

BOARD OF BIDS AND CONTRACTS JANUARY 21, 2010

ITEMS REQUIRING BOCC APPROVAL

2 Items

**1. KENWORTH PARTS, ACCESSORIES AND LABOR; WARREN DUMP BODY PARTS, ACCESSORIES AND LABOR
FUNDING -- FLEET MANAGEMENT**

(Request for bid sent to six vendors)

RFB 10-0012

	Wichita Kenworth, Inc	Kansas Truck Equipment Company, Inc	
<i>Kenworth Parts and Accessories</i>			
1. OEM parts and accessories, your discount off list price	35.8%	no bid	
1a. Name of catalog that list/base price is derived from	Karmak		
1b. After-market parts and accessories, your discount off list price	34.2%		
1c. Per Hour, Labor cost	\$85.00		
1d. Shops used to provide work that cannot be done at your facility (subcontractors)	none		
<i>Warren Parts and Accessories</i>			
2. OEM parts and accessories, your discount off list price	no bid	We are the final stage manufacturer and add equipment to the cab/chassis, which makes it a complete truck	
2a. Name of catalog that list/base price is derived from			
2b. After-market parts and accessories, your discount off list price			
2c. Per hour, Labor cost			\$72.00
2d. Shops used to provide work that cannot be done at your facility (subcontractors)			none

On the recommendation of Kim Evans, on behalf of Fleet Management, Ron Estes moved to **accept the bid from Wichita Kenworth , and Kansas Truck Equipment Company, Inc. and establish contract pricing for 1 year with 2, one year options to renew.** David Spears seconded the motion. The motion passed unanimously.

These manufacturers (Kenworth and Warren) utilize territories for their distribution channels. Warren does not actually utilize a catalog or set price list, rather parts are quoted directly to the final stage manufacturer for specific jobs/repairs at the time of service. Kansas Truck submitted a letter from Warren stating that they are the only authorized end stage manufacturer/distributor (for that particular brand) in South Central Kansas. Both Wichita Kenworth and Kansas Truck has competitive labor rates with vendors in the area offering similar services.

This contract is intended to establish a parts price contract and establish labor pricing for maintenance and repairs on an as needed basis for all Kenworth equipment that fleet management can not perform and any work that is not covered under warranty. There are currently 10 dump trucks that are Kenworth and under warranty.

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**2. MOBILE AREA NETWORK COMMUNICATIONS - EMERGENCY MEDICAL SERVICES
FUNDING - EMS SECURE VEHICLE NETWORK AND GATEWAY**

(Request for Proposal sent to four vendors)

RFP 09-0305 Req 10040664

	InMotion Technology	KaComm & Utility Associates	KaComm & Data Radio Option 2
Product	Onboard Mobile Gateway (OMG)	OnComm Rocket	Vanguard 3G
Hardware Acquisition Cost (31 units) including , licenses, software and freight	\$60,419.00	\$79,283.12	\$53,926.50
Mounting hardware, antennas etc.	\$5,710.00	included	included
Training , vendor travel, installation and testing	\$8,500.00	\$18,197.76	\$18,197.76
Total to provide all functionality	\$74,629.00	\$97,480.88	\$72,124.26
Optional Equipment (mobility manager with tracker and telemetry)	\$34,825.00	N/A	N/A
Total cost with selected options	\$109,454.00	\$97,480.88	\$72,124.26
Ongoing Software Maintenance & Support (31 units) and extended hardware warranties			
Year One	\$18,174.00	\$150/unit labor	\$150/unit labor
Year Two	\$18,174.00	\$26,877.00	\$24,800.00
Year Three	\$18,174.00	\$26,877.00	\$24,800.00
Total of 3 year maintenance support cost	\$54,522.00	\$53.754.00 plus actual labor charges in year 1.	\$49,600.00 plus actual labor charges in year 1.
Total Implementation Cost and 3 Years Support	\$163,976.00	\$151,234.88	\$121,724.26
Unit Pricing for additional units to be purchased throughout contract	\$1,899.00	\$2,557.00	\$1,419.00

On the recommendation of Kim Evans, on behalf of EMS, Irene Hart moved to **accept the proposal from InMotion Technology for an initial cost of \$127,628.00 (includes 1st year maintenance) and establish contract unit pricing and on-going maintenance support for 3 years.** Anne Smarsh seconded the motion. Motion passed unanimously.

A review committee comprised of Steve Cotter and Dennis Mauk, EMS; Kent Koehler, DIO; and Kim Evans-Purchasing reviewed the responses. Questions were addressed to both vendors to clarify responses. InMotion offers a product that is field repairable (by County staff), expandable by County staff (via addition of memory) and gives options to switch between 4 carriers instantaneously (without replacing the modem). The InMotion units also possess USB connections and the ability to switch between wireless networks without purchase of additional software. These items are important in the ever changing environment of networks. These units will connect hardware and software that are on the network and create better accuracy and analysis in scheduling. InMotion also possesses the expertise and experience to install and support these devices. Staff have had conversations with various organizations around the country that utilize this product and are pleased with the performance and reliability.

The options being purchased provide the ability to remotely monitor all networked equipment and send any software updates via a remote location (i.e. from the station to the truck) without having to remove equipment from the vehicle. Another piece also provides performance monitoring of the driver/truck to include speed of driver, down to gas level of the truck. These pieces of technology will allow for better accuracy in scheduling and deployment and will provide an overall connectivity solution and bring all of the current technologies together and provide detailed information regarding all operations of the truck while deployed.

Questions were asked about the low proposal of KaComm/DataRadio (option 2). This product doesn't have the ability to switch between cellular carriers. It also doesn't have the ability to plug in devices via USB ports. Optional functionality includes remotely monitoring and tracking pieces of equipment, and crews as well as tracking various performance related to the crews and vehicles. Tracking would be very important in a disaster situation.