

BOARD OF BIDS AND CONTRACTS MAY 11, 2017

1. REDMOND ESTATES -- PHASE IIA, IIB, & III -- PUBLIC WORKS

FUNDING -- REDMOND ESTATES -- PHASE IIA, IIB, & III (SA)

(Request sent to 47 vendors)

RFB #17-0054 S/C #8000108091

Engineer's Estimate: \$ 577,991.00	APAC - Kansas, Inc.	Cornejo & Sons, L.L.C	Conspec Inc., DBA Kansas Paving	Flint Hills Materials
Grading, Asphalt Surfacing, Culverts, Signing, and Seeding	\$428,167.60	\$463,885.25	\$523,865.00	\$397,836.00
Bid Bond	Yes	Yes	Yes	Yes
No Bids	Bob Bergkamp Construction	Nowak Construction		Pearson Construction LLC
	Mies Construction Inc.	PPJ Construction		
	Andale Construction Inc.		Dutton Construction	

On the recommendation of Kristen McGovern, on behalf of Public Works, Jennifer Dombaugh moved to **accept the low bid from Flint Hills Materials in the amount of \$397,836.00**. Linda Kizzire seconded the motion. The motion passed unanimously.

This improvement project includes approximately 0.85 miles and includes grading, asphalt surfacing, culverts, signing and seeding. Redmond Estates is located on the west side of 119th Street West between 31st Street South and MacArthur Road.

The Redmond Estates Street Improvements' project is a special assessment project. The BoCC created a Benefit District encompassing 32 lots in May 2016 for the purposes of constructing street and drainage improvements consisting of an asphalt suburban residential street and drainage ditches. One hundred percent (100%) of the projects costs are to be assessed against the Benefit District and none to be paid by the county at large.

Questions and Answers:

Linda Kizzire asked: "Are there going to be other phases involved with Redmond Estates?"

Lynn Packer (Public Works) answered: "This is an established subdivision, and they are paving the west two-thirds of the subdivision --the first-third has already been paved. They've had gravel roads that were provided by the developer, and they initiated a special assessment project to pave their roads."

Tom Stolz asked: "This was initiated by the property owners themselves?"

Lynn Packer answered: "That is correct."

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**2. SOFTWARE VALUE-ADDED RESELLER -- VARIOUS COUNTY DEPARTMENTS
FUNDING -- VARIOUS COUNTY DEPARTMENTS**

(NASPO ValuePoint ADSPO16-130651, 130652, 138244, State of Kansas 42145, 42147, 42148)

#17-2018 Contract

	SHI International Corporation	Insight Public Sector	CDW-G
Software licensing, maintenance and support, access to basic training and technical support	Pricing on file		

On the recommendation of Kimberly Bush, on behalf of various county departments, Richard Powell moved to **utilize the NASPO ValuePoint Master Agreements ADSPO16-130651, 130652 and 138244 under the State of Kansas participation addenda 42145, 42147 and 42148 and establish contract pricing per the agreements through June 2, 2021.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

Software licensing covered under this contract is all Commercial Off-The-Shelf (COTS) licensing including individual, enterprise and volume licensing agreements. License management, technical support and basic training is also included. Custom software (software customized and distributed only through a single developer) is not covered under this agreement.

The Request for Proposal was let by the State of Arizona and was developed with sourcing team involvement from members of four states: Alaska, New Mexico, Oregon and Utah. NASPO ValuePoint staff provided project oversight. 18 proposals were received, evaluation was based on a point system that rated qualifications, methodology and cost. The RFP allowed for multiple vendor awards.

The scope of the RFP was to obtain the most competitive cost plus mark-up pricing methodology from 6 key publishers including: Adobe, Microsoft, Symantec, VMWare, Citrix and Novell based on usage demands of software titles within those catalogs. Pricing was obtained for an estimated additional 50 high volume publishers and for all other publishers not listed. All pricing is a cost plus mark-up methodology and is competitive and in many instances cheaper than the current pricing received.

The previous spend on software licensing is hard to estimate as Information Technology Services (ITS) pays for maintenance and support on several enterprise wide systems while departments are responsible for costs associated with their own software and licensing for products like Microsoft Office, Adobe Pro and other supplementary software as-needed. Some software licensing and support is provided and maintained only through the developer (sole source provider) and would continue to be purchased outside this contract.

Questions and Answers:

Richard Powell asked: "Is this software being used at the network level or is this being used by individual desktop machines by end users?"

Kim Bush answered: "This would encompass a majority of the types of software. Some of it will benefit ITS from a network level and alot of it will as well be for individual departments when somebody needs a Microsoft Office license or an Adobe license, it covers that as well. It would encompass everything, and that is why it is listed as various county departments because this was a Purchasing initiated recommendation. This would effect and be beneficial for everybody."

Richard Powell asked: "If this passes, and let's just say our office buys an assortment of this software for our individual needs for our end users, is that software product then supported internally by ITS or do we have to call the vendor and have them support our needs or answer our questions?"

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Kim Bush answered: "No. Anything that's on the standard list or supported by Help Desk or ITS continues to be supported internally. Basically, what this is saying is they provide some very basic support, some online technical training support, manuals and things like that."

Tom Stolz asked: "Who is the turnkey of that? Would you go through ITS to access that?"

Kim Bush answered: "My understanding is that it is still through Help Desk. Just like it would be now and that is not changing, we're just making sure that we have a couple of vendors on contract. We currently buy most of our stuff from SHI now. All of our Microsoft, and most of our Adobe, comes through SHI. Microsoft knows that SHI manages those licenses for us. Nothing as far as support or the way you order software now should be changing, other than who we are buying it from in some cases."

Talaya Schwartz asked: "It says all pricing is a cost plus mark-up pricing methodology. What does that mean?"

Kim Bush answered: "That means the manufacturer/developer has a list price of their software and then they have asked for a percent in mark-up above that list price. That ranges, with these three (3) vendors, anywhere from a quarter of a percent (0.25%) up to two percent (2%) on some publishers."

Talaya Schwartz asked: "So all of the mark-ups are included through 2021?"

Kim Evans answered: "Correct. It is firm. It will not change."

Linda Kizzire asked: "It says 'in many instances cheaper than the current pricing received', why would we want to pay more for something that we are already receiving at a lower rate?"

Kim Bush answered: "The intent of the statement was that comparable to the pricing we get now, it is competitive or cheaper."

Tom Stolz asked: "Are we hiring a series of companies or one company?"

Kim Bush answered: "We have the option to choose from three (3) vendors. They were selected as the RFP process allowed for multiple vendor awards. Let's say that your office wants to buy a software program, we could get quotes and buy from either one (1) of the three (3) vendors."

Tom Stolz asked: "This lasts how long?"

Kim Bush answered: "Through June of 2021 is what NASPO has right now."

Tom Stolz asked: "We pay as we go. So if we don't utilize or initiate this, it costs nothing until we tap into it?"

Kim Bush answered: "Correct. It's contract pricing, so there is no minimum purchase. This is just here for us to have these vendors to choose from that offer the softwares that we purchase."

Talaya Schwartz asked: "Have we ever used an RFP led by a different state without anyone from our state's involvement before?"

Joe Thomas answered: "Yes, several times. An advantage from buying off of a state contract is the increased economies of scale."

Kim Bush stated: "I might mention that there are 32 participating states."

Richard Powell asked: "To clarify what you are asking for consideration on is to be able to solicit those three (3) different vendors for a like product and buy the best value from the appropriate vendor at the time?"

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Kim Bush answered: "Correct. They all provide pricing on the same things. We could get a quote for one (1) product from all three (3) vendors and whichever one had the best price, we could purchase from them. The approval I am asking for is to establish the contract with all three (3) vendors through the participating addendum that the state has in place which basically states that all of our software we use can be quoted through these three (3) vendors and purchased as needed."

Tom Stolz asked: "That brings the efficiency because instead of looking all over the place, we have these three (3) we'd go to under this contract period and it makes it more efficient?"

Kim Bush answered: "Correct."

Linda Kizzire asked: "With the exception, as you said earlier, of Microsoft Office, we have to buy through SHI?"

Kim Bush answered: "We could setup an additional agreement for another value-added reseller, however SHI has usually provided us the best pricing that we're going to get on Microsoft, so it really works out in our favor that way. They continue to have the best pricing on Microsoft through this contract from what I can tell."

Tom Stolz stated: "But all three (3) could play. If SHI comes in with the best value, then they get it."

Linda Kizzire asked: "But we'd have to setup a different agreement. Is that correct?"

Kim Bush answered: "If we wanted to purchase Microsoft products through another vendor, then yes."

Tom Stolz asked: "But SHI is a part of this three-headed group."

Kim Bush answered: "It is and we currently use SHI, so that's a benefit for us to continue to buy Microsoft from SHI and then we don't have to go through another initial process with Microsoft to say we want to use an additional value-added reseller. It is possible to do, but I don't think we're going to get a better price on Microsoft through the other two (2) vendors, but I am willing to check into it if that's the case."

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3. VARIOUS PAPER STOCK -- VARIOUS COUNTY DEPARTMENTS

FUNDING -- VARIOUS COUNTY DEPARTMENTS

(Request sent to 20 vendors)

RFB #17-0023 Contract

				SW Plus			Office Plus of Kansas, DBA Daniksco Business Solutions LLC		
	Description	Weight	Estimated Annual Usage (Cases)	Pricing/case 8.5x11	Pricing/case 11x17	Other Size (list if not specified)	Pricing/case 8.5x11	Pricing/case 11x17	Other Size (list if not specified)
1	White	20 LB	6000	\$26.50 (option 1) \$24.83 (option 2)	\$30.83		\$24.83	\$28.26	
2	8.5 x 14 White	20 LB	24			\$39.22			\$38.32
3	White 3 Hole	20 LB	20	\$30.83			\$28.95		
4	Blue	20 LB	20	\$42.69	\$43.61		\$39.47	\$61.90	
5	Canary	20 LB	17	\$42.69	\$43.61		\$39.47	\$61.90	
6	Ivory	20 LB	15	\$42.69	\$43.61		\$39.47	\$61.90	
7	Green	20 LB	15	\$42.69	\$43.61		\$39.47	\$61.90	
8	Pink	20 LB	15	\$42.69	\$43.61		\$39.47	\$61.90	
9	Goldenrod	20 LB	0	\$42.69	\$43.61		\$39.47	\$72.32	
10	Tan	20 LB	0	\$42.69	\$43.61		\$39.47	\$72.32	
11	Orchid	20 LB	10	\$42.69	\$43.61		\$39.47	No Bid	
12	Salmon	20 LB	0	\$42.69	\$43.61		\$39.47	No Bid	
13	Bright White Cover	100 LB	10	\$59.13	\$57.83		No Bid	No Bid	
14	Index White	110 LB	25	\$43.20	\$45.56		\$83.05	\$83.21	
15	Index Blue	110 LB	25	\$45.56	No Bid		\$104.52	No Bid	
16	Index Canary	110 LB	0	\$45.56	No Bid		\$104.52	No Bid	
17	Index Cherry	110 LB	0	\$45.56	No Bid		No Bid	No Bid	
18	Index Green	110 LB	2	\$45.56	No Bid		\$110.63	No Bid	
19	Index Ivory	110 LB	0	\$45.56	No Bid		\$104.52	No Bid	
20	Index Salmon	110 LB	0	\$45.56	No Bid		No Bid	No Bid	
21	12 x 18 Bright White Laser	28/70 LB	10			\$35.21			No Bid

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22	White Offset	70 LB	1	\$40.47	\$40.72		No Bid	No Bid	
23	8.5 x 11 Kant Kopy K2 Carbonless	20 LB	3	\$135.83			No Bid		
24	CFB Canary	20 LB	4	\$188.03	No Bid		\$186.03	No Bid	
25	CFB Pink	20 LB	3	\$188.03	No Bid		No Bid	No Bid	
26	CFB White	20 LB	5	\$186.04	No Bid		\$122.52	No Bid	
27	CFB Blue	20 LB	5	\$188.03	No Bid		No Bid	No Bid	
28	CB blue	20 LB	3	\$155.10	No Bid		No Bid	No Bid	
29	CB white	20 LB	3	\$153.11	No Bid		No Bid	No Bid	
30	CB pink	20 LB	3	\$155.10	No Bid		No Bid	No Bid	
31	CB canary	20 LB	3	\$155.10	No Bid		No Bid	No Bid	
32	CF canary	20 LB	3	\$111.95	No Bid		No Bid	No Bid	
33	CF pink	20 LB	3	\$111.95	No Bid		No Bid	No Bid	
34	CF blue	20 LB	3	\$111.95	No Bid		No Bid	No Bid	
35	CF Manila Tag	80 LB	3	\$157.72	No Bid		No Bid	No Bid	
36	1 ream letter stationery boxes		3			\$37.00			No Bid
37	2 ream letter stationery boxes		10			\$75.00			No Bid
38	Business card box 6 1/2 x 3 5/8 x 2 1/6		10			\$118.00			No Bid
39	Business card box 3 5/8 x 3 5/8 x 2 1/6		5			\$110.00			No Bid
40	8.5 x 11 2part Digital/Printer Pre-collated Reverse Carbonless	20 LB	4	\$136.99			No Bid		
41	8.5 x 11 4part Digital/Printer Pre-collated Reverse Carbonless	20 LB	30	\$164.70			No Bid		
42	8.5 x 11 5part Digital/Printer Pre-collated Reverse Carbonless	20 LB	10	\$169.34			No Bid		

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43	8.5 x 11 3part Digital/Printer Pre-collated Reverse Carbonless	20 LB	2	\$154.43			No Bid	
44	8.5 x 14 3part Digital/Printer Pre-collated Reverse Carbonless	20 LB	43			\$196.20		No Bid
45	Chipboard		5	\$44.37 (810/ bdl)	\$63.84 (360/ bdl)		No Bid	No Bid
46	8.5 x 14 Chipboard		3			\$63.84 (540/ bdl)		No Bid
47	A2 White Linen Envelopes		2			\$44.80		No Bid
48	Fan Apart Adhesive	Quart	8			\$32.03		\$807.24

				Veritiv Operating Company (Option 1)			Veritiv Operating Company (Option 2)		
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	Description	Weight	Estimated Annual Usage (Cases)	Pricing/case 8.5x11	Pricing/case 11x17	Other Size (list if not specified)	Pricing/case 8.5x11	Pricing/case 11x17	Other Size (list if not specified)
1	White	20 LB	6000	\$26.05	\$29.65		\$30.35	\$33.28	
2	8.5 x 14 White	20 LB	24			\$37.75			\$42.30
3	White 3 Hole	20 LB	20	\$29.95			\$33.30		
4	Blue	20 LB	20	\$43.45	\$45.85		\$45.00	\$47.63	
5	Canary	20 LB	17	\$43.45	\$45.85		\$45.00	\$47.63	
6	Ivory	20 LB	15	\$43.45	\$45.85		\$45.00	\$47.63	
7	Green	20 LB	15	\$43.45	\$45.85		\$45.00	\$47.63	
8	Pink	20 LB	15	\$41.50	\$41.60		\$45.00	\$47.63	
9	Goldenrod	20 LB	0	\$41.50	\$41.60		\$45.00	No Bid	
10	Tan	20 LB	0	\$43.45	\$45.85		\$45.00	No Bid	
11	Orchid	20 LB	10	\$41.50	\$41.60		\$45.00	No Bid	
12	Salmon	20 LB	0	\$43.45	\$41.60		\$45.00	No Bid	
13	Bright White Cover	100 LB	10	\$48.95	\$64.60		No Bid	No Bid	
14	Index White	110 LB	25	\$44.20	\$46.75		\$38.60	\$41.10	
15	Index Blue	110 LB	25	\$44.65	\$47.10		\$42.06	\$42.00	

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16	Index Canary	110 LB	0	\$44.65	\$47.10		\$42.06	\$42.00	
17	Index Cherry	110 LB	0	\$46.75	\$49.25		\$42.06	No Bid	
18	Index Green	110 LB	2	\$44.65	\$47.10		\$42.06	\$42.00	
19	Index Ivory	110 LB	0	\$44.65	\$47.10		\$42.06	\$42.00	
20	Index Salmon	110 LB	0	\$46.75	\$49.25		\$42.06	No Bid	
21	12 x 18 Bright White Laser	28/70 LB	10			\$52.50			\$49.20
22	White Offset	70 LB	1	\$37.15	\$43.25		\$41.00	\$43.30	
23	8.5 x 11 Kant Kopy K2 Carbonless	20 LB	3	\$129.45			\$168.00		
24	CFB Canary	20 LB	4	\$163.75	\$163.75		\$91.25	No Bid	
25	CFB Pink	20 LB	3	\$163.75	\$163.75		\$91.25	No Bid	
26	CFB White	20 LB	5	\$162.15	\$162.10		\$91.25	No Bid	
27	CFB Blue	20 LB	5	\$163.75	No Bid		\$91.25	No Bid	
28	CB blue	20 LB	3	\$135.45	No Bid		\$75.30	No Bid	
29	CB white	20 LB	3	\$133.90	\$133.55		\$75.30	No Bid	
30	CB pink	20 LB	3	\$135.45	No Bid		\$75.30	No Bid	
31	CB canary	20 LB	3	\$135.45	No Bid		\$75.30	No Bid	
32	CF canary	20 LB	3	\$98.00	\$65.45		\$54.50	No Bid	
33	CF pink	20 LB	3	\$98.00	\$65.45		\$54.50	No Bid	
34	CF blue	20 LB	3	\$98.00	No Bid		\$54.50	No Bid	
35	CF Manila Tag	80 LB	3	\$173.20	No Bid		\$104.70	No Bid	
36	1 ream letter stationery boxes		3			\$60.60			No Bid
37	2 ream letter stationery boxes		10			\$69.45			No Bid
38	Business card box 6 1/2 x 3 5/8 x 2 1/6		10			\$75.00			No Bid
39	Business card box 3 5/8 x 3 5/8 x 2 1/6		5			\$75.00			No Bid
40	8.5 x 11 2part Digital/Printer Pre-collated Reverse Carbonless	20 LB	4	\$118.85			\$66.30		

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10	Tan	20 LB	0	\$40.90	\$40.90	
11	Orchid	20 LB	10	\$40.90	\$40.90	
12	Salmon	20 LB	0	\$40.90	\$40.90	
13	Bright White Cover	100 LB	10	\$56.40	\$59.65	
14	Index White	110 LB	25	\$44.18	\$46.60	
15	Index Blue	110 LB	25	\$46.59	\$51.40	
16	Index Canary	110 LB	0	\$46.59	\$51.40	
17	Index Cherry	110 LB	0	\$46.59	\$51.40	
18	Index Green	110 LB	2	\$46.59	\$51.40	
19	Index Ivory	110 LB	0	\$46.59	\$51.40	
20	Index Salmon	110 LB	0	\$46.59	\$51.40	
21	12 x 18 Bright White Laser	28/70 LB	10			\$27.84
22	White Offset	70 LB	1	\$39.18	\$41.64	
23	8.5 x 11 Kant Kopy K2 Carbonless	20 LB	3	\$172.12		
24	CFB Canary	20 LB	4	\$130.35	\$130.35	
25	CFB Pink	20 LB	3	\$130.35	No Bid	
26	CFB White	20 LB	5	\$130.35	\$130.35	
27	CFB Blue	20 LB	5	\$130.35	No Bid	
28	CB blue	20 LB	3	\$107.44	\$107.44	
29	CB white	20 LB	3	\$107.44	\$107.44	
30	CB pink	20 LB	3	\$107.44	No Bid	
31	CB canary	20 LB	3	\$107.44	\$107.44	
32	CF canary	20 LB	3	\$83.98	\$83.98	
33	CF pink	20 LB	3	\$83.98	\$83.98	
34	CF blue	20 LB	3	\$83.98	\$83.98	

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35	CF Manila Tag	80 LB	3	\$123.44	No Bid	
36	1 ream letter stationery boxes		3			\$30.00
37	2 ream letter stationery boxes		10			\$42.15
38	Business card box 6 1/2 x 3 5/8 x 2 1/6		10			\$58.88
39	Business card box 3 5/8 x 3 5/8 x 2 1/6		5			\$55.30
40	8.5 x 11 2part Digital/Printer Pre-collated Reverse Carbonless	20 LB	4	\$95.05		
41	8.5 x 11 4part Digital/Printer Pre-collated Reverse Carbonless	20 LB	30	\$114.41		
42	8.5 x 11 5part Digital/Printer Pre-collated Reverse Carbonless	20 LB	10	\$118.41		
43	8.5 x 11 3part Digital/Printer Pre-collated Reverse Carbonless	20 LB	2	\$107.05		
44	8.5 x 14 3part Digital/Printer Pre-collated Reverse Carbonless	20 LB	43			\$136.24
45	Chipboard		5	\$26.00	\$26.00	
46	8.5 x 14 Chipboard		3			\$26.00
47	A2 White Linen Envelopes		2			\$76.86
48	Fan Apart Adhesive	Quart	8			\$22.37
No Bids		Quill			Staples	
		Central Poly Co			KK Office Solutions	

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On the recommendation of Kimberly Bush, on behalf of various county departments, Jennifer Dombaugh moved to **accept the low overall bids from Timber Creek Paper, Inc. for items 1-39 and 45-48 and Veritiv Operating Company (Option 2) for items 40-44 and establish contract pricing for one (1) year with five (5) one (1) year options to renew.** Talaya Schwartz seconded the motion. The motion passed unanimously.

This contract supplies the paper stock and adhesive that meets the needs of the Print Shop and user departments. The majority of the stock is ordered at the beginning of each year by the Print Shop and stored by the vendor. The county then uses a storage ticket inventory methodology to request stock in smaller quantities for delivery as needed. Paper products are a very volatile commodity, and as such, the county builds language into this contract that will allow escalation in pricing to be reviewed and approved/denied by the Division of Purchasing. If an increase is requested by the vendor, they must provide appropriate documentation from the manufacturer. The contract language also requires the vendor to submit any decreases in pricing that could result in some savings to the county. The county monitors pricing through the quarterly *Pulp and Paper* Index as well.

Last year, the county spent approximately \$177,000.00 on paper stock.

Note-The determination of low overall bid was made by reviewing the items with the highest usage volumes and selecting the vendor(s) with the lowest bids on those items. The county is seeking more flexibility by contracting for both 8.5x11 and 11x17 stock where available.