

**ITEMS REQUIRING BoCC APPROVAL**  
**9 Items**

**1. LAB PROJECTORS, CLASSROOM PROJECTOR SCREENS and INSTALLATION for the NATIONAL CENTER for AVIATION TRAINING - FACILITIES DEPARTMENT**  
**FUNDING - NCAT FURNITURE FIXTURES & EQUIPMENT**

(Request for Proposal sent to thirty-four vendors)

RFP #10-0200 Req 10041686

	Mission AV	AVI Systems	McClelland Sound, Inc	Smith Audio Visual
Lab Projectors, Classroom Projectors Screens and Installation for the National Center for Aviation Training	\$49,827.00 (Sanyo) \$49,702.00 (Eiki)	no bid	\$64,410.90 (Sanyo)	\$54,258.75 (Sanyo)
Warranty	1 yr. installation		1 yr. parts & labor	3 yrs. carry-in parts & standard 90 day projection lamp
Addendum	Yes		Yes	Yes
Delivery	2-4 weeks		2-3 weeks	3-4 weeks
	Sound Products, Inc	Ford Audio-Video	<b>Senna Technology Systems, Inc.</b>	
Lab Projectors, Classroom Projectors Screens and Installation for the National Center for Aviation Training	\$47,129.00 (Sanyo)	\$66,431.48 (Sanyo)	<b>\$41,524.00 (Sanyo)</b> \$45,524.00 (Panasonic)	
Warranty	3 yrs. parts & labor with 1 yr. installation. 90 days projector lamp.	Original manufacturer's warranties plus 2 yr. extended warranties provided by Ford A/V	<b>3 yrs. parts &amp; labor</b>	
Addendum	Yes	Yes	<b>Yes</b>	
Delivery	3-4 weeks	2-3 weeks	<b>3-4 weeks</b>	

On the recommendation of Dallas Shaffer, on behalf of the Facilities Department, Jennifer Dombaugh moved to **accept the low proposal from Senna Technology Systems, Inc. in the amount of \$41,524.00 and establish contract pricing for one (1) year.** David Spears seconded the motion. The motion passed unanimously.

Paula Downs - Project Manager, Kelli Grant - Project Services, Shawn Ehrstein - NIAR, Randy Roebuck - Executive Director of Technology/Operations for WATC, and Joe Thomas - Purchasing reviewed proposals submitted for content, qualifications, costs, and approach to the project. The committee unanimously agreed that Senna Technology Systems, Inc. offered the best proposal.

This project involves the installation of five (5) projectors, five (5) distribution amplifiers, and twenty-six (26) wall mounted projector screens into 25 classrooms/computer labs.

Question was asked about how servicing will be done and by who? The vendor has a technician in the Wichita area who takes care of WSU product (his product is the same product used by WSU CATIA labs).

Question was asked about the budget. The original FF&E budget is \$1.7 million. When items are finally purchased, \$1.5 million will have been spent, leaving approximately \$200K remaining.

## BOARD OF BIDS AND CONTRACTS AUGUST 19, 2010

### 2. PROPERTY/CASUALTY INSURANCE AGENT SERVICES - RISK MANAGEMENT FUNDING - RISK MANAGEMENT

(Request for Proposal sent to twenty-seven vendors)

RFP #10-0166

Property/Casualty Insurance Agent Services	Cretcher-Heartland
1. 2010 - 2011	<b>\$28,000.00</b>
2. 2011 - 2012	<b>\$28,000.00</b>
3. 2012 - 2013	<b>\$28,000.00</b>
4. 2013 - 2014	<b>\$28,000.00</b>
5. 2014 - 2015	<b>\$28,000.00</b>
Total five year cost	<b>*\$140,000.00</b>

On the recommendation of Dallas Shaffer, on behalf of Risk Management, Anne Smarsh moved to **accept the proposal from Cretcher-Heartland to execute a five year contract for an estimated total cost of \$140,000.00**. Irene Hart seconded the motion. The motion passed unanimously.

A review committee comprised of Mick McBride - Risk Manager, Diana Mansouri - Safety Coordinator, Troy Bruun - Deputy CFO, Tammy Brandt - Administrative Officer, Anne Jacobsen - Management Intern, and Joe Thomas - Purchasing evaluated the proposal for content, qualifications, experience and methodology.

\* The annual fee will be reduced by any annual insurance policy commissions received by the agent. It is estimated that a commission from KaMMCO (\$5,000.00 annually) will reduce the annual fee. This is based on historical information about KaMMCO's practice. KaMMCO provides the professional liability insurance for the doctors on county staff.

Cretcher-Heartland holds the current (3 year) contract for insurance agent services. The old fee was \$26,500.00 per year less any insurance policy commissions received during contract term.

Note: The majority of vendors interviewed as to why they did not respond stated that they could not compete based on the present fee structure. Some stated that they did not have the staffing capabilities to provide the services requested.

Question was asked about the service received. Risk Manager stated in order to buy insurance an intermediary is required, also known as an agent. The agent services provides access to the insurance market, expert advice, information concerning what a certain policy covers and more importantly what it does not cover, also what type of insurance should be purchased and from what source.

Question was asked regarding how much liability insurance is purchased and the total amount of premiums for insurance paid annually. . The County doesn't buy any other liability insurance, all other liability requirements are covered by the County (self-insured). The 2010 insurance premiums totaled \$644,135.50.

**BOARD OF BIDS AND CONTRACTS AUGUST 19, 2010**

**3. PROFESSIONAL SERVICE HOURS-DISTRICT ATTORNEY'S OFFICE  
FUNDING- BJA RECORDS MANAGEMENT SYSTEM**

(Sole Source)

RFB #10-0211 REQ 10042318

	<b>Cutting Edge Solutions</b>
250 Professional Service Hours for work on Justware Interface	<b>\$36,250.00</b>

On the recommendation of Iris Baker, on behalf of the District Attorney's Office, Irene Hart moved to **accept the sole source quote from Cutting Edge Solutions in the amount of \$36,250.00.** Ron Estes seconded the motion. The motion passed unanimously.

Cutting Edge Solutions is our contracted provider for any services and support regarding Hyland OnBase, which is the County Standard document imaging software. The project will provide interface capability between the city of Wichita imaging system (Laserfiche) and the Justware system, the District Attorney's case management system. The result of the work will be indexing which will provide the capability of searching records by keywords, file numbers, etc. (categorize information) and will provide the ability to burn information to DVD and redact information as necessary in the systems. This work will create efficiencies in the district attorneys office and reduce the amount of paper used.

Question was asked if the city of Wichita has contributed money toward this project since it involves their product. The city of Wichita spent money on Laserfiche making it capable with OnBase, prior to this work.

## BOARD OF BIDS AND CONTRACTS AUGUST 19, 2010

### 4. 4TH FLOOR COURTROOMS FURNITURE AND CHAIRS -- FACILITIES DEPARTMENT FUNDING -- ADD COURTOOM & CHAMBERS - MAIN COURTHOUSE

(Joint Governmental Purchase - State Contract 30880)

RFB #10-0216 Req 10042407

	<b>John A. Marshall</b>
1. Modular Furniture	<b>\$22,261.15</b>
2. Chairs*	<b>\$3,754.56</b>
3. Tables**	<b>\$2,092.94</b>
<b>Grand Total</b>	<b>\$28,108.65</b>

On the recommendation of Angee Sisco, on behalf of the Facilities Department, Irene Hart moved to **accept the quote from John A. Marshall for \$28,108.65**. Anne Smarsh seconded the motion. The motion passed unanimously.

\* 8 Side Chairs at \$192.06 each for a total of \$1543.68, 24 No Arm Chairs at \$92.12 each for a total of \$2,210.88 - Total for Chairs \$3,754.56

\*\* 4 Rectangular Tables at \$388.11 each for a total of \$1552.44, 2 Round Tables at \$270.25 each for a total of \$540.50 - Total for Tables \$2092.94

This purchase will provide furniture for two administrative assistants, two court reporters, and six conference rooms (4th floor Courtroom and Judges Chambers Renovations as approved in 2010 CIP).

Note: Herman Miller (modular furniture) is the County standard.

**BOARD OF BIDS AND CONTRACTS AUGUST 19, 2010**

**5. SALT/SAND SPREADERS with HYDRAULIC LIQUID APPLICATION SYSTEM -- FLEET MANAGEMENT**

**FUNDING -- FLEET MANAGEMENT**

(Request for Bid sent to four vendors)

RFB #10-0186

	Qty	Midwest Truck Equipment		Truck Parts & Equipment Inc		Kansas Truck Equipment Co	
		Unit Price	Ext Price	Unit Price	Ext Price	Unit Price	Ext Price
1. Salt/Sand Spreader with Hydraulic Liquid Application System	3	\$19,401.00	\$58,203.00	\$19,705.00	\$59,115.00	\$21,730.67	\$65,192.00
Make/Model		<b>Henderson FSH Series</b>		Monroe MV-168-84-68304SS 10/07 gauge		Flink HG12668454SC10- LMC5H1214541510GA	
2. Manuals	3	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Grand total			\$58,203.00		\$59,115.00		\$65,192.00
Warranty		<b>1 year parts &amp; labor</b>		1 year		1 year	
Days to delivery		<b>60-90 days</b>		120 days on trucks		60-90 days ARO	
Acknowledged addendum		<b>Y</b>		N		N	

On the recommendation of Brandy McCune, on behalf of Fleet Management, Ron Estes moved to **accept the low bid from Midwest Truck Equipment, Inc. in the amount of \$58,203.00.** David Spears seconded the motion. The motion passed unanimously.

These are replacements for Public Works. Surplus will be sold on Purple Wave.

Question was asked if Fleet has used the Henderson Series before? Yes, they perform well. All three makes listed in the table are in the county's inventory. The lifecycle on the these stainless steel spreaders is about 5-7 years.

**BOARD OF BIDS AND CONTRACTS AUGUST 19, 2010**

**6. ONE TON, TWO WHEEL DRIVE CHASSIS DUMP BED TRUCK -- FLEET MANAGEMENT  
FUNDING -- FLEET MANAGEMENT**

(Request for Bid sent to twenty-seven vendors)

RFB #10-0190

	Rusty Eck Ford	CMW Equipment	Don Hattan Chevrolet
1. 1 ea, 1 Ton, 2WD Chassis w/Dump Bed	\$37,219.00	no bid	\$38,828.00
Make/Model	2011 Ford F-350 Super Duty Dual Rear Wheels		Chevrolet 3500 HD CC31003
2. 1 ea, Manual (Paper or CD Rom)	\$220.00 paper		\$0.00 electronic
Grand total	\$37,439.00		\$38,828.00
Warranty	bumper to bumper 3 yrs/36,000 miles; powertrain; 5 yrs/60,000 miles; diesel engine; 5 yrs/100,000 miles		3 yrs/36,000 power train; 5 yrs/100,000 miles powertrain
Days to delivery			90 days
Acknowledge Addendums	Y		Y
	<b>Shawnee Mission Ford</b>	Holiday Chevrolet-Ford	Roberts Truck Center
1. 1 ea, 1 Ton, 2WD Chassis w/Dump Bed	<b>\$36,298.00</b>	\$38,199.00	\$50,776.00
Make/Model	<b>2011 Ford F-350 Regular Cab &amp; Chassis; 4X2 DRW w/dump bed</b>	2011 F-450/RUGBY dump body	International Terrastar
2. 1 ea, Manual (Paper or CD Rom)	<b>\$178.00 CD ROM</b>	\$300.00 paper	\$275.00 CD ROM
	<b>Option: electric brake controller \$191.00</b>	n/a	n/a
Grand total	<b>\$36,667.00</b>	\$38,499.00	\$51,051.00
Warranty	<b>3 yrs/36,000 miles bumper to bumper; 5 yrs/60,000 miles powertrain; 5 yrs/100,000 miles engine and certain components</b>	3 yrs/36,000 miles basic; 5 yrs/60,000 miles gas engine; 5 yrs/100,000 miles diesel engine	36 mo/36,000 miles
Days to delivery	<b>90-120 ARO</b>	95 days ARO	60-75 days
Acknowledge Addendums	<b>Y</b>	Y	Y

On the recommendation of Brandy McCune, on behalf of Fleet Management, Jennifer Dombaugh moved to **accept the low bid from Shawnee Mission Ford in the amount of \$36,667.00**. David Spears seconded the motion. The motion passed unanimously.

This truck will be used for hauling small amounts of asphalt around the County to fix potholes during and after the snow season. It is also used in the Summer to haul away brush and trash cleaned up from ditches.

This is a replacement for Public Works. Surplus will be sold on Purple Wave.

Question was asked if delivery was included in the total price. Yes.

**BOARD OF BIDS AND CONTRACTS AUGUST 19, 2010**

**7. TANDEM AXLE TRACTOR -- FLEET MANAGEMENT**

**FUNDING -- FLEET MANAGEMENT**

(Request for Bid sent to twenty-seven vendors)

RFB #10-0208

	Custom Truck Equipment	<b>Wichita Kenworth, Inc</b>	Kansas City Freightliner	Kansas City Peterbilt	Kansas Truck Center	Roberts Truck Center	Midway Freightliner, Inc	Northcutt
1. 1 Ea, Tandem Axle Tractor	\$107,000.00	<b>\$104,999.00</b>	\$108,410.50	\$110,292.00	\$107,458.00	\$106,709.00	\$96,354.00	no bid
Make/Model	Freightliner Coronado SD Conventional	<b>2011 Kenworth T-800</b>	2011 Freightliner Coronado	2011 Peterbilt 384	2011 Freightliner Coronado	International 7600 SBA	Freightliner Business Class M2	
2. 1 Ea, Parts manual (paper or CD)	Included	<b>\$50.00</b>	\$501.25	\$257.00	\$180.00	\$275.00	\$160.00	
3. 1 Ea, Repair manual (paper or CD)	Included	<b>\$275.00</b>	\$736.75	Included	\$250.00	Included	\$140.00	
4. 1 Ea, Electrical diagram (paper or CD)	Included	<b>Included</b>	\$163.50	Included	\$0.00	Included	\$55.00	
Grand Total	\$107,000.00	<b>\$105,324.00</b>	\$109,812.00	\$110,549.00	\$107,888.00	\$106,984.00	\$96,709.00	
Warranty	Basic Vehicle: 1yr/ 100,000 miles; Drive Train 2 yrs/100,000 miles	<b>1 yr/100,000 miles; engine 2 yrs/250,000 miles; drive axles 3 yrs/350,000 miles; transmission 3 yrs unlimited</b>	1 yr/100,000 miles; transmission 3 yrs unlimited; engine 2 yrs/250,000 miles	1 yr on truck; 2 yrs unlimited on engine; 3 yrs unlimited on transmission	Cummins engine 2 yrs/250,000 miles; base warranty 1 yr/100,000 miles; drivetrain 3 yrs/300,000 miles; frame 6 yrs/750,000 miles	Basic Vehicle- 12 months unlimited; Drivetrain 12 months unlimited	N/A	
Days to delivery	60-90 days	<b>60 days</b>	120 days	60 days	120 days	45-60 days	140 days ARO	
Acknowledge Addendum	Y	<b>Y</b>	N	Y	Y	Y	Y	

On the recommendation of Brandy McCune, on behalf of Fleet Management, Irene Hart moved to **accept low bid meeting specifications from Wichita Kenworth Inc. for the amount of \$105,324.00.** David Spears seconded the motion. The motion passed unanimously.

Midway Freightliner, Inc. bid a smaller truck that did not meet specifications. This truck will be used to haul a dump belly trailer that can be filled with dirt, asphalt, sand, and salt. It also is use to pull the Brine mix tanker trailer and all other 40' trailers used by Public Works.

This is a replacement for Public Works. Surplus will be sold on Purple Wave.

**BOARD OF BIDS AND CONTRACTS AUGUST 19, 2010**

**8. HEAVY DUTY SERVICE TRUCKS -- FLEET MANAGEMENT  
FUNDING -- FLEET MANAGEMENT**

(Request for Bid sent to twenty-four vendors)

RFB #10-0209

		Rusty Eck Ford		Shawnee Mission Ford		Don Hattan Chevrolet, Inc	
	Qty	Unit Price	Ext Price	Unit Price	Ext Price	Unit Price	Ext Price
1. Ea, Heavy Duty Service Trucks	4	\$43,635.00	\$174,540.00	<b>\$42,774.00</b>	<b>\$171,096.00</b>	\$45,672.00	\$182,688.00
Make/Model		Ford F-350 2WD per specs		<b>Ford F-350</b>		Chevrolet Silverado 3500HD	
2. Ea, Manual (paper or CD ROM)	1	paper	\$220.00	<b>both available</b>	<b>\$350.00</b>	electronic	\$0.00
Grand total			\$174,760.00		<b>\$171,446.00</b>		\$182,688.00
Warranty		3 yrs/36,000 bumper to bumper; powertrain 5 yrs/60,000 miles; diesel engine 5 yrs/100,000 miles		<b>3 yrs/36,000 miles bumper to bumper; 5 yrs/60,000 miles powertrain; 5 yrs/100,000 mile on engine covers certain components</b>		3 yrs/36,000 miles, 5 yrs/100,000 miles powertrain	
Days to delivery		16-19 weeks		<b>90-120 days ARO</b>		90-120 days	
Acknowledge Addendum		Y		Y		Y	
		Parks Motors		Roberts Truck Center		Mel Hambelton	
	Qty	Unit Price	Ext Price	Unit Price	Ext Price	Unit Price	Ext Price
1. Ea, Heavy Duty Service Trucks	4	\$50,837.00	\$203,348.00	\$54,995.00	\$219,980.00	\$43,707.90	\$174,831.60
Make/Model		Dodge Ram 3500 C/C				Ford F-350	
2. Ea, Manual (paper or CD ROM)	1		\$150.00	CD ROM	\$275.00		\$180.00
Grand total			\$203,498.00		\$220,255.00		\$175,011.60
Warranty		3 yrs/36,000 miles, 5 yrs/100,000 miles powertrain		4 yrs/100,000 miles on engine		3 yrs/36,000 miles, 5 yrs/100,000 miles powertrain; 100,000 miles diesel engine	
Days to delivery		120-180 days		60-90 days		90-120 days ARO	
Acknowledge Addendum		Y		Y		Y	
		Northcutt		Kansas Truck Equipment		Bruckner Truck	
	Qty	Unit Price	Ext Price	Unit Price	Ext Price	Unit Price	Ext Price
1. Ea, Heavy Duty Service Trucks	4	no bid		no bid		no bid	

On the recommendation of Brandy McCune, on behalf of Fleet Management, Irene Hart moved to **accept the low bid from Shawnee Mission Ford for the amount of \$171,446.00**. David Spears seconded the motion. The motion passed unanimously.

These trucks have an auxiliary fuel tank, two oil tanks, a grease pump and an air compressor mounted on the back which are used to perform daily maintenance on mowers, tractors, and heavy equipment that need fluids or lubrication at various job sites.

These are replacements for Public Works East, North, Andale and Clonmel Yards. Surplus will be sold on Purple Wave.

Question was asked if these are the same model trucks that are being replaced? Yes, they are replacing Ford F-350s and they perform well.

**BOARD OF BIDS AND CONTRACTS AUGUST 19, 2010**

**9. SELF-PROPELLED RIDING LAWNMOWER -- FLEET MANAGEMENT  
FUNDING -- FLEET MANAGEMENT**

(Request for Bid sent to fifty-seven vendors)

RFB #10-0212

	<b>Maximum Outdoor Equipment &amp; Service</b>	Professional Turf Products	Wichita Tractor Co	Prairieland Partners	J & M Ag Service, Inc	Stukey Mower Service	Cougar Lawn and Garden	Murphy Tractor & Equipment
1. 1 ea, Self-Propelled Zero Turning Radius Riding Mower	<b>\$13,465.00</b>	\$17,100.00	\$14,800.00	\$18,894.16	\$14,883.55	no bid	no bid	no bid
Make/Model	<b>Grasshopper 930D</b>	Toro GM 328	Grasshopper 930D2	John Deere 997	Grasshopper 930D/97722			
2. 1 ea, Operator Manual	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00			
3. 1 ea, Repair Manual	\$0.00	\$0.00	\$0.00	\$35.00	\$42.00			
4. 1 ea, Parts Manual	\$0.00	\$0.00	\$0.00	\$35.00	\$26.00			
Grand total	<b>\$13,465.00</b>	\$17,100.00	\$14,800.00	\$18,964.16	\$14,951.55			
Warranty	<b>2 yrs</b>	24 months unlimited	2yrs	1 yr on deck; 2 yrs traction unit	mower & deck 2 yrs; engine 2 yrs			
Days to delivery	<b>20 days ARO</b>	30 days	7-10 days after purchase	30 days	30 days ARO			
5. Hourly labor rate	<b>\$65.00 year 1 \$65.00 year 2 \$65.00 year 3</b>	N/A	\$82.00 year 1 \$88.00 year 2 \$90.00 year 3	\$72.00 year 1 \$74.00 year 2 \$76.00 year 3	\$55.00 year 1 \$55.00 year 2 \$55.00 year 3			
6. Parts - cost + mark-up	<b>20%</b>	N/A	35%	standard MSRP	25%			
7. Freight charge, pick up & delivery (1-way)	<b>\$25.00 year 1 \$25.00 year 2 \$25.00 year 3</b>	N/A	\$65.00 year 1 \$85.00 year 2 \$90.00 year 3	\$40.00 year 1 \$42.00 year 2 \$44.00 year 3	\$50.00 year 1 \$50.00 year 2 \$50.00 year 3			
Acknowledge Addendum	<b>Y</b>	Y	Y	Y	Y			

On the recommendation of Brandy McCune, on behalf of Fleet Management, Anne Smarsh moved to **accept low bid from Maximum Outdoor Equipment and Service for the amount of \$13,465.00 and establish contract pricing on parts and labor for one (1) year with two (2) one year options to renew.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

This is a replacement for the Kansas Coliseum Pavilions. Surplus will be sold on Purple Wave.