

BOCC APPROVAL DECEMBER 20, 2023
BOARD OF BIDS AND CONTRACTS DECEMBER 14, 2023

4. SURPLUS PROPERTY AUCTION SERVICES -- DIVISION OF FINANCE
FUNDING -- DIVISION OF FINANCE
 (Request sent to 50 vendors)

RFP #23-0063 Contract

	Equip-Bid Auctions dba Equip-Bid.com	Gavel Roads, LLC	Purple Wave, Inc. dba Purple Wave Auction
Seller's Cost	0%	0%	0%
Buyer's Premium	18%	10%	10%
	Auctions International, Inc.	Bud Palmer Auction	Theurer Auction/Realty, LLC
Seller's Cost	0%	20%	10% On any runnable and titled vehicle, or runnable tractor, loaders, and power sports.
			20% On all other lots (not less than \$5.00/lot)
			Maximum Commission (Per Lot) is \$5,000.00
Buyer's Premium	8%	10%	10%
	<u>Reduced Buyer's Premium</u> - On vehicles and heavy equipment within 2 and 3 years on the manufacture date.		
	2 Years 4% 3 Years 5%		
Credit/Debit Card Processing Fee	4%	0%	5%
All Bank Transfers/Wire Transfers	\$15.00, per Citizen Bank	0%	0%
Moving Fees		Moving (2 People) - \$100.00/hr. Additional People - \$35.00/hr. Forklifts and other equipment can be negotiated as needed.	
Other		\$650.00 for advertising per auction	
Optional Services	\$30.00 Vehicle Check-in Fee		
	\$5.00 Item (Generalized Merchandise) Check-in Fee:		
	De-Identifying Vehicles \$40.00 Per Hour		

On the recommendation of Jaimee O'Laughlin, on behalf of the Division of Finance, Tim Myers moved to **accept the proposals from Equip-Bid Auctions dba Equip-Bid.com and Purple Wave, Inc. dba Purple Wave Auction and establish contract pricing at the rates listed above for a period of three (3) years with two (2) one (1) year options to renew.** Joni Wilson seconded the motion. The motion passed unanimously.

A committee comprised of Ammi Walters - Division of Finance; Beau Bergeron - Fleet Management; Nathan Gibbs - Sheriff's Office; and Jaimee O'Laughlin - Purchasing, evaluated the proposal responses based on the criteria set forth in the RFP. The committee unanimously agreed to accept the proposals from Equip-Bid Auctions dba Equip-Bid.com and Purple Wave, Inc. dba Purple Wave Auction.

The county contracts with an online auction service for the disposal of most of its surplus items. This service includes: awarded vendors uploading product photos with descriptions online, initiating communication, coordinating item pick-up with the county and the buyers, issuing invoices, and receiving payments.

Previously, the county has sold computer accessories, maintenance supplies, office furniture/equipment, automobiles, trucks, heavy equipment, miscellaneous office supplies, and confiscated personal property through the online auction service.

The vendor charges a buyer's premium fee in addition to a product's final bid price. The vendor then issues a check for the final bid price to Sedgwick County.

Notes:

In 2022, the gross sales made on surplus items was \$162,295.00 and of that, \$147,850.00 was from vehicles.

I would like to start with saying this is a proposal not a bid. Proposals are scored based on criteria set forth in the RFP. There are five (5) components to this RFP.

Component	Points
a. Demonstration of understanding the scope of services to be provided	25
b. Demonstrated great customer services skills	20
c. Demonstrated ability of key personnel	20
d. Demonstrated ability to be flexible to the county's needs regarding surplus	20
e. Cost	15
Total Points	100

Questions and Answers

Anna Meyerhoff-Cole: How do these buyer's premium rates compare to services in the past?

Jaimee O'Laughlin: I believe Purple Wave's is the same as what it has been. We've never used Equip-Bid before which is obviously a little bit higher. What was attractive about having Equip-Bid in addition to Purple Wave is the largest issue that we come across as an on-line auction service for our surplus, is we don't have storage here ultimately. We have an issue with storage for our items and Purple Wave just really doesn't offer that. We do have a storage area under our parking garage but it is not very big. Equip-Bid does have an on-site warehouse here in Wichita that is 25,000 sf if we need to store large items or our heavy equipment things like that, that we just don't have space for and we need to move it quickly. That would be something to think about whereas Purple Wave couldn't necessarily store it. A lot of times they have to list it on-site or once we've filled that room up they can try and sell it as quickly as they can, but that does take time. That is why we liked the idea of having both so we could use them together and have both options because that is the largest issue that we ultimately face.

Brandi Baily: How will you determine which one to use? It is the primary to use Purple Wave since they are a lower bid and then to use Equip-Bid when we do run into overflow issues?

Jaimee O'Laughlin: Ultimately it will be up to the department to determine. It's still going to be no cost to the county because the buyer's premium is a fee to whoever the buyer is. That might hurt how much money we might make because of the premium paid buy the buyer. I will say that because we do have such a long relationship with Purple Wave that might be our first call. I have a feeling that it is going to come down to if we need to store it or not, that might be the call to make or to consider. It's going to be the determination of the department and how we handle our contacts for our on-call vendors, availability, and how quickly they can do it.

Brandi Baily: The fee to store will be paid by the person buying the item and Sedgwick County won't pay any of those fees?

Jaimee O'Laughlin: Right.

Brandi Baily: Even this \$30.00 vehicle check-in fee, do we pay any of that?

Jaimee O'Laughlin: We don't have to pay any kind of additional fees. Some of the other vendors had some extra, itemized fees. We do not have any fees or charges to us, everything is included. They are going to photograph, catalog, and list it on the site with no charges to us.

Russell Leeds: Historically, we have only had one vendor. We've worked with Purple Wave only. The two (2) vendors we've selected have met all of the criteria?

Jaimee O'Laughlin: Correct.

Russell Leeds: There is another vendor that has pricing similar to Purple Wave. Did they not meet the criteria?

Jaimee O'Laughlin: They met all of the criteria they just didn't score as highly on all of the other components as Equip-Bid and Purple Wave. They weren't short listed they just didn't score as high on the other components that were listed in this RFP. That is why they were not recommended for award.