SUBJECT: Award of Contract for Nine Crown Victoria Police Interceptor Vehicles (F1010-33)

BACKGROUND
Council approval is requested to award a contract to Sunnyvale Ford Lincoln Mercury in the amount of $204,204 for the purchase of nine police interceptor vehicles, scheduled for replacement in FY 2010/2011.

The requested police patrol vehicles are full-size sedans with V-8 engines and heavy-duty components appropriate for traffic and law enforcement use. Due to technological improvements by the manufacturer, the life expectancy of these units has increased from 70,000 miles in 1995 to greater than 100,000 miles in recent years. The nine vehicles, which are scheduled for replacement during Fiscal Year 2010/2011, have already accrued between 97,000 and 122,000 miles.

DISCUSSION
Bid specifications were prepared by the Fleet Services Division. Purchasing staff issued Invitation for Bids No. F1010-33, which was broadcast to potential suppliers through the City's Onvia DemandStar public procurement network.

Sealed bids were received and publicly opened on November 3, 2010. Three responsive bids were received.

<table>
<thead>
<tr>
<th>Bidder</th>
<th>Total Bid</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sunnyvale Ford of Sunnyvale, CA</td>
<td>$204,204</td>
</tr>
<tr>
<td>San Francisco Ford Lincoln Mercury of San Francisco, CA</td>
<td>$204,595</td>
</tr>
<tr>
<td>Bob Wondries Ford of Alhambra, CA</td>
<td>$208,370</td>
</tr>
</tbody>
</table>

Staff has determined that the vehicles offered by Sunnyvale Ford Lincoln Mercury meets City specifications and recommends that the contract be awarded to that firm as the lowest responsive and responsible bidder. (It should be noted that Sunnyvale Ford is the low bidder without application of the one percent local business preference.) Pricing detail includes extended warranties, however the Fleet Manager has determined that the standard warranty offered is sufficient and therefore the extended warranty is not included in the total contract amount requested.
**FISCAL IMPACT**
Total cost to the City will be $204,204, including sales tax and delivery to the Corporation Yard. Budgeted funds are available in Fleet Equipment Replacement Account 020700.

**PUBLIC CONTACT**
Public contact was made by posting the Council agenda on the City's official-notice bulletin board outside City Hall, at the Sunnyvale Senior Center, Community Center and Department of Public Safety; and by making the agenda and report available at the Sunnyvale Public Library, the Office of the City Clerk and on the City's Web site.

**RECOMMENDATION**
It is recommended that Council award a contract in the amount of $204,204 for nine Crown Victoria police interceptor vehicles, in substantially the same form as the attached draft Purchase Order, to Sunnyvale Ford Lincoln Mercury.

Reviewed by:

Grace K. Leung, Director of Finance  
Prepared by: Pete Gonda, Purchasing Officer

Reviewed by:

Robert Walker  
Assistant City Manager

Approved by:

Gary M. Luebbers  
City Manager

**Attachments**
A. Draft Purchase Order and Pricing Detail
City of Sunnyvale
California

ATTACHMENT A
Draft Purchase Order NO PO003444

ORDERED FROM
00924 - 001
Sunnyvale Ford
650 E El Camino Real
Sunnyvale  CA  94087
(408) 522-0289

ORDER DATE
11/15/2010

BILL TO:
City of Sunnyvale
Finance Department
Accounts Payable
PO Box 3707
Sunnyvale, CA 94088-3707

DELIVERY DATE
02/18/2011

PAYMENT TERMS
N/30

BID NO/RFQ NO

DELIVER TO
General Services/Fleet Maintenance
221 Commercial St
Sunnyvale  CA  94085
Phone: (408) 730-7570

FOB POINT
DEST

FREIGHT CHARGES
Destination, freight included in price

REQ. NO
RQ007144

REQUISITIONER:
TVARGAS

CHARGE/OBJ CODE(S):
020700 5135  $204,203.81

<table>
<thead>
<tr>
<th>ITEM</th>
<th>DESCRIPTION</th>
<th>QTY</th>
<th>UNIT</th>
<th>UNIT COST</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Provide police interceptor vehicles per Invitation For Bids F1010-33 specifications, terms and conditions and bidders response, which are incorporated herein by this reference. Crown Victoria Police Interceptor Vehicles</td>
<td>9.00</td>
<td>EA</td>
<td>$20,760.2400</td>
<td>$186,842.16</td>
</tr>
<tr>
<td>2</td>
<td>Tire Fee</td>
<td>45.00</td>
<td>DLR</td>
<td>$1.7500</td>
<td>$78.75</td>
</tr>
<tr>
<td>3</td>
<td>Sales Tax</td>
<td>17282.90</td>
<td>DLR</td>
<td>$1.0000</td>
<td>$17,282.90</td>
</tr>
</tbody>
</table>

TOTAL   | $204,203.81 |

Continued on Next Page
BUYER:

Cornejo, Perry

PHONE  (408) 730-7572  
FAX  (408) 730-7710
SECTION VI. BID FORM
FOR
NINE (9) CROWN VICTORIA POLICE INTERCEPTOR VEHICLES

The undersigned bidder hereby offers to sell and deliver, as required, nine (9) 2010 or newer model year Crown Victoria Police Interceptor vehicles to the City of Sunnyvale in strict compliance with the specifications, terms and conditions stated herein.

<table>
<thead>
<tr>
<th>Bid Item No.</th>
<th>Description</th>
<th>Qty</th>
<th>Delivered Unit Price</th>
<th>Total Delivered Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Crown Victoria Police Interceptor Vehicles (2010 or newer Model Year)</td>
<td>9 EA</td>
<td>$20,760.24</td>
<td>$186,841.16</td>
</tr>
<tr>
<td>2.</td>
<td>Extended Warranty, 75,000/36 month Zero Deductible</td>
<td>9 EA</td>
<td>$197.00</td>
<td>$1,773.00</td>
</tr>
<tr>
<td>3.</td>
<td>Tire Fee (If Applicable)</td>
<td>45 EA</td>
<td>$1.15</td>
<td>$51.95</td>
</tr>
</tbody>
</table>

Sales Tax (9.25%) $17,282.90
Total Cost $221,933.81

Additional Information Required of Bidder

1. Deliver ___________ weeks ______ calendar days after receipt of order.

2. Method of delivery: Delivered to 321 Commercial St. Sunnyvale, CA 94086

3. The unit price bid shall be guaranteed for a period of ___________ calendar days after the bid opening.

4. Warranty Offered: Factory 3/50 + 5% 5/100 Emission

5. Prompt Payment Terms Offered: NONE

6. If bidder is awarded contract, bidder will extend pricing to other government agencies? Yes __ No __

   If yes, enter number of calendar days bid pricing will be extended to other agencies: 90

7. Business Organization (Check One):
   - [ ] Individual Proprietorship
   - [x] Partnership
   - [ ] Corporation
   - [ ] Other

8. Exceptions to specifications, if any: ________________________________