

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

**ITEMS REQUIRING BOCC APPROVAL
10 ITEMS**

1. ROAD IMPROVEMENTS -- PUBLIC WORKS

FUNDING -- R175 PREVENTIVE MX-16+

(Request sent to 46 vendors)

RFB #18-0024 S/C #8000126730

Engineer's Estimate: \$792,119.50	APAC-Kansas, Inc., Shears Division	Cornejo & Sons LLC	Shilling Construction Company, Inc.	
2018 Bond Tekk (R175-J)	\$732,437.86	\$602,681.06	\$689,169.26	
Bid Bond	Y	Y	Y	
Acknowledge Addendum	Y	Y	Y	
No Bid	Bergkamp Construction Co., Inc.	Dondlinger Construction	Hacker Brothers Construction, Inc.	Reece Construction Co., Inc.
	Cillessen & Sons, Inc.	Road Science	Pearson Construction, LLC	Traffic Control Services, Inc.
	Flint Hills Materials, LLC		RoadSafe Traffic Systems	

On the recommendation of Kristen McGovern, on behalf of Public Works, Richard Powell moved to **accept the low bid from Cornejo & Sons LLC in the amount of \$602,681.06**. Linda Kizzire seconded the motion. The motion passed unanimously

Bond Tekk is a dense-graded BM-1(bituminous mix) of finer aggregate which creates a 1" overlay for a smoother driving experience. It will be used to fill ruts and revitalize surfaces for approximately 9 miles of two lane selected county roads.

Questions and Answers

Richard Powell: Is this a regular recurring annual maintenance we do throughout the county on a regular basis?

Lynn Packer: Yes, that's correct it is a one year, it is done every year and we've done this particular treatment for the last 5 or 6 years, added it to our toolbox.

Richard Powell: Thank you sir.

Tom Stolz: Lynn, on item number # 2 with Nova Chip is that the same answer to that question?

Lynn Packer: Correct. We've used that for much longer.

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

2. ROAD IMPROVEMENTS -- PUBLIC WORKS

FUNDING --R175 PREVENTIVE MX-16+

(Request sent to 46 vendors)

RFB #18-0027 S/C #8000126732

Engineer's Estimate: \$3,836,275.80	APAC - Kansas, Inc.		Cornejo & Sons, LLC	
2018 Nova Chip (R175-B)	\$3,555,869.73		\$3,260,668.73	
Bid Bond	Y		Y	
Acknowledge Addendum	Y		Y	
No Bid	Nowak Construction Co., Inc.	Pearson Construction, LLC	Unruh Excavating	Wildcat Construction Co., Inc.
	Bergkamp Construction	Road Science	PEC	Dustrol, Inc.
	Shilling Construction Co., Inc	Cillessen & Sons, Inc.	Flint Hills Materials, LLC.	
	RoadSafe Traffic Systems, Inc.		Traffic Control Services, Inc.	

On the recommendation of Kristen McGovern, on behalf of Public Works, Richard Powell moved to **accept the low bid from Cornejo & Sons, LLC in the amount of \$3,260,668.73**. Linda Kizzire seconded the motion. The motion passed unanimously.

Nova Chip overlays are one of the tools used by Public Works to prolong the life of a road by adding 1/2" overlay. This preventive maintenance project includes approximately 64 miles of two lane selected county roads.

Questions and Answers

Tom Stolz: Lynn, I'm noticing on both of these bids we got APAC - Kansas, Inc., and Cornejo & Sons, LLC., there's many others that gave no bid. Is that typical? Joe, I have to ask this question. Are we sure that these are getting out to the potential customers?

Lynn Packer: This is typical for these. These particular overlays use an extension to a regular paver, called spray paver. That's a better adhesion, despite the fact that we've been using this and that KDOT has been using for several years now. All the companies around here have basically three or four that in the region they share. APAC - Kansas, Inc. basically rents theirs from another company. Cornejo has theirs but they share it from Texas all the way up to Minnesota with their other sister companies. So it limits how many will actually participate in this.

Tom Stolz: Thank you. Joe, I'm sorry I cut you off. We are confident that these are getting out to all the potential bidders?

Joe Thomas: Yes sir.

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

3. SEDGWICK COUNTY DEVELOPMENTAL DISABILITY ORGANIZATION (SCDDO) INTELLECTUAL AND DEVELOPMENTAL DISABILITY PROGRAMS (NON-HCBS) -- SEDGWICK COUNTY DEVELOPMENTAL DISABILITY ORGANIZATION (SCDDO) FUNDING -- STATE AID

(Request sent to 43 vendors)

RFP #18-0029 Contract

		The Arc of Sedgwick County, Inc.
Name of Program: The Arc Special Projects (Adult 21 and over)		
Funding Requested	\$81,000.00	
Recommended Award	\$81,000.00	
No Bids		
Dream Catcher Case Management, Inc.	Craig Resources, Inc.	Rudy Ranch House
Envision Industries, Inc.	Independent Guardian, LLC	The Looking Glass
Home Technology Solution, Inc.	New Hope Services	

On the recommendation of Britt Rosencutter, on behalf of SCDDO, Talaya Schwartz moved to **accept the proposal from The Arc of Sedgwick County, Inc. in the amount of \$81,000.00**. Ellen House seconded the motion. The motion passed unanimously.

A review committee comprised of Dee Nighswonger, Jeannette Livingston - SCDDO, Brenda Gutierrez - COMCARE, Greg Sullivan - Sedgwick County Intellectual/Developmental Disability Advisory Board and Britt Rosencutter - Purchasing, evaluated the proposals based on criteria set forth in the RFP. One proposal from The Arc of Sedgwick County, Inc. was received and reviewed. The proposal would exclusively serve adults with intellectual and/or developmental disabilities (I/DD) through a number of activities including: Camp Pride, Adult Evening Activities, Lunch Bunch, Family Activities, Mini-Tour Travel Program and Special Events. The committee unanimously agreed the proposal met the RFP requirements and was recommended for funding at the full requested amount of \$81,000.00. Total funding available was \$123,744.00.

SCDDO oversees the service system for individuals with I/DD in Sedgwick County. The agency's mission is to assist people with developmental disabilities to receive quality services and achieve greater independence. The funds utilized for these grants are received from the State of Kansas Department of Aging and Disability Services through an annual contract. SCDDO puts these state aid dollars out for competitive bid every three years. In particular, these funds are targeted to serve adults with I/DD who are eligible for the system but are determined not in need of services ("tier 0").

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

Questions and Answers

Talaya Schwartz: I do have a couple questions, probably for Jeannette. So it's not often that we have a total amount of money and don't award it all, can you talk about that or why none of these other programs turned in proposals?

Jeannette Livingston: Sure. Why do bidders do what they do? I'm not sure I can completely answer that. I believe the amount that we had available was in the RFP. What they did was looked at what they could do for adults. The original proposal was open for children or adults. The proposals we got in from bidders were only for children, so we did a separate RFP to make sure we also served individuals that were adults. They looked at their programming and determined that to just serve adults they needed \$81,000.00. They received a grant previously, and they serve both children and adults but for just adults they felt \$81,000.00 is what they needed.

Talaya Schwartz: Do you know what happens with unused funds? Does it go back to KDADS? Or can you repurpose it?

Jeannette Livingston: No, we will find a use for those dollars and serve families typically.

Tom Stolz: So the original RFP that went out was for adults and children. When we got the results back it was only for Adult Services, what happens to the kids? Did we split the RFP at that point?

Jeannette Livingston: The first RFP, the response we got back on the proposals only serve children, so we agreed to do a second RFP to make sure we also had grant dollars to serve adults.

Tom Stolz: So did the kids get taken care of, is what I'm asking?

Jeannette Livingston: Yes, they were the original RFP.

Tom Stolz: We accepted some?

Talaya Schwartz: So funds were awarded?

Jeannette Livingston: Yes, yes.

Tom Stolz: Of the \$123,000.00, did the services for the kids come out of that \$123,000.00?

Jeannette Livingston: That was what was remaining after children services.

Tom Stolz: So how much was that initial grant?

Jeannette Livingston: You would ask me...

Tom Stolz: Bottom line is: kids got taken care of, adults got taken care of and we got \$50,000.00 which you can now reallocate. Maybe to bolster these program to make them better able to serve families?

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

Jeannette Livingston: Yes, we will probably reallocate some of those dollars to family support and so that goes directly for services for families that apply through the CDDO.

Tom Stolz: We don't have to return it back?

Jeannette Livingston: No, we do all we can to make sure the money given to us, to serve families in the community, goes to families in the community.

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

**4. 2018 STREET APPEARANCE DODGE CHARGER -- FLEET MANAGEMENT
FUNDING -- DODGE CHARGER
 (Request sent to 25 vendors)**

RFB #18-0038 S/C #8000126846

	Landmark Dodge Inc.	Parks Motors	Davis-Moore Automotive, Inc.
	Unit Price	Unit Price	Unit Price
2018 Street Appearance Dodge Charger	\$25,160.00	\$25,180.00	\$25,708.00
Delivery Date	Must order by May 17 or 18	90 days	10-12 wks
No Bid	Marshall Motor Co., Inc.		

On the recommendation of Joe Thomas, on behalf of Fleet Management, Tom Stolz moved to **accept the bid from Parks Motors in the amount of \$25,180.00.** Talaya Schwartz seconded the motion. The motion passed unanimously.

Vehicle being replaced:

3826 - 2012 Chevy Impala 2G1WD5E36C1186871 Points – 16.3 Mileage - 149,836

This is a replacement vehicle for the Sheriff's Office. Surplus vehicle will be sold on Purplewave, Inc.

Questions and Answers

Linda Kizzire: Where is Landmark Dodge located?

Joe Thomas: Independence, Missouri.

Linda Kizzire: On their delivery date they don't have a specific number of days or weeks? It just says must order by May 17th or 18th. So is there an approximate delivery date on that?

Joe Thomas: I think they just responded with the May 17th, 18th and will have to check into that. I don't remember if they had a delivery date. I'll get that information for you.

Linda Kizzire: Once again I just want to state that Davis-Moore Automotive Incorporated pays \$251,936.31 for that one car dealership. The difference between Landmark Dodge, Inc. and Davis-Moore is \$548.00. Once again I feel that it really is poor service that we are doing to the people in our community that pay taxes not only on their dealerships but their employees pay taxes to Sedgwick County, the owners of the businesses pay taxes to Sedgwick County on their homes and their personal vehicles and I just want that out there. I think that we need to relook at purchasing locally when we can, and Parks Motors they're located in Augusta they pay a lot of Kansas' taxes, no taxes to Sedgwick County, but it's a \$20.00 difference and I really think we need to look at a local option preference.

Tom Stolz: Mike, does this Board have the authority and ability to award this outside of the low bid, according to Charter 68?

Michael Fessinger: I anticipated this, I'm taking a look right now I believe that you can do what you think is best. So if you wish to put forth a substitute motion to take an alternate option you may do so.

Tom Stolz: Without violating Charter 68?

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

Michael Fessinger: I do not believe you will be violating Charter 68.

Joe Thomas: Charter 68 states, best value or low bid meeting specification, so I would agree with Mike at this juncture.

Linda Kizzire: I would like to make a substitute motion.

Tom Stolz: We haven't had any motion yet, would you like to make a motion?

Linda Kizzire: I would like to make a motion, that we accept the bid from Davis-Moore Automotive, Inc., in the amount of \$25,708.00.

Talaya Schwartz: I'd 2nd.

Tom Stolz: I have a motion to 2nd. Colonel Powell?

Richard Powell: I clearly understand the Treasurer's intent and actually agree with her to some extent of purchasing on local basis. I wonder if today is the proper time and venue to discuss this, even though we may have the ability to do such select the vendor other than the low bid. Are we setting a new standard today that there will be a future expectation of us doing the same thing again and again later on down the road? Or should we look at the all-encompassing direction policy versus a one-time decision?

Talaya Schwartz: I support Linda's motion and I would slightly argue the fact that since they didn't give us a proper delivery date, we could use the 10 to 12 weeks to say that will give us a better approximation of when we would actually have the vehicle. But I do want to make a slight adjustment, Linda stated that it was about \$20.00 difference and it's actually about \$548.00.

Linda Kizzire: No, I said Parks Motors was \$20.00 difference and David-Moore Automotive, Inc. was \$548.00.

Talaya Schwartz: Oh, right between the two of them.

Joe Thomas: Charter 68 states lowest and best bid or best value selection. If you have a protest from Landmark Dodge, Inc., we need to be able and willing to state what that best value selection is. It does set a precedent without a local preference policy. We need to anticipate that you will possibly receive a bidder protest. What do you think Mike?

Michael Fessinger: I got a more definitive answer. I agree with Joe's reliance on the charter you may select the best value selection, given that Davis-Moore Automotive, Inc. has given you an arrival date, we're not certain we have one from Landmark Dodge at least at the moment, I think we could rely on that alone to take the higher bid. But at the end of the day, it's this Board's judgment as to what the best value is and that term is served ambiguously in and of itself, so you could rely on that facet of our charter to take any one of these options.

Tom Stolz: Is it a value to have a vendor close to service these vehicles during their warranty period?

Richard Powell: When it comes to vehicles any authorized Chrysler Dodge dealer is going to service in the same manner regardless of where it was purchased or where the dealer is located. Now there may be some minor differences based on their capacity and response time, but as far as the level of service we would normally make the assumption they would be equal from dealer to dealer to be part of their business as a vendor for Chrysler Dodge.

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

Joe Thomas: I agree with Colonel Powell, normally we've never had a problem with these dealers in the past. Missouri dealers are able to use a local dealer for service. The other issue we might run into because this date is not mentioned is that it could be considered a bidding irregularity not that they did not meet the specifications. Then you have the issue of Parks Motors saying if you're going by the date, I've got a cheaper price and you're talking about 90 days versus 84 days. How do you justify Davis-Moore? What is the formula for 6 days being valued at \$500.00 or \$600.00? We have to be very careful, we are getting into grounds that can create protest from all levels if we picked the highest bidder.

Talaya Schwartz: For Joe and Mike, this conversation has come up a lot, here at Bid Board and with BoCC. If we wanted to request to amend the Charter 68 to be able to allow priority for local bidders, would that be doable? Obviously it won't happen today but...

Michael Fessinger: I will have to give you a hard maybe on that just because I haven't looked at that issue. I would hate to have to give you a definitive answer on that. No, Charter 68 is our internal county policy, to an extent we decide what that policy is as long as we don't run afoul of Kansas' law. So I don't have a definitive answer for you on that.

Tom Stolz: Let me step back just a minute. This is an RFB? The B part of that, the Bid part of that gives us some flexibility to factor in that we don't have to automatically take low bid.

Joe Thomas: P is better than the B. This is a B, Bid. P, Proposal gives you more leeway than a Bid.

Tom Stolz: But even Bid we have the Bid...

Joe Thomas: The only language leeway is the differentiation between lowest and best bid because they all meet specification or best value. Now since we didn't necessarily put the criteria, what we considered best value in the bid itself, I guess we can make this judgment here. But you have to justify what is the best value. It would be fair, if we're going to go strictly on the date and we consider this a bid irregularity, to ask Landmark Dodge, Inc. when do you anticipate delivery? Now say they come back and say 200 days then we say the best value in this sense is that we have Davis-Moore Automotive, Inc. or Parks Motors is going to be there so many days less. Does this make sense?

Tom Stolz: Yes it does. But when we put the Bid out we asked for, that was one of the things that we asked for delivery date right?

Joe Thomas: Yes.

Tom Stolz: And provide it?

Joe Thomas: We've had times in the past where we've had a delivery date depended on the order date. They may be depending on the manufacturer based on when they get the order that's another factor. They should of given an approximate date.

Michael Fessinger: And to the Board, I would only just mention one more thing. The Bid Board is constrained more than the Board of County Commissioners, in approving this the Board of County Commissioners has more freedom but I believe Charter 68 language that they can do whatever they think is necessary. So a safer route maybe to take Purchasing's recommendation at this stage knowing full well that the Board of County Commissioners has more degree to exercise their discretion to change that purchase.

Tom Stolz: Based on what Joe said. I was going to throw a counter motion out there that we accept

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

Tom Stolz: Based on what you said, I was going to throw a counter motion out there that we accept the bid from Parks Motors. First of all it's part of this Board's job and ultimately the Commission's job to make sure we do the best for the taxpayers and \$20.00 for a true out-of-county but at least a State of Kansas vendor. Who has a very competitive delivery date of 90 days versus 10-12 wks, it's about the same. I don't see any other value difference between these two bids so I would make a counter motion we accept Parks Motors bid, almost a wash on cost and we got a definitive delivery date.

I made a motion is there a second for that counter motion? Is that right?

Michael Fessinger: Correct

Talaya Schwartz: I would 2nd the motion.

Tom Stolz: Now we have a counter motion times two.

Richard Powell: I believe that the counter motion is voted on first.

Tom Stolz: So we will vote on the counter motion. Let's vote on the counter motion first.

BOARD OF BIDS AND CONTRACTS MAY 3, 2018



BOARD OF BIDS AND CONTRACTS MAY 3, 2018

5. AMMUNITION -- SHERIFF'S OFFICE

FUNDING -- SHERIFF'S OFFICE

(Request sent to 13 vendors)

RFB #18-0002 Contract

		Precision Delta Corporation		G T Distributors, Inc.		Accuracy Inc. dba Ultramax Ammunition	
Duty Ammunition							
	Estimated Usage	Unit of Measure Quantity per Case	Price Per Stated UOM	Unit of Measure Quantity per Case	Price Per Stated UOM	Unit of Measure Quantity per Case	Price Per Stated UOM
1. Speer Gold Dot 124 Grain +P 9MM	10,000 rounds every two years	500 rds/case	\$169.98	1,000 rds/case	\$435.59	1,000 rds/case	\$296.00
2. Federal Tactical Rifle Urban 55 grain BTHP .223 T223E	6,000 rounds every 2 years	No Bid		500 rds/case	\$333.33	500 rds/case	\$234.00
3. Winchester 12 Gauge 1 oz. segmented slug RA12RS15S	1,200 rounds per year	250 rds/case	\$142.50	N/A		No Bid	
Practice Ammunition							
	Estimated Usage	Unit of Measure Quantity per Case	Price Per Stated UOM	Unit of Measure Quantity per Case	Price Per Stated UOM	Unit of Measure Quantity per Case	Price Per Stated UOM
1. 9mm 124 Grain Full Metal Jacket New Brass	175,000 rounds per year	500 rds/case	\$89.15	1,000 rds/case	\$241.44	1,000 rds/case	\$172.00
2. .223 55 Grain Full Metal Jacket New Brass	87,000 rounds per year	1,000 rds/case	\$301.20	1,000 rds/case	\$346.74	500 rds/case	\$146.00
3. 12 Gauge Bird shot 7 1/2 2 3/4"	500 rounds per year	250 rds/case	\$57.00	250 rds/case	\$44.05	250 rds/case	\$49.00
Estimated delivery time	30-120 Days		90 Days ARO		90-120 Days		
Acknowledge addendum	Y		Y		Y		
		Kiesler Police Supply		Armstrong Cartridge Inc.			
Duty Ammunition							
	Estimated Usage	Unit of Measure Quantity per Case	Price Per Stated UOM	Unit of Measure Quantity per Case	Price Per Stated UOM		
1. Speer Gold Dot 124 Grain +P 9MM	10,000 rounds every two years	500 rds/case	\$181.19	No Bid			
2. Federal Tactical Rifle Urban 55 grain BTHP .223 T223E	6,000 rounds every 2 years	200 rds/case	\$74.48	No Bid			
3. Winchester 12 Gauge 1 oz. segmented slug RA12RS15S	1,200 rounds per year	250 rds/case	\$104.53	No Bid			

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

Practice Ammunition						
	Estimated Usage	Unit of Measure Quantity per Case	Price Per Stated UOM	Unit of Measure Quantity per Case	Price Per Stated UOM	
1. 9mm 124 Grain Full Metal Jacket New Brass	175,000 rounds per year	500 rds/case	\$86.80	1,000 rds/case	\$169.00	
2. .223 55 Grain Full Metal Jacket New Brass	87,000 rounds per year	500 rds/case	\$149.19	1,000 rds/case	\$265.00	
3. 12 Gauge Bird shot 7 1/2 2 3/4"	500 rounds per year	250 rds/case	\$49.04	1,000 rds/case	\$300.00	
Estimated delivery time		30-90 Days		30 Days		
Acknowledge addendum		Y		Y		
No Bid		Salt Lake Wholesale Sports		The Hunting Shack Inc.		

On the recommendation of Paul Regehr, on behalf of The Sheriff's Office, Ellen House moved to **accept the bid for duty ammunition from Accuracy Inc. dba Ultramax Ammunition for Items 1 and 2, and from Precision Delta Corporation for Item 3, and the low overall bid for practice ammunition from Armscor Cartridge Inc., and establish contract pricing for two (2) years with two (2) one (1) year options to renew at the rates listed.** Linda Kizzire seconded the motion. The motion passed 4 to 1 with Richard Powell recusing himself from the vote as his office will utilize the contract.

Kiesler Police Supply bid alternates made by Remington Arms Company, LLC which has recently filed for bankruptcy. For this reason they were not considered for award.

Total cost was determined using annual usage estimates. In 2017, The Sheriff's Office spent approximately \$41,490.00 for duty and practice ammunition.

Questions and Answers

Richard Powell: I'm going to abstain for this but we do have another representative with our office here that can address any questions that may come up.

Tom Stolz: Is this the same person who gave us our last bid on ammunition? Is this consistent? Or is it a different vendor?

Jack Regehr: In this case, there's three vendors. Last time it was Accuracy Inc, dba Ultramax Ammunition and Armscor Cartridge Inc.

Tom Stolz: Since we're going to the new vendors for this bid is there any concern from the Sheriff's Office on quality of product? Or you solid with this bid?

Tim Myers: I'm solid with this bid.

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

**6. MAILING SERVICES -- APPRAISER/TREASURER'S OFFICE
FUNDING -- APPRAISER/TREASURER'S OFFICE**

(Request sent to 34 vendors)

RFB #18-0018 Contract

Mailing Services	Mail Communications Group	The Mail Company dba Strahm Automation and Mailing Services	KC Presort LLC*	
1. With Return Envelopes				
1a. 1 page	\$0.1265	\$0.1150	\$0.0650	
1b. 2 pages	\$0.1730	\$0.1660	\$0.1050	
1b. 3 pages	\$0.2190	\$0.2170	\$0.1450	
1d. 4 pages	\$0.2670	\$0.2680	\$0.1550	
1e. 5 pages	\$0.3100	\$0.3190	\$0.1850	
1f. 6 pages	\$0.3601	\$0.3700	\$0.2500	
2. Without Return Envelopes				
2a. 1 page	\$0.1023	\$0.0996	\$0.0650	
2b. 2 pages	\$0.1491	\$0.1510	\$0.1050	
2c. 3 pages	\$0.1958	\$0.2020	\$0.1450	
2d. 4 pages	\$0.2425	\$0.2530	\$0.1550	
2e. 5 pages	\$0.2892	\$0.3040	\$0.1850	
2f. 6 pages	\$0.3360	\$0.3550	\$0.2500	
3. With 1/3 Page Inserts and Return Envelope				
3a. 1 page	\$0.1286	\$0.1450	\$0.0750	\$0.0950 (color insert)
3b. 2 pages	\$0.1785	\$0.1950	\$0.1150	\$0.1350 (color insert)
3c. 3 pages	\$0.2252	\$0.2460	\$0.1550	\$0.1750 (color insert)
3d. 4 pages	\$0.2719	\$0.2980	\$0.1950	\$0.2150 (color insert)
3e. 5 pages	\$0.3081	\$0.3480	\$0.2150	\$0.2550 (color insert)
3f. 6 pages	\$0.3549	\$0.3990	\$0.2500	\$0.2800 (color insert)
4. With 1/3 Page Inserts and No Return Envelope				
4a. 1 page	\$0.1076	\$0.1300	\$0.0750	\$0.0950 (color insert)
4b. 2 pages	\$0.1543	\$0.1810	\$0.1150	\$0.1350 (color insert)
4c. 3 pages	\$0.2010	\$0.2320	\$0.1550	\$0.1750 (color insert)
4d. 4 pages	\$0.2478	\$0.2830	\$0.1950	\$0.2150 (color insert)
4e. 5 pages	\$0.2945	\$0.3340	\$0.2150	\$0.2550 (color insert)
4f. 6 pages	\$0.3412	\$0.3850	\$0.2500	\$0.2800 (color insert)
5. Price per page in excess of 6				
	\$0.0460	\$0.0590	\$0.0100	
Actual cost postage per piece	\$0.3780	\$0.3880	\$0.3780	
No Bids	The Handy Mailing Services	Ketch	Rand Graphics, Inc.	
Lineage				

On the recommendation of Kimberly Bush, on behalf of the Appraiser and Treasurer, Richard Powell moved to **accept the overall low bid from Mail Communications Group at the rates listed for three (3) years with two (2) one (1) year options to renew.** Ellen House seconded the motion. The motion passed with 4 to 1 with Linda Kizzire recusing herself from the vote as her office will use the contract.

The Appraiser and Treasurer have been utilizing these services for their mailings for several years. It has proven to be much more efficient to outsource these services due to the volume of printing, folding and inserting required. Mail Communications Group is the current vendor providing these services.

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

Any county department may utilize these services at their discretion.

KC Presort LLC was a previous county vendor for mailing services. Their contract with Sedgwick County was terminated in less than one year of the execution date due to poor quality and service. Due to statutory requirements regarding the timeliness of Appraiser's valuation notices and renditions, and Treasurer's tax bills and delinquent notices, it is imperative they are processed and postmarked in the timeline required by law.

* Additional \$0.05 per page for color

Questions and Answers

Richard Powell: On an annual basis, I know this is a significance effort on the individual departments part, how many pieces of mail all under this contract that are sent out on a regular basis, if we know?

Kim Bush: I do have some numbers, the annual mailing volume numbers here for the Treasurer's and Appraiser as well. For the Appraiser, they got a RPCVN 75 to 225,000 records with an insert, PPCVN are approximately 35,000 records, Commercial INE approximately 7,700 records with inserts, and Personal Property Renditions or approximately 35,000 records with inserts. Treasurer's first half bills: Real Estate 128,000, State Assess 800, Personal Property 30,000 Advisory Notices 81,000, Antique Tag Renewals usually 3,000, Second-half delinquent Personal Property 8,000 statements. Treasurer's second half bills: 70,000 for Real Estate 3,500 for Personal Property in 604 State Assess.

Richard Powell: Big number that's half a million or more pieces of mail on an annual basis since this is a significant contract in the end. I have no questions and I would enter a motion we accept the recommended low bid from the Mail Communications Group with the posted pricing.

Ellen House: I 2nd.

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

**7. MAIL INSERTER AND SOFTWARE -- INFORMATION TECHNOLOGY AND SUPPORT SERVICES (ITS)
FUNDING -- ITSS**

(Joint Governmental Purchase - State of Kansas Contracts 43218, 43221)

#18-2017 Contract

	Neopost USA Inc.
Mail folder/inserters, accessories, and cabinet stand - includes first year of maintenance and support	\$24,473.00
Four (4) years maintenance and support	\$3,628.00/year \$14,512.00
Five (5) years Bulk Mailer professional software license	\$375.00/ year \$1,875.00
Five (5) year lease OMS-500 Postal Presort software	\$6,460.32/year \$32,301.60
Total five (5) year cost	\$73,161.60

On the recommendation of Kimberly Bush, on behalf of ITSS, Talaya Schwartz moved to **accept the quote from Neopost USA Inc. for a five (5) year total cost of \$73,161.60.** Richard Powell seconded the motion. The motion passed unanimously.

Each year, over 1 million pieces of mail are processed by the Mailroom. Many of these pieces are part of bulk mails executed by the Print Shop and Mailroom, including billing for EMS, Comcare and Health Department as well as many statutorily required mailings for elected offices and departments. In order to efficiently handle this volume, the Print Shop and Mailroom utilize a folder/inserters to insert the contents of the mailing into the envelope as opposed to stuffing manually.

The current folder/inserters is over 10 years old and is no longer sufficient to meet the county's needs. It will only handle up to 3 sheets of paper per envelope and the envelope options are limited. This accounts for a limited number of bulk mailings done by the county.

Current technology allows for folder/inserters to have postal presort capabilities. This is the grouping of mail by zip code through software that adds barcodes to mail pieces that are then read by the folder/inserters. This lowers postal rates because less work is required by USPS. To take advantage of this, a lease will be entered into for the OMS-500 Postal Presort software as well as an additional license for the county for the Bulk Mailer software already in use by the Elections Office. The expense of the Postal Presort software will be offset by the savings in postage costs. The Print Shop/Mailroom completes billing statements for Comcare, EMS, and Health Department. Postal presorting these three mail jobs alone will save the county approximately \$9,600.00 annually.

A folder/inserters and postal presort software agreement was entered into with another vendor in 2016. This vendor failed to meet the deliverables of the contract and it was terminated and a full refund was issued.

Questions and Answers

Tom Stolz: We are climbing on a state contract basically. I'll ask the question, what are the advantages of the state contract? Are we reassured this is the lowest possible price we would get?

Kim Bush: There's really only about two vendors that provide this type of equipment with the services. Pitney Bowes was one and the other is Neopost USA Inc., basically piggybacking off the contract gives us the best possible pricing for that.

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

**8. AUDIO VISUAL EQUIPMENT UPGRADES -- EMERGENCY MANAGEMENT
FUNDING -- EMERGENCY MANAGEMENT**

(Joint Governmental Purchase - Kansas State Contract 42604)

#18-2018 Contract

	Conference Technologies, Inc.
Equipment	\$47,098.20
Implementation Services	\$27,804.71
Project Total	\$74,902.91

On the recommendation of Kimberly Bush, on behalf of Emergency Management, Richard Powell moved to **accept the quote from Conference Technologies, Inc. in the amount of \$74,902.91.** Linda Kizzire seconded the motion. The motion passed unanimously.

This project will upgrade the audio visual technology in the Emergency Operations Center (EOC) from analog to digital. The current analog system has reached the maximum number of inputs and is limited in the types of input sources it can accommodate. The upgrades will also address audio issues and visibility in the room.

One of the major issues in the room is the poor sound quality during classes, meetings and conference calls. The room was originally constructed to absorb sound, which is necessary during disaster recovery operations, however this causes issues when the room is utilized for other purposes. The new solution will include a push-to-talk microphone at each desk and phone line routing through the audio system.

This project also includes replacing the LCD monitors at the back of the room with larger, brighter screens and the old bulb projector with a much brighter and quieter laser projector. A new control system will allow for control of the entire system on any computer or tablet on the county network.

The new system will provide the capability to live-stream video from the EOC and to record the transmission for playback.

Questions and Answers

Richard Powell: Cody, I see you're here, if you can answer a question for me perhaps. Knowing we're coming into a time of the year where weather seems to be getting our attention on a regular basis, some of us were in your building yesterday a couple times already. If this should pass and be put into play is there going to be any interruption of service with the EOC during this time of the year when we have the storm season?

Cody Charvat: If I could answer that I'd give you the lottery numbers for tomorrow. It's just a crapshoot any time of the year is going to be a crapshoot. We're going to do our best to minimize that, but we're not going to do it in May which is our big severe weather month, the earliest we will do it is June. Even then I could pick the middle of December, we could get something that interrupts us so there is just no guarantees.

Richard Powell: First hand, I understand the reasoning behind this and I would certainly be in favor of this.

Talaya Schwartz: Was this budgeted in your 2018?

Tom Stolz: Was it a decision package?

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

Cody Charvat: Yes, it was a decision package. That approved amount on the decision package, I had it right here in front of me, \$74,978.00. Their next to last bid was in the \$76,000.00 range. I asked them what can we cut? He came back with the same package and slightly less money.

Tom Stolz: Conference Technologies, Inc. is located where?

Cody Charvat: They have a representative here.

Kim Bush: They do have a local office.

Tom Stolz: Because in doubt these systems always have problems and we want somebody local, I think that is important.

Cody Charvat: Yes, we didn't have that on our current system, we had to call a tech in Oklahoma City.

Tom Stolz: That's undoable for an EOC operation.

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

9. VARIOUS OFFICE FURNITURE -- VARIOUS COUNTY DEPARTMENTS

FUNDING -- VARIOUS COUNTY DEPARTMENTS

(Joint Governmental Purchase, State of Kansas Contracts)

#18-2007 Contract

Contracted Manufacturers	Servicing Dealers
Affordable Interior Systems, Inc. 43959	Encompass 44163
AllSteel 43969	Business Interiors by Staples 44156
BioFit Engineered Products 43955	Carrol Seating Company 44157
Ergonom Corporation dba ERG International 43957	Direct from Manufacturer
Global Industries dba Total Office 43965	Contract Furnishings dba PURE Workplace Solutions 44159
Herman Miller 43968	John A. Marshall 44171
High Point Furniture 43961	Modern Business Interiors-Lenexa 44174
HON 43966	Roberts Hutch-Line 44179
Jasper Seating Company 43960	Modern Business Interiors-Lenexa 44174
JSJ Furniture dba izzy+ 43962	Modern Business Interiors-Lenexa 44174
Kimball 43970	Freedom Companies 44165
Krueger International 43967	John A. Marshall 44171
National Office Furniture 43963	John A Marshall-Lenexa 44170
Steelcase 43964	Scott Rice Office Interiors-Wichita 44184
Teknion Sales 43971	BA Designs 44155
Tennesco 43958	Haldeman Homme, Inc.44167

Othe recommendation of Kimberly Bush, on behalf of various county departments, Talaya Schwartz moved to **utilize the State of Kansas contracts listed above through December 31, 2023 as indicated by the State of Kansas.** Ellen House seconded the motion. The motion passed unanimously.

This solicitation was originally awarded by the State of Kansas in October of 2017. The awarded categories of furniture include: tables, seating, desks and systems furniture, bookcases, files and storage, laboratory, library, and ergonomic. Each manufacturer offers a selection in multiple categories which provides a large selection of furniture to choose from. Each manufacturer was required to assign dealers to service the contracts for each region of the state. The award recommendation outlines each manufacturer and the assigned dealer for Sedgwick County.

All pricing is a discount from the Manufacturer's List Price. The discounts are required to remain firm for the life of the contract and allows for one (1) price increase per 12 month period. Additional discounts may also be provided for large volume orders. All contracts include fixed unit pricing for space planning, design fees, and installation.

All contract documents are available on the State of Kansas website which include all specifications, pricing, and manufacturer/dealer contact information.

<http://admin.ks.gov/offices/procurement-and-contracts/office-library-school-and-laboratory-furniture>

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

Questions and Answers

Talaya Schwartz: Is this a mixture of current vendors with new vendors? Are they all current vendors?

Kim Bush: Correct. We have a mixture, we had a few contracts with some of these vendors for furniture but we did not have as broad of a selection. This is going to broaden the selection of what's available. There is a wider variety to choose from and we are adding several new vendors.

Tom Stolz: To proceed with your question Talaya. If we accept this contract and we go to purchase 16 chairs for Sheriff's Office, can you select off of this list?

Kim Bush: That is my understanding.

Tom Stolz: Or do we have competition between these groups? The groups that could provide those kinds of chairs?

Tania Cole: I think that's dictated by our Charter 68 resolution based on the amount that we would be purchasing so anything over \$10,000.00 is my understanding...

Kim Bush: No, we are putting a contract in place for these items, so basically we're covered until 2023.

Tom Stolz: She can go anywhere on the list that she wants to?

Kim Bush: Yes, that is correct. It is at the discretion of the department if they would like to get a couple of quotes from a couple of the vendors. You're more than welcome to do that, to check the pricing. I'll outline all of that when I send out a notification to departments about the new contracts. You're more than welcome to get a couple of quotes but you don't have to you can use anybody that has what you need.

Richard Powell: With the multiple numbers of vendors that are here, being familiar with the state's website for purchasing, this is going to be in itself an effort to try to go out and find each...cause it's listed by vendor if I remember correctly. And then you have to find within the vendor what it is you're looking for, it's not all encompassing in one place because the state, at least in the products or services I normally look for they're listed by vendor name. Is this going to be incorporated into PPS so we can look at it on the local level or we going to have to fight the state's website?

Kim Bush: You shouldn't have to fight with the state's website. I'm going to try to see if I can get something setup, possibly on the public drive that might make it a little bit easier but each dealer should have a website with a catalog with everything that's offered. I know a lot of times when people are ordering furniture they call the vendor and talk it out. I do relate with you that the state's website is not very user-friendly when it comes to contracts. I intend to try to get to make it a little easier for everybody to find information. I'm going to make sure that contact information is all in one place so you're not having to go out and search for that.

Richard Powell: Another quick question since you mentioned local vendors access. I know we're fortunate now in some of the products that we look for vendors either have test units available or can readily bring something over or we can go to a local showroom. Especially when it comes to chairs and accommodation furniture, are those things still going to be available to us?

Kim Bush: The majority of these vendors you're going to be able to have that option and keep in mind that we still have a separate contract for ergonomic chairs and we still have those demo chairs in Facilities.

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

Talaya Schwartz: So these will all be setup as vendors to use though?

Kim Bush: Yes.

Tom Stolz: I guess I'd like to see what the Colonel's statement was before. At least at Building Services we have access to the store. You should be able to say I need X amount of chairs and I want to look at some varieties. Building Services ought to be able to help you with that, that ought to be what the system looks like.

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

10. ON-CALL ELECTRICAL SERVICES -- FACILITIES

FUNDING -- FACILITIES

(Request sent to 77 vendors)

RFB #18-0016 Contract

	Linder and Associates, Inc.	Phillips Southern Electric Co., Inc.	Advance Electric, Inc.
Master Electrician			
Per hour, Normal Working Hours, Monday - Friday, 8:00 a.m. - 5:00 p.m.	\$75.00	\$60.00	\$48.00
Per hour, Overtime Hours, Monday - Friday, 5:01 p.m. - 7:59 a.m.	\$102.00	\$90.00	\$72.00
Per hour, Saturday/Sunday/Holidays	\$128.00	\$90.00	\$72.00
Per hour, Emergency	\$128.00	\$90.00	No Bid
Journeyman			
Per hour, Normal Working Hours, Monday - Friday, 8:00 a.m. - 5:00 p.m.	\$60.00	\$60.00	\$48.00
Per hour, Overtime Hours, Monday - Friday, 5:01 p.m. - 7:59 a.m.	\$80.00	\$90.00	\$72.00
Per hour, Saturday/Sunday/Holidays	\$100.00	\$90.00	\$72.00
Per hour, Emergency	\$100.00	\$90.00	No Bid
Apprentice			
Per hour, Normal Working Hours, Monday - Friday, 8:00 a.m. - 5:00 p.m.	\$36.00	\$40.00	\$41.00
Per hour, Overtime Hours, Monday - Friday, 5:01 p.m. - 7:59 a.m.	\$46.00	\$60.00	\$61.50
Per hour, Saturday/Sunday/Holidays	\$56.00	\$60.00	\$61.50
Per hour, Emergency	\$56.00	\$60.00	No Bid
Cost plus percent methodology for all electrical materials.	10.00%	15.00%	15.00%
No Bid	Wesco International, Inc.	Belford Electric	Sims Electric

On the recommendation of Kimberly Bush, on behalf of Facilities, Linda Kizzire moved to **accept the bids from Linder and Associates, Inc., Phillips Southern Electric Co., Inc. and Advance Electric, Inc. at the rates listed for one (1) year with four (4) one (1) year options to renew.** Ellen House seconded the motion. The motion passed unanimously.

This contract provides on-call electricians for all county owned buildings, facilities and sites as required. Contractors will provide electrical repairs, upgrades, installations and replacements for components on an as-needed basis. The award is being given to all vendors who responded in order to provide flexibility and decrease scheduling conflicts.

In 2016, the county spent approximately \$30,000.00 on these services.

Questions and Answers

Talaya Schwartz: Do we just have one vendor currently?

Kim Bush: Currently we have two.

Talaya Schwartz: And are they two of the three?

Kim Bush: Advanced Electric, Inc. is one of them the other one is Southwestern Electrical and they did not bid.

Ellen House: Do we usually use Apprentice rather than Journeyman or Master Electrician?

BOARD OF BIDS AND CONTRACTS MAY 3, 2018

Pat Masterson: Depending on the project or service that we're requesting and the codes it would depend on if it would be a Journeyman or Master. Apprentice would usually be along with him if it was a two-man job, for safety or for code reasons.

Ellen House: I guess I'm a little confused, because if we are using a Master and Journeyman it looks like at least during normal working hours, Linder and Associates, Inc. is more expensive.

Kim Bush: Right, they are. So they're more expensive for Master Electricians and I have been under the impression that Journeymen is what we use probably more.

Pat Masterson: Majority would be so.

Kim Bush: They were kind of right in there with Philip Southern Electric Co., Inc. on that one so that's why I made the decision to go ahead and award to all three so that we have flexibility.

Tom Stolz: Oh, we're giving to all three vendors?

Kim Bush: Correct, we are awarding to all three vendors.

Tom Stolz: I understand Linder and Associates, Inc. and Phillips Southern Electric Co., Inc. but how do we justify Advance Electric, Inc.? When they haven't given us a price on emergency and I'd have to believe we have a lot of emergencies.

Kim Bush: So we have two other vendors that will provide emergency services so I felt like that we're covered there. We've done business with Advance Electric, Inc. on the contract we have now and I believe the contract before this one and we know they provide good service for our daily needs so we wanted to go ahead and continue to work with them.