida 32202

November 13, 2018

725 SW 46th Ave.
Ocala, FL 34474

NOTIFICATION OF FORMAL BID REJECTION

BIDDER'S NAME: REV RTC DBA Hall-Mark RTC

CONTACT NAME: Dee Daniels

BID NUMBER: ESC-0456-18

NAME OF BID: Fire Apparatus for Jacksonville Fire and Rescue Division

DATE OPENED: 8/29/18

REASON FOR REJECTION:
Agency recommends rejecting vendor for failure to meet Minimum Requirement #2:

The manufacturer represented by the respondent must be a going concern and under the same ownership for a minimum of ten (10) years.

IF YOU WISH TO PROTEST THE RECOMMENDED REJECTION OF THIS BID, PLEASE RESPOND IN ACCORDANCE WITH THE CITY OF JACKSONVILLE BID PROTEST PROCEDURES. DIRECT ALL PROTEST TO THE RESPECTIVE ANALYST/BUYER, FACSIMILE NUMBER (904) 255-8837.

BUYER'S SIGNATURE: _____
Annette L. Burney

TITLE: Fire Apparatus for Jacksonville Fire and Rescue Division BID NO.: ESC-0456-18 OPEN DATE: August 29, 2018 @ 2 P.M. ANALYST: Annette Burney No. Invited: (8) No. Received (2) No Bids: (0) Recorded By: Renata Barnett Announcer: Pearl Mitchell		REV RTC	Ten-8 Fire Equipment, Inc.	
NOTES:				
Price:		$ 2,690,991.17	$ 2,183,101.00	
Price	35			
Capacity	30			
Warranty	15			
Ability to Timely Deliver Fully-Equipped Vehicles	20			
TOTAL POINTS	100			
MINIMUM REQUIREMENTS		N	Y	
CONFLICT OF INTEREST		Y	Y	
INSURANCE AGENT ACKNOWLEDGEMENT		Y	Y	
ADDENDUM (1)		Y	Y	

Fire Apparatus for JFRD

ESC-0456-18

Total Points	35 Points	30 Points	15 Points	20 Points	OVERALL	Rank
Proposers	Price	Capacity	Warranty	Ability to Timely Deliver Fully-Equipped Vehicles	100 Total Points (100 max)	
Ten-8 Fire Equipment, Inc.						
Preacher	35.00	30.00	0.00	20.00	85.00	
Reichard	35.00	30.00	0.00	20.00	85.00	
Hylazewski	35.00	30.00	0.00	20.00	85.00	
Average	35.00	30.00	0.00	20.00	**85.00**	

REQUEST FOR PROPOSAL

FIRE APPARATUS FOR JACKSONVILLE FIRE RESCUE DIVISION
For
City of Jacksonville, Florida

SECTION 1
(Specific Information Regarding this RFP)

1.1 **Introduction**

The City of Jacksonville ("**Buyer**") intends to hire an individual or firm ("**Contractor**") to provide the services described in Section 1.2 of this Request for Proposal ("**RFP**"). Persons interested in submitting a response to this RFP (a "**Response**") should carefully review this RFP for instructions on how to respond and for the applicable contractual terms. This RFP is divided into the following sections:

Section 1	Specific Information Regarding This RFP
Section 2	General Instructions
Section 3	General Terms and Conditions of Agreement
Section 4	Description of Services (if referenced in Section 1.2 below)
Attachment A	Response Format
Attachment B	Evaluation Matrix
Attachment C	Equal Business Opportunity Program Requirements
Attachment D	Contract
Attachment E	Disqualified/Probationary Vendors List
Attachment F	Protest Procedures
Attachment G	Indemnification
Attachment H	Insurance Requirements
Form 1	Price Sheet
Form 2	Conflict of Interest Certificate
Form 3	Insurance Agent Acknowledgement
Form 4	References
Form 5	No Bid Form

In the event of conflicting provisions, the following sections of this RFP will have priority in the order listed: Section 1, Section 4, Section 2, Section 3, the Attachments, and the Forms.

1.2 **Scope of Services.**

The City of Jacksonville (City) is requesting proposals from qualified and experienced Contractor(s) to provide Fire Apparatus. The successful Contractor will be required to provide a variety of models of apparatus to the City of Jacksonville.

Please see Section 4 for a full description of the services and deliverables required under this RFP.

1.3 **Term of Agreement.**

The initial term of agreement will commence upon execution of the Contract and will continue for five (5) years with one (1) five (5) year renewal option at the discretion of the City.

1.4 **Minimum Requirements for Contractors.**

Respondents must satisfy the following mandatory minimum requirements in order to have their Responses evaluated. By submitting a Response, Respondent warrants and represents that it satisfies these requirements. Failure to meet these requirements and present written

documentation at the time of bid opening will result in the Response not being evaluated and being rejected as non-responsive:

1. Respondents must be an authorized dealer for an ISO 9001 manufacturer certified in the design, manufacture and service of custom and standard firefighting vehicles, emergency response vehicles, and fire apparatus.
2. The manufacturer represented by the respondent must be a going concern and under the same ownership for a minimum of ten (10) years.
3. The manufacturer represented by the respondent must have a production capacity in excess of 750 apparatus annually.
4. The manufacturer represented by the respondent must be owned and incorporated in the United States.
5. Respondents must be capable of providing a full line of custom chassis and commercial chassis fire apparatus from the same manufacturer. Example below:

    a. Engines/Pumpers
    b. Aerial – Platform, tower, tiller, single axle, tandem
    c. Air
    d. Tanker
    e. Hazmat
    f. Command Center
    g. Airport Crash Tender
    h. Quint
    i. Foam Tender

6. Respondents must have an existing dealer based service facility capable of supporting the proposed sale, performing warranty repairs and supplying needed parts to support JFRD operations located within 300 miles of Jacksonville Florida. The service facility is subject to the City's review and approval.

7. Respondents must provide at least three (3) references of clients to which it has provided said services. If available, references should be representatives of Florida Jurisdictions to which the respondent is currently providing or has provided services within the last five (5) years.

   References:
   The respondent must be the prime contractor for each client/contract referenced for at least five (5) years. All references shall be for work performed within the last three (3) years with contracts providing fire apparatus as outlined in the RFP. The City of Jacksonville reserves the right to contact listed references to validate customer is a favorable reference. References must be submitted on **Form 4**.

8. Respondents must have a mobile service tech on site daily for warranty repair.

9. Respondents must be able to provide daily parts delivery to the City's contracted parts management vendor.

10. Respondents shall provide current proof of all business licenses required by local, state, and federal law as applicable.

1.5 <u>Equal Business Opportunity Program</u>

It is an official policy of the City of Jacksonville to encourage the maximum participation of Jacksonville Small and Emerging Businesses (JSEBs) in its contract awards based upon availability. To participate as a JSEB on Buyer projects, a company must be certified as a JSEB with the City's Equal Business Opportunity Office.

SECTION 4

DESCRIPTION OF SERVICES AND DELIVERABLES

This RFP is intended to achieve the following objectives:

1. Provide the Jacksonville Fire and Rescue Division with the fire apparatus they require to perform their mission goals.
2. Provide for a single source of supply for these Apparatus.

4.0 Definitions

Fire Apparatus	Vehicles purposely built to aid the suppression of fires.
City	City of Jacksonville/COJ
Contract/Agreement	As referenced in the RFP, this contract represents the agreement between parties, including all exhibits attached to it and incorporated in it by reference, and all amendments, modifications or revisions made in accordance with its terms
Contractor	Successful Respondent(s) awarded an agreement from this RFP.
Fleet	Fleet Management Division
JFRD	Jacksonville Fire and Rescue Division

4.1 Fire Apparatus

A. General
1. All vehicles must be NFPA compliant.
2. All vehicles and equipment delivered must be the current year of manufacture.
3. All vehicles will be a complete unit ready for use upon delivery.
4. All vehicles must have an optional torsion bar independent front suspension designed and manufactured by the vehicle manufacturer that is height adjustable.
5. All vehicles will be delivered with the COJ fuel control system equipment installed (currently EJ Ward Canceiver and Antennae).

B. Aerials
1. Aerial units must have a minimum of 107' ladder available in all configurations except where specified.
2. Mid-mount aerials must have a minimum of 100' ladder
3. Rear-mount aerials must have a minimum 107' ladder in single and tandem configuration.
4. All Aerial apparatus must have load sensing LED rung lighting/warning system.
5. All aerial apparatus must have certified Type 1 aerial testing.

C. Construction
1. The preferred construction materials for the cab and body are stainless steel and aluminum.
2. The preferred construction material for aerial apparatus (ladders) is 100K psi steel.

3. All hoses (hydraulic, air, auto lube, etc.) must be protected anywhere the hose may contact metal of any sort. Hoses must be heat shielded anywhere they pass near the engine or exhaust.
4. All internal, external, and navigation lighting will be LED to include headlights.
5. All vehicles must be equipped with Tire Inflation Monitoring.

4.2 **Optional Equipment**

A. The contractor must be able to supply equipment options needed to outfit fire apparatus.
B. The purchase of each vehicle will include options required by the City to build each vehicle.
C. The contractor will provide a list of firefighting equipment the contractor represents and provide a markup from dealer net.

4.3 **Standard of Performance**

A. All vehicles and installed equipment must be designed and constructed with the due consideration to the intended use. This includes load distribution, operating conditions, and standard operator practices.
B. All vehicles and installed equipment must conform to all local, state, and federal laws as they pertain to the vehicles in this solicitation.
C. All vehicles and installed equipment must comply in every way to NFPA guidelines.

4.4 **Compensation**

A. The City of Jacksonville will not accept any proposals that include a pre-construction or scheduled payment before delivery.
B. Payment will be made to the contractor once each compliant vehicle is received.
C. Criteria for Payment – The following criteria must be met before a vehicle is considered compliant and payment can be made to the contractor.
    1. Delivery to 2581 Commonwealth Avenue, Jacksonville, FL 32258 or address stated in the PO.
    2. Fleet Management receives the MSO (Manufacturer's Statement of Origin)
    3. A full inspection of each vehicle confirming conformity to the specifications.

4.5 **Price Structure**

A. Base model pricing for each vehicle will be based on Dealer Net plus a proposed markup.
B. Option pricing for all options will be based on Dealer Net plus a proposed markup.

4.6 **Inspections**

A. The contractor will provide all transportation, lodging, and meals for a minimum of three (3) members of Jacksonville Fire and Rescue Division to travel to the manufacturing location if more than 250 miles from Jacksonville, FL per apparatus.
B. Air travel will be the primary means of transportation round trip from Jacksonville, FL.
C. The contractor will coordinate the arrangements with Jacksonville Fire and Rescue Division a minimum one (1) month ahead of the trip.
D. The schedule is as follows:
    1. Preconstruction meeting to review specifications and drawings prior to construction.
    2. Final Inspection/Testing. The vehicle will be 100% complete and ready for delivery. JFRD will perform a final inspection and performance test of all systems. The contractor will provide all technical information, representatives, testing resources, and location for testing. Any third party certifications must be available for review at this time. If the vehicle is found incompliant, any additional trips required to verify compliance will be at the expense of the contractor with no additional cost to the City.

4.7 **Delivery**

A. All vehicles will be delivered to 2581 Commonwealth Ave., Jacksonville, FL 32254 or an alternate location listed on the PO.
B. The Respondent must provide in their proposal delivery times for each apparatus.

C. The maximum acceptable delivery time is one (1) year from receipt of PO.
D. Delivery terms are FOB Destination.
E. The contractor will provide the MSO (Manufacturer's Statement of Origin) at the time of or before delivery.
F. The contractor will provide two (2) each of the following:
   1. Technical and Service Manuals for the cab and chassis
   2. Technical and Service Manuals for the vehicle body
   3. Parts Manuals for the specific apparatus delivered
   4. Operation manuals
   5. PM Schedule
G. A manufacturer's line setting ticket will be provided electronically for each vehicle at or before delivery of the vehicle.
H. Acceptance will not occur until JFRD and COJ have made a complete inspection at the time of delivery and all items above have been received.

4.8 Change Orders

A. The Contractor must notify the City, in writing, of all change orders for every vehicle purchased.
B. All change orders will be approved by the City prior to work being performed.
C. Change orders must include any additional cost associated with the change order and any addition to the delivery schedule caused by the change order.
D. The City will provide an updated PO reflecting all change orders.

4.9 Training

A. The contractor will provide annual factory based training specific to the manufacture of the vehicle.
B. This will be made available for up to five (5) Fleet and JFRD Technicians in the State of Florida.
C. There will be no out of pocket cost to the City at the time the training occurs.
D. COJ will be responsible for the cost of travel, lodging, and meals.

4.10 Warranty

A. The contractor will delay the warranty start date until the vehicle is put into service by JFRD.
B. A 24-hour response time is required for warranty service.
C. Each apparatus will be covered by a one (1) year basic material and workmanship warranty from the date of service.
D. Each apparatus will come with the full engine warranty from the engine manufacturer.
E. The steering gear must come with a minimum one (1) year warranty from the manufacturer.
F. The structural integrity of the frame must be warranted for a minimum 25 years.
G. The rear axle must have a two (2) year minimum warranty.
H. The Anti-lock Braking System (ABS) must come with a minimum three (3) year warranty.
I. The cab of the apparatus will come with a ten (10) year material and workmanship warranty. This warranty must cover all portions of the cab constructed by the manufacturer to be free from defects in material and workmanship that should arise through the normal use and operation of the apparatus.
J. All electronic modules and displays must come with a five (5) year warranty for materials and workmanship.
K. The transmission must come with the five (5) year Allison Warranty.
L. Any UPF poly water tanks Lifetime Warranty.
M. Each apparatus body will come with a ten (10) year material and workmanship warranty.
N. All roll up doors will come with a lifetime warranty for the mechanical components. The coatings of the door must be covered for a minimum five (5) years.
O. The Waterous pump will come with the five (5) year warranty.

P. The pump plumbing of the apparatus must be covered for a minimum of ten (10) years or 250,000 miles against structural failures from defective design, workmanship, corrosion, or materials.

Q. Each apparatus will come with a ten (10) year pro-rated paint and corrosion warranty to be free from blistering, corrosion, peeling, or any other defect of manufacture or materials.

R. The above warranty coverage shall all assume the reasonable and intended use of the apparatus.

Remainder of page intentionally left blank.

ATTACHEMENT A

RESPONSE FORMAT

To maintain comparability and facilitate the evaluation process, Responses shall be organized in the manner set forth below. Tab delineations for each of the five sections would be helpful.

1) **Title Page:** Include RFP Title, RFP Number, Respondent's full name, address, phone number.

2) **Cover Letter:** Include the following:
   - Date of Letter.
   - RFP Title and Number
   - Respondent's full name, address and phone number.
   - Names of the persons who will be authorized to make representations for the Respondent, their titles, addresses (including email address) and telephone numbers.
   - Respondent's Federal Employer ID Number.
   - Acknowledgement that (i) the Response is based on the terms set forth in the RFP and all amendments thereto posted on Buyer's website as of the date of the Response, and (ii) the Respondent will be responsible for monitoring Buyer's website for subsequent amendments and for either maintaining, amending or withdrawing the Response prior to the Response Due Date based on those subsequent amendments.
   - Signature of Authorized Representative.

3) **Required Forms and Submittals.** Attach all forms identified in Section 1 or in Attachments C, each signed by an authorized representative.
   - Price Sheet
   - Conflict of Interest Certificate
   - Business References. (if requested)
   - Insurance Agent Acknowledgement
   - Equal Business Opportunity Program Forms

4) **Submittals.** Attach the following submittals required in the specifications:
   - Base model list with pricing
   - Option List with dealer net pricing
   - Base model specifications
   - Warranty terms

5) **Proof of Minimum Requirements.** Responses will ONLY be accepted from companies meeting the minimum requirements in Section 1 of the RFP. Respondent must provide clear documentation that they meet the minimum requirements.

6) **Statement of Qualifications.** This portion of the Response will be used to provide the information Buyer needs to evaluate how well the Respondent meets the criteria listed in Attachment B – Evaluation Criteria. Failure to provide adequate information on any criterion will result in lower scores and could result in rejection of the Response as non-responsive. Please divide this portion of the Response into subsections that correspond to each of the listed criteria.

ATTACHMENT B

EVALUATION MATRIX

The evaluations will be based upon the following criteria, and Respondent are requested to provide, as a minimum, the information listed under each criterion. **Failure to provide adequate information on any criterion will result in lower scores and could result in rejection of the proposal as non-responsive.** Respondent are encouraged to arrange their responses in a format that will offer ready review and evaluation of each criterion.

1. **Price (35 points)**

   Specify the pricing for each base model offered. The Respondent submitting the lowest total cost to the City shall receive the maximum number of points for cost, 35 points. Each subsequentially higher cost shall be divided into the lowest cost received and the products score% will be multiplied by the maximum points available to render the points.

   Score = (Lowest Bid/The Bid) X 35

2. **Capacity (30 points)**

   a. Provide the total annual capacity per calendar year (total number of apparatus that can be manufactured at your facility in a calendar year)
   b. Provide the number of orders for apparatus you currently have by calendar year. The bidder submitting the highest available capacity will be awarded the maximum number of points. Each sub-sequentially highest available capacity score will be determined as follows:

      (# of outstanding orders/total capacity x 100). The available capacity percentage will then be calculated by taking 100 - the available capacity score = Available capacity percentage.

      Ex. If the total annual capacity is 1000 units, and there are currently outstanding orders for 250 units; the available capacity percentage will be calculated as follows:

      250/1000*100 = 25
      100-25=75% available capacity percentage.

      i. 0-24% capacity - 7.5 points
      ii. 25-49% capacity - 15 points
      iii. 50-74% capacity - 22.5 points
      iv. 75-100% capacity - 30 points

3. **Warranty (15 Points)**

   Provide the total number of warranty claims against the manufacturer you represent for calendar year 2017.

   Score = (Lowest # of Claims/Claims) X 15

4. **Ability to Timely Deliver Fully-Equipped Vehicles (20 points)**

   a. Provide the timeline for the delivery of each vehicle.
   b. Provide examples of recent deliveries that back up this timeline.
   c. Provide the total time to build the delivered apparatus in number 2. This will provide an average build time per apparatus.
      - ≤ 12 Months = 20 Points
      - > 12 Months = 0 Points