

BOARD OF BIDS AND CONTRACTS JUNE 29, 2017

**1. 2017 HIGH DENSE SEAL (R175-P) -- PUBLIC WORKS
FUNDING -- R175 PREVENTIVE MX-16+**

(Request sent to 47 vendors)

RFB #17-0066 S/C#8000109794

Engineer's Estimate: \$445,018.85	Andale Construction, Inc.	
Asphalt sealing and pavement marking on selected roads in Sedgwick County, Kansas	\$395,414.70	
Bid Bond	Yes	
No Bids	Dondlinger Construction	Nowak Construction
	Unruh Excavating	Bergkamp Construction
	PPJ Construction, Inc.	Roadsafe Traffic Systems
	Wildcat Construction Co., Inc.	L & M Contractors, Inc.
	Circle C Paving and Construction, LLC	Deltek Systems, Inc.

On the recommendation of Kristen McGovern, on behalf of Public Works, Linda Kizzire moved to **accept the bid from Andale Construction, Inc. in the amount of \$395,414.70.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

Project R175-P is for a High Density Mineral Bond (HDMB). This is a mixture of asphalt emulsion and aggregates applied as a high density roadway surface preservation treatment. Asphalt seals are engineered to preserve the native asphalt binder in roads by protecting it from oxidative damage. Sedgwick County Public Works has utilized various types of roadway seals over the years in its pavement preservation program. Most recently, they have tried two very similar seals: a frictional seal and a high density mineral bond seal.

Both of these seals combine aggregates with an asphalt emulsion. The frictional seal did not provide sufficient protection based on several test sites. The high density mineral bond, on the other hand, has proven successful thus far when used in combination with other types of road projects. This year we are utilizing the HDMB seal in a standalone application as we continue to evaluate its effectiveness and range of use.

This road improvement includes sealing and pavement marking on approximately 5.75 miles of selected county roads.

Note: Andale Construction, Inc. is the only franchisee for this asphalt preservation product in this area.

**2. RENTAL UNIFORM AND MAT PROGRAM -- VARIOUS COUNTY DEPARTMENTS
FUNDING --VARIOUS COUNTY DEPARTMENTS**

(Joint Governmental Purchase - US Communities Contract #50716)

17-2025 Contract

	Cintas Corporation
Uniform Rentals	See Pricing Attached
Mats and Mops	See Pricing Attached

On the recommendation of Kristen McGovern, on behalf of various county departments, Jennifer Dombaugh moved to **utilize the US Communities Contract # 50716 and establish contract pricing through March 31, 2019.** Scott Hadley seconded the motion. The motion passed unanimously.

Cintas Corporation has a structured pickup and drop off program that tracks each individual piece of clothing by scanning each garment when picked up and dropped off. Each item is tracked until it is returned to the county. This will eliminate lost clothing, invoicing issues and delayed replacements to the employee. Each department will receive a printed receipt of all items picked up and returned that must be signed for by county staff.

Currently, Sedgwick County has no way to track any of the items being picked up and returned.

The approximate spend in 2016 was \$52,000.00. The current vendor is Aramark Uniform Services.

Questions and Answers

Thomas Stolz: "Did Aramark put in a bid for this?"

Kristen McGovern: "No, we will utilize the US Communities contract, which has already been competitively bid. This is considered a joint governmental purchase."

Linda Kizzire: "So do we have any idea what savings we are going to have with this other contract?"

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Kristen McGovern: "I can get you the exact numbers. The pricing for the US Communities contract is very close to the existing Aramark pricing. I don't know if there is savings on this contract. We currently do have tracking issues with Aramark. Lost uniforms. The employee said they dropped off five shirts, they get three back. Nobody knows what happened to the other two, which results in a lot of time and effort spent in settling invoices."

Scott Hadley: "Which adds costs to that. Costs to replace lost items. This enhances that with the tracking mechanism."

Kristen McGovern: "That was one of the benefits of going with the Cintas contract. Cintas is the only uniform rental supplier in the area that utilizes tracking. They scan each individual garment when they come to pick it up and leave a receipt so the department will have a written record of what was picked up."

Thomas Stolz: "So historically the county has gone out for bid for this type of service. This is the first time we have actually joined with the US Communities piece of this. Is there a strategy to that that makes sense to go that route? "

Joseph Thomas: "A cooperative program saves time in the bidding and solicitation process. Then you can look at the actual pricing and compare what you currently have. That gives you a quick look at cost value. In this sense we were able to find a solution to a problem that we had, knowing that with the solicitation process we would still probably arrive at this solution because that is the one that has the tracking. So the joint governmental purchasing did all that solicitation through the lead agency and saved us time and money."

US COMMUNITIES

Cintas

Sedgwick County Pricing

5-16-17

-Will receive new Uniforms and Pre-Owned Uniform pricing.

Item #	New Uniforms/Pre-Owned Uniforms Description	Rental Cost Per Item	Replacement Cost Per Item
1	65%/35% Blend Guard Shirt – White	\$.22	\$22
2	65%/35% Blend Industrial Shirts – Light Blue	\$.17	\$18
3	65%/35% Blend Industrial Shirts – Blue (narrow) & Grey (wide) Vertical Strips	\$.17	\$12
4	65%/35% Blend Industrial Shirts – Light Grey	\$.17	\$12
5	65%/35% Blend Industrial Shirts – Dark Grey	\$.17	\$12
6	65%/35% Blend Industrial Shirts – White & Charcoal Vertical Strips	\$.17	\$12
7	65%/35% Blend Regular Dress Shirts – Blue	\$.17	\$12
8	65%/35% Blend Denim Shirts – Navy Blue	\$.17	\$12
9	100% Cotton Shirts – Dark Grey	\$.22	\$13
10	100% Cotton Shirts – Light Grey	\$.22	\$13
11	100% Cotton Shirts – Light Blue	\$.22	\$13
12	100% Polyester Knit Polo w/ front pocket – Navy	\$.25	\$16
13	Blend (Polyester & Cotton) Knit Polo w/ front pocket – Navy (100% POLY)	\$.25	\$16
14	100% Cotton Shirts – Khaki & Navy Striped	\$.22	\$13
15	65%/35% Blend Pleated Women’s Pants – Black	\$.26	\$16
16	65%/35% Blend Pleated Women’s Pants – Navy	\$.26	\$16
17	65%/35% Blend Pleated Men’s Pants – Black	\$.26	\$16
18	65%/35% Blend Pleated Men’s Pants – Navy	\$.26	\$16
19	65%/35% Blend Pleated Pant – Khaki	\$.26	\$16
20	65%/35% Blend Western Cut Industrial Pant - Charcoal	\$.26	\$16
21	100% Cotton Pant – Charcoal	\$.37	\$18
22	100% Cotton Denim Jeans - Blue	\$.33	\$18
23	100% Cotton Carpenter Style Jeans - Blue	\$.33	\$18
24	65%/35% Blend Lightweight Coverall’s Blue	\$.37	\$20
25	Aprons – Knee Length	\$.24	\$6
26	65%/35% Team Jackets – Charcoal	\$.55	\$21
27	65%/35% Team Jackets – Navy	\$.55	\$21
28	65%/35% Ike Jackets - Charcoal	\$.55	\$21
29	65%/35% Ike Jackets - Navy	\$.55	\$21
30	Cloth Name Tag, furnish and attach	\$.35	\$.35
31	Price to sew County Logo Patch (County to provide patch)	\$NC	\$NC
32	Price to create County patches	\$.50	\$.50
33	Embroidery of information on shirts	\$4	\$4
Oversize Pricing (If applicable)			
65%/35% Blend Shirts			
34	2X – Large	\$ SAME	\$ SAME
35	3X – Large	\$ SAME	\$ SAME
36	4X – Large	\$ SAME	\$ SAME
65%/35% Blend Pants			
37	2X – Large	\$ SAME	\$ SAME
38	3X – Large	\$ SAME	\$ SAME

39	4X – Large	\$ SAME	\$ SAME
100% Cotton Shirts			
40	2X – Large	\$ SAME	\$ SAME
41	3X – Large	\$ SAME	\$ SAME
42	4X – Large	\$ SAME	\$ SAME
100% Cotton Pants and Denim			
42	2X – Large	\$ SAME	\$ SAME
43	3X – Large	\$ SAME	\$ SAME
44	4X - Large	\$ SAME	\$ SAME
Other Items			
45	Red Shop Towels 18" x 18"	\$.06	\$.45
46	White Shop Towels 18" x 18"	\$.12	\$.45
47	Replacement costs of shop towels	\$.45	\$.45
48	Bath Towels 32" x 54"	\$.27	\$3
49	Mop Treated 24"	\$.85	\$7
50	Mop Treated 36"	\$.99	\$8
51	Mop Treated 48"	\$1.30	\$9
52	Mop Treated 60"	\$1.42	\$9
53	Mop Tool 24"	\$0	\$5
54	Mop Tool 36"	\$0	\$5
55	Mop Tool 48"	\$0	\$5
56	Mop Tool 60"	\$0	\$5
57	Mop Wet Medium	\$1.52	\$8
58	Mop Wet Tool Medium	\$0	\$5
59	Mop Wet Tool Large	\$0	\$5
60	Entryway Mats 3' x 4'	\$1.75	\$45
61	Entryway Mats 3' x 5'	\$1.75	\$45
62	Entryway Mats 4' x 6'	\$2.05	\$70
63	Entryway Mats 3' x 10'	\$2.95	\$90
64	Anti-Fatigue Mat 2' x 3'	\$2.10	\$50
65	Anti-Fatigue Mat 3' x 5'	\$2.73	\$65
66	Safety Mat 3' x 4'	\$3.25	\$65
67	Safety Mat 3' x 5'	\$3.25	\$65
68	Safety Mat 4' x 6'	\$4.25	\$90
69	Fender Cover	\$.65	\$3
70	Air Freshener Dispensers	\$2.19	\$5

Item #	Other Garments Exclusive to CINTAS – (Not on original proposal)	Rental Cost Per Item	Replacement Cost Per Item
71	Carhartt 5 Pocket Straight Cut Jean	\$.39	\$27
72	Carhartt Carpenter Jean	\$.39	\$27
73	Carhartt Jacket w/ Hood	\$.72	\$42
74	Carhartt Tradesman Work Shirt	\$.27	\$23
75	65%/35% Blend High Image/Wrinkle Free Industrial Workshirt	\$.23	\$17
76	65%/35% Blend Enhanced Visibility Workshirt	\$.55	\$29
77	65%/35% Blend Enhanced Visibility Pant	\$.62	\$25

Item #	Advantage Programs	Rental Cost Per Item	Replacement Cost Per Item
78	Uniform Advantage (UA) – Price added per shirt and pant	\$.05	NA
79	Emblem Advantage (EA) – Price added per shirt (excludes pants)	\$.03	NA
80	Prep Advantage (PA) – Price added per shirt and pant	\$.02	NA

Example - Per pricing above

Employee has 11 sets of shirts and 11 sets of pants (22 total garments) and is wearing 65/35 industrial shirt with standard denim jeans.

Shirts .17x11=\$1.87
Pants .26x11=\$2.86
Combined \$1.87+\$2.86=\$4.73/employee

UA .05x22=\$1.10
EA .03x11=\$.33
PA .02x22=\$.44
Total \$1.10+\$.33+\$.44=\$1.87/employee for all advantage programs

Total/employee in this combination uniform with the Advantage Programs is \$4.73+\$1.87=\$6.60.

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3. HANSEN MOBILE SOFTWARE UPGRADE -- METROPOLITAN AREA BUILDING AND CONSTRUCTION DEPARTMENT (MABCD)

FUNDING -- MABCD

(Single Source)

#17-2016 Contract

	Infor Public Sector
Upgrades for mobile software, includes licensing, implementation, and first year support	\$76,428.00
Estimated travel expenses	\$7,500.00
Annual maintenance and support year 2	\$13,329.36
Annual maintenance and support year 3	\$13,729.24
Annual maintenance and support year 4	\$14,141.12
Annual maintenance and support year 5	\$14,706.76
Total five (5) year cost	\$139,834.48

On the recommendation of Kimberly Bush, on behalf of MABCD, Jennifer Dombaugh moved to **accept the quote from Infor Public Sector for an initial purchase of \$76,428.00, estimated travel expenses of \$7,500.00 and establish contract pricing at the rates listed for maintenance and support for years two (2) through five (5) for an estimated five (5) year cost of \$139,834.48.** Linda Kizzire seconded the motion. The motion passed unanimously.

This is an upgrade to existing software that allows inspectors to utilize the software from remote locations around the county with or without an internet connection. The software upgrade will allow inspectors to access the inspection and code software remotely and also includes functionality to assist in organizing their inspection routes for more efficient day to day operations.

In the past, this functionality was provided by a 3rd party vendor and required integration with Hansen software. This functionality is now offered as an upgrade directly from Infor and no 3rd party integration will be required.

Questions and Answers

Scott Hadley: "Is this the only bid? Did we have anybody else?"

Chris Labrum, MABCD Director: "Yes. When the original mobile app was purchased, it was purchased in conjunction with Hansen from a contractor. That is separately licensed or they subbed that through a third party vendor. Now Infor offers that and we are requesting to purchase that to go with our Hansen contract. It would include upgrades of that program for free as part of the maintenance package."

Thomas Stolz: "There is an Infor backbone to this scheme as it allows efficiency."

Chris Labrum, MABCD Director: "Hansen has been upgraded eight times since we purchased this. Mobile has not been because of that 3rd party piece, so we would be licensed with Infor."

Linda Kizzire: "Is it going to require any new hardware or equipment for your inspectors?"

Chris Labrum, MABCD Director: "No. Merely an application."

**4. MAINTENANCE AND SUPPORT RENEWAL FOR ELECTRONIC PATIENT CARE REPORTING (ePCR) SYSTEM -- EMERGENCY MEDICAL SERVICES
FUNDING -- EMERGENCY MEDICAL SERVICES**

(Hardware/Software Maintenance)

#17-2028 Contract

	HealthEMS
Annual maintenance and support year 1	\$62,892.00
Annual maintenance and support year 2	\$68,670.00
Annual maintenance and support year 3	\$68,670.00
Annual maintenance and support year 4	\$68,670.00
Annual maintenance and support year 5	\$68,670.00
Total five (5) year cost	\$337,572.00

On the recommendation of Joseph Thomas, on behalf of Emergency Medical Services, Linda Kizzire moved to **accept the quote from HealthEMS for a total five (5) year renewal cost of \$337,572.00**. Jennifer Dombaugh seconded the motion passed 3 to 1, Scott Hadley abstained.

Electronic Patient Care Reporting (ePCR) software provides real time reporting technology in each ambulance via the laptops that are installed in each vehicle. This system allows users to report real time patient care information and sends it to hospitals, billing and insurance companies. This software increases productivity, revenue collection, and efficiency.

The current contract with HealthEMS comes to term August 1, 2017 and automatically renews for a three (3) year term unless either party provides 45 days prior written notice by the end of the term. Within the past couple of weeks, other viable solutions for ePCR services have been brought to the attention of EMS, however terminating this contract would not allow enough time to review other products while maintaining regulatory compliance, patient care documentation, and budgetary obligations (see Note section below).

EMS reached out to HealthEMS to negotiate a new contract that does not obligate them for three (3) more years since the terms of that agreement do not allow early termination without substantial financial penalty. HealthEMS agreed to a new five (5) year contract with some distinct advantages over the current three (3) year agreement:

- There is a cost savings for the first year (\$1.00 per record versus \$1.09 per record)
- Years 2-5 will be charged at the current contract price with no increases (\$1.09 per record)
- This agreement can be terminated at any time with a 90 day prior notice without the early termination financial penalty.

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Note: These are some of the reasons that canceling the current agreement and implanting a new solution on such a short timeframe is not feasible. Interfaces with HealthEMS have been developed with the following applications:

- Emergency Communications CAD system
- FirstWatch and FirstPass solutions which monitor operational and clinical metrics
- Tri-Tech billing software (our billing software with COMCARE)
- Kansas Emergency Medical Services Information System (KEMSIS) reporting
- SAP Web Intelligence for reporting

Questions and Answers

Thomas Stolz: “We are at the end of a cycle and this is a new agreement or is this a renewal of the agreement?”

Joseph Thomas: “We were going to have renewal of a three year agreement, so instead of doing that we created a new agreement of five years. So it is terminating the three year roll over agreement and instituting a five year agreement and because they gave some cost incentives for that, but the big one was not having the financial penalty termination clause, because with the new viable options that we have may result in during that five year period making some changes, give them a 90 day notice and not incurring the penalties.”

Thomas Stolz: “So for this process did we nor did we not have competition?”

Scott Hadley: “No, we did not have competition.”

Thomas Stolz: “You are framing this for competition maybe as soon as next year.”

Scott Hadley: “Correct and let me give an example of the early termination to shed some light on why that’s important. Should this contract automatically renew with the three year agreement as it is set to do, we would be tied into that with early termination penalty fees, say a year down the road we use a yearly contract we have 24 months left, what we would owe if we terminated at the end of the year to go to someone else that was competitively bid would be \$84,275 would be penalty to get out of that contract. With this even though it is with a five year term, the first year we are going to save about \$7,000 if we go through a year of what we are currently paying. Last year we paid \$69,000. We are set to pay a little over \$62,000 for the first year of this new contract, plus we can give 90 day notice and walk away without any penalty and go to another competitive bid product if it is advantageous for us to do so.”