

**ITEMS REQUIRING BOCC APPROVAL**  
**May 12, 2022**  
**(8 ITEMS)**

**1. MEDIA BUYER -- MANAGER'S OFFICE**

**FUNDING -- MANAGER'S OFFICE / AMERICAN RESCUE PLAN ACT (ARPA)**

(Request sent to 99 vendors)

RFP #22-0014 Contract

	Copp Media Services, Inc	<b>J2Design Solutions, LLC dba Lifeboat Creative</b>
Media Buyer	Fee structure is standard 15% of overall media budget for traditional media vendors. Digital and Social Media Outlets do not work the 15% into their rate structure. In these instances, the 15% will be removed from the gross budget.	<b>Digital Strategy &amp; Management</b> <b>Digital Strategy &amp; Setup: \$2,500.00</b> <b>Audio Strategy + Setup: \$625.00 (5 hours)</b> <b>Audio Script Production: \$120.00</b> <b>Strategy &amp; Management: \$1,250.00/month</b> <b>Traditional Add Production &amp; Coordination</b> <b>Traditional Strategy &amp; Setup: \$1,250.00</b> <b>Strategy &amp; Management: \$750.00/month</b>
	Nye & Associates, Inc.	Stealth Agency, LLC dba Stealth Creative
Media Buyer	Project Manager: \$65.00/hour x 24 hrs. Media Buyer: \$65.00/hour x 120 hrs. Creative Director: \$65.00/hour x 4 hrs. Television: \$25,000.00 Radio: \$20,000.00 Billboards: \$20,000.00 Social Media: \$15,000.00 Internet Search: \$10,000.00 Print Ads: \$10,000.00 Project Total: \$109,620.00	\$18,750.00 fee as part of the overall \$125,000.00 budget. All future media above \$125,000.00 will be billed as a 15% commission
No Bid	Amy Geiszler-Jones	Armstrong Chamberlin Strategic Market
	Balefire Marketing + Advertising	Bothner & Bradley, Inc.
	Candid, LLC dba Candid Marketing	CML Collective LLC
	Cohlma Marketing	Community Connections Consulting SE
	Exhibit Arts, LLC	Gardner Design, Inc.
	Greteman Group, Inc.	Iboss Well, Inc.
	Justin McClure Creative	Kansas Action for Children
	Kansas Livestock Association	Lamar Advertising Company
	Mammoth Creative Co.	Kansas Nonprofit Chamber
	Watkins & Schneider Consulting, LLC	

On the recommendation of Joe Thomas, on behalf of the Manager's Office, Tim Myers moved to **accept the proposal from J2Design Solutions, LLC dba Lifeboat Creative for a contract period of one (1) year with two (2) one (1) year options to renew.** Jennifer Blasi seconded the motion. The motion passed unanimously.

A committee comprised of Stephanie Birmingham - COVID Public Information Officer; Akeam Ashford - Director of Strategic Communications; Lorien Showalter Arie - Budget Director; and Joe Thomas - Purchasing evaluated all proposal responses based on the criteria set forth in the RFP. The committee unanimously agreed to accept the proposal from J2Design Solutions, LLC dba Lifeboat Creative.

The media buyer works with the client to identify the target audience for an advertising campaign and then decides the most effective way to use the budgeted amount to reach the maximum number of people with the county's commercial/message.

The media buyer then negotiates the price of the ads and placements on the most relevant and popular media sites for that demographic, including television, radio, print, and digital.

Notes:

This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There were five (5) components to evaluate:

Component	Points
A. Total number of media buys, clicks, ROI of digital spend	20
B. Access to preferred pricing/discounts and relationships with relevant advertising partners in key markets	20
C. Experience in providing media buying services for government agencies	20
D. Experience integrating Google Analytics and other digital analytics tools into media buying campaigns	20
E. The most advantageous and prudent methodology and costs as determined by the county.	20
Total Points	100

Notes:

Partial funding for this project will be provided by the American Rescue Plan Act (ARPA).

### Questions and Answers

Tim Myers: How is this funded? Are we using ARPA funds for some of this?

Joe Thomas: Yes. Some of this is ARPA funded and some of the media is just regular budget funds. ARPA stands for American Rescue Plan Act for the record.

Greg Gann: Can we discuss a little bit how the target audience is achieved? How do you learn that information?

Akeam Ashford: So the target audience is actually achieved with the help of our media buyer. We figure out exactly who we are speaking to, for instance, during Covid-19 we knew we had to speak to those who spoke Spanish as well as Vietnamese. So that in turn became our target audience. We hope to continue to do more messaging, that is really what we need the media buyer for. That personal relationship here in the community, to be able to get us rates, and then also additional media buys that will help to communicate the public.

Greg Gann: Is there a tool to determine measurement of your effectiveness?

Akeam Ashford: Yes. That's a good question. So our media buyers that we've used in the past do have tools. You have Google Analytics for instance which has internal software that can track number of clicks, number of likes, number of posts, number of engagements. So we're asked that for every media campaign that we push out. What is our target audience? Who do we actually reach? What was the actual feedback from those groups?

Tim Meyers: Do we have a target amount that we anticipate spending? I realize that there are going to be different costs associated based on what we're trying to accomplish and what outlets we are using, but do we have an anticipated annual cost?

Akeam Ashford: I don't think we do.

Joe Thomas: I know at one point they mentioned a figure of \$125,000.00. That's going by memory.

Akeam Ashford: I think so and that's going by memory as well. I know that Tania Cole, the Assistant County Manager, had mentioned about \$150,000.00 asked from the County Commissioners so that will be broken out in between several different campaigns.

**BOARD OF BIDS AND CONTRACTS MAY 12, 2022**

**2. CONTRACT EXTENSION TO NATIONAL SCREENING BUREAU CONTRACT #4106-9 -- HUMAN RESOURCES  
FUNDING -- VARIOUS DEPARTMENTS  
(Contract Extension)**

Contract #4106-9	<b>National Screening Bureau dba National Screening Bureau, LLC On-Call Laboratory Services</b>
Extension to contract length	<b>Extend the current contract for an additional 16 months</b>

On the recommendation of Joe Thomas, on behalf of Human Resources, Jennifer Blasi moved to **extend the contract with National Screening Bureau dba National Screening Bureau, LLC through October 12, 2023.** Greg Gann seconded the motion. The motion passed unanimously.

The original contract term for On-Call Laboratory Services was from June 15, 2017 through June 14, 2022. This extension will allow this contract to be concurrent with a contract for Background Screening Services (Contract #4636-11) from the same vendor.

In the meantime, a new Request for Proposal will have been issued in order to combine both services into a single agreement before the end of this contract term.

**BOARD OF BIDS AND CONTRACTS MAY 12, 2022**

**3. CONTRACTOR INSTALLED PAVEMENT MARKINGS - METHYL METHACRYLATE (R175-R2) -- PUBLIC WORKS**

**FUNDING -- R175 PREVENTATIVEMX-16+**

(Request sent to 46 vendors)

RFB #22-0029 S/C #8000201061

Engineer's Estimate: \$492,296.00	<b>Traffic Control Services, Inc.</b>	
Contractor Installed Pavement Markings – Methyl Methacrylate (R175-R2)	<b>\$336,472.20</b>	
Bid Bond	<b>Yes</b>	
No Bid	Dondlinger Construction	Kansas Paving
	L & M Contractors, Inc.	Nowak Construction Co., Inc.
	Pearson Construction, LLC	Unruh Excavation
	Wildcat Construction	

On the recommendation of Lee Barrier, on behalf of Public Works, Greg Gann moved to **accept the bid from Traffic Control Services, Inc. in the amount of \$336,472.20**. Russell Leeds seconded the motion. The motion passed unanimously.

Sedgwick County Project 2022 Contractor Installed Pavement Markings - MMA (R175-R2) will result in the new application of durable pavement markings on select roads maintained by the county. Traffic Control Services, Inc. is well known to Public Works and has completed this project to the county's satisfaction in years past.

**Questions and Answers**

Gregg Gann: Do we have an idea of the durability? How long will these markings last on average?

Lynn Packer: We have used paint, thermoplastic, and methyl methacrylate in the past. Methyl methacrylate is a long lasting and durable marking that will last us at least six (6) to seven (7) years on the road without having to go back and retouch it. That works very well because our maintenance program usually touches the road every six (6) to seven (7) years.

**BOARD OF BIDS AND CONTRACTS MAY 12, 2022**

**4. TREATMENT CHEMICALS AND SERVICES FOR CLOSED AND OPEN LOOP HVAC SYSTEMS -- FACILITIES MAINTENANCE FUNDING --FACILITIES MAINTENANCE**

(Request sent to 30 vendors)

RFP #22-0030 Contract

	American Water Treatment Inc.	<b>ChemTreat, Inc.</b>	Swander Water Management & HOH Water Technology, Inc.
Annual cost (should include all monthly testing and chemicals to include any possible lab fees and recommendations).	\$31,037.71	<b>\$46,602.00</b>	\$43,380.00
Per hour, in-person consultation (outside normal monthly testing/inspection).	Included	<b>Included</b>	Included
Unit cost for lab fees (outside normal monthly testing).	\$300.00 Legionella only	<b>Included</b>	\$300.00 Legionella only
Unit cost for recommendation preparation (outside of normal monthly testing)	Included	<b>Included</b>	Included
No Bid	Central Consolidated Inc.	CM3, Inc.	North Point Boiler & Combustion
	South Central Commercial Mechanical	Suez Water Technologies & Solutions	Washer Specialties

On the recommendation of Tammy Culley, on behalf of Facilities Maintenance, Greg Gann moved to **accept the proposal from ChemTreat, Inc. (ChemTreat) for contracted annual pricing shown above effective July 1, 2022 for a period of two (2) years with three (3) one (1) year options to renew.** Tim Myers seconded the motion. The motion passed unanimously.

An evaluation committee comprised of Kendal Ewing and David Perricone - Facilities Maintenance; Shawn Dowd - Risk Management; and Tammy Culley - Purchasing evaluated the proposal responses based on criteria set forth in the RFP. The committee unanimously agreed to accept the proposal from ChemTreat.

This contract will provide treatment chemicals and services for open and closed loop HVAC systems that are managed by Facilities Maintenance. This work will include initial and monthly testing, recommendations for treatment, and chemicals as needed. County staff performs routine daily testing to monitor levels and consult with the vendor on issues that may arise.

An effective water treatment program provides efficiency in water usage by minimizing microbial growth, scale, corrosion, and sediment build-up of solids on heat transfer surfaces. Proper water treatment minimizes the risk of equipment malfunction or complete failure, which could result in repairs or replacement of the equipment that could subsequently cause temporary loss of heating or cooling in the affected facility. Treatment also protects the staff and public from potential biological risks associated with accumulation of harmful bacteria within such a system.

Water treatment standards and best practices are published by the American Society of Heating, Refrigeration, and Air Conditioning Engineers, Inc. (ASHRAE). These systems have been under a treatment plan since becoming operational. ChemTreat has been providing these services successfully for approximately 15 years and leading Facilities Maintenance in its Smart Release Program for approximately 11 years with very good results.

Sedgwick County Facilities Maintenance started the Smart Release Program on all cooling towers with the plan of being environmentally friendly taking advantage of GREEN technology and helping to reduce carbon footprint. This program has shown good results upon yearly inspections with clean heat exchangers, chiller tubes, and tube sheets.

ChemTreat's customer service has been impeccable during their contract with Facilities Maintenance and their dedication to our sustainability has been outstanding.

Notes:

This is a proposal and not a bid. Proposals are scored based on criteria set forth in our RFP. There were four (4) components to evaluate:

Component	Points
a. Ability to meet scope of work	45
b. Process & Strategy for performing Green/Carbon footprint reduction	25
c. Ability to respond in a timely manner	25
d. Cost	5
<b>Total Points</b>	<b>100</b>

ChemTreat, Inc. has been under contract with Sedgwick County for the last five (5) years at an annual cost of \$45,150.53.

**BOARD OF BIDS AND CONTRACTS MAY 12, 2022**

**5. WINCH TRUCK -- FLEET MANAGEMENT / PUBLIC WORKS  
FUNDING -- KENWORTH TRUCK**

(Joint Governmental Purchase - Sourcewell Contract #060920-KTC)

#22-2034 S/C #8000201097

	<b>Kenworth Truck Company, Division of PACCAR Inc.</b>
	<b>Cost</b>
Kenworth Truck Chassis	<b>\$95,015.00</b>
Bed Refurbishment and Installation	<b>\$36,387.00</b>
<b>Total</b>	<b>\$131,402.00</b>

On the recommendation of Britt Rosencutter, on behalf of Fleet Management and Public Works, Tim Meyers moved to **accept the quote from Kenworth Truck Company, Division of PACCAR Inc. based on Sourcewell Contract #060920-KTC in the amount of \$131,402.00.** Jennifer Blasi seconded the motion. The motion passed unanimously.

This vehicle will be equipped with a winch which will enable it to be used when installing precast culverts to connect the boxes together. It also will be used to haul equipment to job sites, allowing a dump truck which would normally be used for this purpose, to be freed up to work on other county projects. Since this vehicle has a winch, Public Works will be able to utilize it in the event another vehicle or piece of equipment gets stuck on a job site, alleviating the need to call a tow truck.

The original price of the chassis for this vehicle is \$121,696.00. By utilizing this Sourcewell contract this price is reduced to \$95,015.00. To increase savings on this purchase, Public Works has chosen to refurbish the bed instead of purchasing a new bed. The cost of refurbishment is \$36,387.00 versus replacing with a new bed at a cost of approximately \$50,000.00 - \$60,000.00.

Notes:

Vehicle being replaced.

<u>Vehicle #</u>	<u>Year</u>	<u>Make/Model</u>	<u>VIN Number</u>	<u>Mileage</u>	<u>Point Total</u>
0073	1996	International 4700	1HTSCAAR6TH301240	96,736	15.2

This pricing was competitively bid through the Sourcewell bidding process.

**Questions and Answers**

Tim Myers: The vehicle being replaced on this contract is a 1996, is that correct?





**BOARD OF BIDS AND CONTRACTS MAY 12, 2022**

**6. BOBCAT COMPACT TRACK LOADER -- FLEET MANAGEMENT / PUBLIC WORKS**

**FUNDING -- T76 T4 BOBCAT**

(Joint Governmental Purchase - NASPO Contract #SW0192 )

#22-2035 S/C #8000201101

	<b>White Star Machinery &amp; Supply</b>
	<b>Cost</b>
<b>Compact Track Loader</b>	
T76 T4 Bobcat Compact Track Loader	<b>\$52,839.36</b>
P69 Performance Package	<b>\$5,845.68</b>
C68 Comfort Package	<b>\$5,595.84</b>
17.7" C-Pattern Rubber Track	<b>\$1,195.92</b>
80" Severe Duty Bucket	<b>\$1,553.44</b>
Long Bolt-on Tooth Kit	<b>\$323.61</b>
Dealer P.D.I.	<b>\$200.00</b>
Freight Charges	<b>\$1,280.00</b>
Dealer Assembly Charges	<b>\$70.00</b>
Material and Logistics	<b>\$5,861.00</b>
Total	<b>\$74,764.85</b>

On the recommendation of Britt Rosencutter, on behalf of Fleet Management and Public Works, Greg Gann moved to **accept the quote from White Star Machinery and Supply based on NASPO Contract #SW0192 in the amount of \$74,764.85.** Tim Myers seconded the motion. The motion passed unanimously.

A skid-steer loader is compact, versatile, and multifunctional for a variety of heavy lifting, digging, grading, and compacting activities performed by Public Works. It’s particularly useful in confined spaces where larger excavation equipment cannot reach.

This loader will replace a small forklift and will include a fork attachment so it will be able to perform the tasks of the forklift.

**Notes:**

<u>Equipment #</u>	<u>Year</u>	<u>Make/Model</u>	<u>Point total</u>
1812	1994	Hyster forklift	16.7 points

This pricing was competitively bid through the NASPO bidding process and is a 30% discount off of the list price.

This is a replacement piece of equipment. Surplus will be sold on Purplewave.

**Questions and answers**

Tim Myers: This is a replacement for a forklift that is apparently from 1994, is that correct?

Britt Rosencutter: Correct.

Tim Meyers: Instead of just getting another forklift we are looking at doing this so we can use it for other things?

Britt Rosencutter: Yes. It's a more versatile tool.



**BOARD OF BIDS AND CONTRACTS MAY 12, 2022**

**7. HEALTHEMS SUBSCRIPTION RENEWAL -- EMERGENCY MEDICAL SERVICES (EMS)**

**FUNDING -- EMS**

(Maintenance and Software Agreement)

#22-2033 Contract

	Sansio HealthEMS	
	Period	Annual
ePCR (Electronic Patient Care Records)	Year 1	<b>\$86,400.00</b>
<b>Total</b>		<b>\$86,400.00</b>

On the recommendation of Lee Barrier, on behalf of Emergency Medical Services (EMS), Jennifer Blasi moved to **accept the quote from Sansio HealthEMS (HealthEMS) in the amount of \$86,400.00.** Greg Gann seconded the motion. The motion passed unanimously.

EMS is seeking a one (1) year renewal of current contract for HealthEMS, the EMS Patient Care Reporting program that has been in place since 2014. HealthEMS has established compatibility for data import/export with Kansas Board of Emergency Medical Services, Emergency Communications, and the billing vendor Digitech.

There is a current RFP in process seeking a new ePCR program but full implementation will be approximately one (1) year away requiring a one (1) year renewal of the existing system.

**BOARD OF BIDS AND CONTRACTS MAY 12, 2022**

**8. COX COMMUNICATIONS COMMERCIAL SERVICES AGREEMENT POINT-TO-POINT CIRCUIT  
GOODS -- INFORMATION & TECHNOLOGY (DIT)  
FUNDING - AMERICAN RESCUE PLAN ACT (ARPA)  
(Single Source)**

#22-2032 Contract

	Cox Communications Kansas, LLC	
	Term (Months)	Monthly Recurring Service Charges
<b>Service Address: 714 N. Main</b>		
Metro-E-1Gb UNI Interstate	36	\$1,105.00
EVC Standard Interstate	36	\$0.00
Metro E-Install EVC Interstate (Installation Fee's)	36	\$0.00
Metro E 1Gb Interstate (Installation Fee's)	36	\$0.00
Total		\$1,105.00
Total (36 months)		\$39,780.00
<b>Service Address: 100 N. Broadway (Ruffin Building)</b>		
Metro-E-1Gb UNI Interstate	36	\$1,105.00
EVC Standard Interstate	36	\$0.00
Metro E-Install EVC Interstate (Installation Fee's)	36	\$0.00
Metro E 1Gb Interstate (Installation Fee's)	36	\$0.00
Total Monthly Charges		\$1,105.00
Total (36 months)		\$39,780.00
<b>Grand Total</b>		<b>\$79,560.00</b>

On the recommendation of Lee Barrier, on behalf of the Division of Information & Technology (DIT), Tim Myers moved to **accept the quote from Cox Communications Kansas, LLC (Cox Communications) in the amount of \$79,560.00.** Jennifer Blasi seconded the motion. The motion passed unanimously.

This is for a point-to-point fiber network circuit leased through Cox Communications to provide the 100 N. Broadway location with connection to the county network, telephone, and internet. Fiber provides higher speeds, lower latency, and better availability than standard coax cable service. Being a new location for the county, there is no prior circuit to provide reference. Current connectivity is provided across fiber lines owned by the county between the buildings on the downtown campus.

Notes:

Funding for this project will be provided by the American Rescue Plan Act (ARPA).

**Questions and answers**

Greg Gann: Just for the record, do we state the number of departments served by this move?

James Arnce: There will be six (6) departments serviced for this as well as when BoCC moves down and starts streaming BoCC meetings down there.

Russell Leeds: I would ask, are there any recusals or conflicts of interest on this?

Greg Gann: I don't think so. It's not my department.

Tim Myers: James, this is something that has to be done basically because of our temporary move to the Broadway location, correct?

James Arnce: Correct. Yes. If we don't do it then there will be no connection over there.