



## Legislation Details (With Text)

**File #:** 20-2417      **Version:** 1      **Name:**  
**Type:** CONSENT AGENDA      **Status:** Approved  
**File created:** 12/6/2020      **In control:** Office of Procurement Services  
**On agenda:** 1/13/2021      **Final action:**  
**Title:** Authorize a three-year master agreement for the purchase of emergency road flares - Standard Fusee Corporation dba Orion Safety Products, lowest responsible bidder of two - Estimated amount of \$439,860 - Financing: General Fund  
**Sponsors:**  
**Indexes:** 100  
**Code sections:**  
**Attachments:** 1. Resolution

Date	Ver.	Action By	Action	Result
------	------	-----------	--------	--------

**STRATEGIC PRIORITY:** Government Performance and Financial Management

**AGENDA DATE:** January 13, 2021

**COUNCIL DISTRICT(S):** All

**DEPARTMENT:** Office of Procurement Services

**EXECUTIVE:** Elizabeth Reich

### SUBJECT

Authorize a three-year master agreement for the purchase of emergency road flares - Standard Fusee Corporation dba Orion Safety Products, lowest responsible bidder of two - Estimated amount of \$439,860 - Financing: General Fund

### BACKGROUND

This action does not encumber funds; the purpose of a master agreement is to establish firm pricing for goods, for a specific term, which are ordered on an as needed basis according to annual budgetary appropriations. The estimated amount is intended as guidance rather than a cap on spending under the agreement, so that actual need combined with the amount budgeted will determine the amount spent under this agreement. We anticipate the following City departments will use this agreement:

- Fire-Rescue Department
- Police Department

This master agreement will provide for the purchase of emergency road flares for the Police Department and the Fire-Rescue Department. The Police and Fire-Rescue departments use flares to increase visibility and point out accident locations and other traffic hazards. Road flares are utilized in emergency response scenarios, marking restricted traffic areas to ensure accident victims, emergency personnel, and the general public remain safe when emergency responders are on the scene. The low profile and high visibility factor make these devices ideal for outdoor temporary use when standard barricades are not available and an area is required to be marked. Additionally, the general public is familiar with these devices and associates the devices to “caution” or “dangerous conditions” which benefit the safety of both the public and emergency responders.

As part of the solicitation process and in an effort to increase competition, the Office of Procurement Services used its procurement system to send out email notifications to vendors registered under relevant commodity codes. To further increase competition, the Office of Procurement Services uses historical solicitation information, the Internet, and vendor contact information obtained from user departments to contact additional vendors.

#### **PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

On December 13, 2017, City Council authorized a three-year master agreement for emergency road flares with Standard Fusee Corporation dba Orion Safety Products by Resolution No. 17-1876.

The Public Safety Committee will be briefed by memorandum regarding this matter on January 11, 2021.

#### **FISCAL INFORMATION**

Fund	FY 2021	FY 2022	Future Years
General Fund	\$97,961.00	\$146,958.00	\$194,941.00

#### **M/WBE INFORMATION**

In accordance with the City’s Business Inclusion and Development Policy adopted on September 23, 2020, by Resolution No. 20-1430, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Category	M/WBE Goal	M/WBE %	M/WBE \$
\$439,860.00	Goods	N/A	N/A	N/A
• M/WBE goal waived due to no M/WBE availability				
• Orion Safety Products - Non-local; Workforce - 0.00% Local				

#### **PROCUREMENT INFORMATION**

Method of Evaluation for Award Type:

Low Bid	<ul style="list-style-type: none"><li>• Recommended vendor is based on the lowest competitive quoted price, who is also technically and financially capable of performing and completing the contract, and otherwise meets all material specification requirements</li><li>• Negotiations are not allowed</li></ul>
---------	---

The Office of Procurement Services received the following bids from solicitation number BQ20-00014370. We opened them on October 30, 2020. We recommend the City Council award this master agreement in its entirety to the lowest responsive and responsible bidder.

\*Denotes successful bidder

<u>Bidders</u>	<u>Address</u>	<u>Amount</u>
*Standard Fusee Corporation dba Orion Safety Products	28320 St. Michaels Rd. Easton, MD 21601	\$ 439,860.00
RNDI Companies, Inc.	311 East Interstate 30 Rockwall, TX 75087	\$1,792,800.00

### OWNER

#### **Standard Fusee Corporation dba Orion Safety Products**

Jay McLaughlin, President