SUBJECT: Award of Bid No. F1108-12 to Provide Replacement Traffic Signal Equipment and Installation Services at Four (4) City of Sunnyvale Intersections

BACKGROUND
Approval is requested to award a contract to the Amland Corporation of San Jose in the amount of $200,826 to provide replacement traffic signal equipment and installation services at three City intersections. Approval is also requested for a 10% contingency in the amount of $20,083. Equipment and installation for a fourth intersection included in the Invitation for Bids (IFB) is being awarded under the City Manager’s contract award authority, due to low-bid pricing from a different vendor on that particular line item, as more fully explained below.

DISCUSSION
This project will provide for the replacement (provision and installation) of traffic signal equipment damaged as a result of automobile collisions at four separate intersections in the City of Sunnyvale. All work will be done at the following intersections:

- Mathilda and Olive Avenues (southwest corner)
- Java Drive and Geneva Avenue (northeast corner)
- Mathilda and Ahwanee Avenues (southbound median island and southwest corner)
- Caribbean Avenue at Twin Creeks Drive (northwest corner).

Signals at all locations are currently in operation due to temporary repairs and some loaner equipment from the City’s routine traffic signal maintenance provider. The signals need to be restored to the latest Caltrans standards in accordance with Chapter 10.08 of the Sunnyvale Municipal Code.

Bid specifications were prepared by Transportation and Traffic Division and Purchasing staff. Customarily, these types of bids are structured such that contracts can be awarded to a single low bidder for the entire procurement or to multiple low bidders by low-bid line item. The IFB was also structured so that proposing firms could bid on just the equipment/installation portions, or both. This allows the City maximum flexibility to obtain the lowest possible responsive and responsible bids.
This project was bid as follows:

Bid Notice: Direct mailed to the five (5) known bay area traffic signal contractors; Onvia DemandStar public procurement network; and Published on the City’s website

Bid Response: 14 firms requested bid documents
Bid Results: Sealed bids were publicly opened on January 4, 2012; 3 responsive bids were received

The lowest responsive and responsible bid was from the Amland Corporation of San Jose in the aggregate amount of $284,739 to furnish and install the equipment at all four intersections. The Bid Summary is attached. In evaluating the pricing submitted, staff discovered that for the Mathilda Avenue/Olive Avenue intersection the combined equipment/installation cost for Amland Corporation (the aggregate low bidder) was $79,500, while for Columbia Electric (the aggregate second low bidder) the combined cost for the intersection was $68,410. Cost savings of $11,090 could be generated by awarding Mathilda/Olive to Columbia Electric and the other three intersections to Amland Corporation. A separate contract will be issued to Columbia Electric under the City Manager’s award authority.

Staff recommends accepting the bid from the Amland Corporation, the lowest aggregate responsive and responsible bidder for Java/Geneva, Mathilda/Ahwanee and Caribbean/Twin Creeks intersections. Staff also recommends the award of a 10% contingency for this project.

**FISCAL IMPACT**

Project costs are as follows:

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Traffic Signal Equipment</td>
<td>$134,250</td>
</tr>
<tr>
<td>Installation Services</td>
<td>$54,000</td>
</tr>
<tr>
<td>Sales Tax (Equipment)</td>
<td>$11,076</td>
</tr>
<tr>
<td>Delivery Charges</td>
<td>$1,500</td>
</tr>
<tr>
<td>Cost</td>
<td>$200,826</td>
</tr>
<tr>
<td>10% Contingency</td>
<td>$20,083</td>
</tr>
<tr>
<td>Total Cost</td>
<td>$220,909</td>
</tr>
</tbody>
</table>

Budgeted funds are available in Transportation and Traffic Services Operating Program 119.
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:

1. Award a contract, in substantially the same format as the attached draft Purchase Order and in the amount of $200,826 to the Amland Corporation for traffic signal equipment and installation services at Java Drive and Geneva Avenue, Mathilda and Ahwanee Avenues, and Caribbean Avenue at Twin Creeks Drive; and

2. Approve a 10% contingency in the amount of $20,083.

Reviewed by:

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

Reviewed by:

Kent Steffens
Director of Public Works

Approved by:

Gary M. Luebbers
City Manager

Attachments
A. Draft Purchase Order
B. Bid Summary
<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>Replacement traffic signal equipment at the intersection of Java Drive/Geneva Avenue, per specifications.</td>
<td>59580.00</td>
<td>DLR</td>
<td>$1.0000</td>
<td>$59,580.00</td>
</tr>
<tr>
<td>2</td>
<td>Installation services for traffic signal equipment at the intersection of Java Drive/Geneva Avenue, per specifications.</td>
<td>22500.00</td>
<td>DLR</td>
<td>$1.0000</td>
<td>$22,500.00</td>
</tr>
<tr>
<td>3</td>
<td>Replacement traffic signal equipment at the intersection of Mathilda Avenue/Ahwanee Avenue, per specifications.</td>
<td>49870.00</td>
<td>DLR</td>
<td>$1.0000</td>
<td>$49,870.00</td>
</tr>
<tr>
<td>4</td>
<td>Installation services for traffic signal equipment at the intersection of Mathilda Avenue/Ahwanee Avenue, per specifications.</td>
<td>20500.00</td>
<td>DLR</td>
<td>$1.0000</td>
<td>$20,500.00</td>
</tr>
<tr>
<td>ITEM</td>
<td>DESCRIPTION</td>
<td>QTY</td>
<td>UNIT</td>
<td>UNIT COST</td>
<td>TOTAL</td>
</tr>
<tr>
<td>------</td>
<td>------------------------------------------------------------------------------</td>
<td>------</td>
<td>------</td>
<td>-----------</td>
<td>-----------</td>
</tr>
<tr>
<td>5</td>
<td>Replacement traffic signal equipment at the intersection of Caribbean/Twin Creeks, per specifications</td>
<td>24800.00</td>
<td>DLR</td>
<td>$1.0000</td>
<td>$24,800.00</td>
</tr>
<tr>
<td>6</td>
<td>Installation services for traffic signal equipment at the intersection of Caribbean/Twin Creeks, perspecifications</td>
<td>11000.00</td>
<td>DLR</td>
<td>$1.0000</td>
<td>$11,000.00</td>
</tr>
<tr>
<td>7</td>
<td>Estimated freight charges</td>
<td>1500.00</td>
<td>DLR</td>
<td>$1.0000</td>
<td>$1,500.00</td>
</tr>
</tbody>
</table>

Amount does not reflect applicable taxes.

TOTAL $189,750.00

Document Terms:

Invoices must be sent directly to Accounts Payable at the address above and must reference the purchase order number. Failure to comply will result in a delay in payment processing.

**BUYER:**

Gakle, David

PHONE (408) 730-7403       FAX (408) 730-7710
# ATTACHMENT B - BID SUMMARY

**Invitation for Bids No. F1108-12**  
Traffic Signal Equipment and Installation Services  
at Four Intersections

<table>
<thead>
<tr>
<th>Company</th>
<th>Address</th>
<th>Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amland Corp.</td>
<td>3168 Knight Bridge Rd</td>
<td>Kevin Phan</td>
</tr>
<tr>
<td>Columbia Electric</td>
<td>1980 Davis Street</td>
<td>JoAnne Scruggs</td>
</tr>
<tr>
<td>Aegis ITS/Econolite</td>
<td>3400 De La Cruz, #R</td>
<td>John Cane</td>
</tr>
<tr>
<td>San Jose, CA 95132</td>
<td>San Leandro, CA</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Santa Clara, CA 95054</td>
<td></td>
</tr>
</tbody>
</table>

**Pricing**  
A. Mathilda/Olive  
1. Equipment  
  Subtotal      $53,500.00  
  2. Installation Services  
  Subtotal      $26,000.00  
B. Java/Genewa  
1. Equipment  
  Subtotal      $59,580.00  
  2. Installation Services  
  Subtotal      $22,500.00  
C. Mathilda/Ahwanee  
1. Equipment  
  Subtotal      $49,870.00  
  2. Installation Services  
  Subtotal      $20,500.00  
D. Caribbean/Twin Creeks  
1. Equipment  
  Subtotal      $24,800.00  
  2. Installation Services  
  Subtotal      $11,000.00  
E. Installation Subtotal  
  $60,000.00  
F. Equipment Subtotal  
  $187,750.00  
  $186,060.00  
  $173,375.00  
G. Delivery  
  $1,600.00  
  $2,500.00  
  $0.00  
H. Sales Tax  
  $15,489.38  
  $13,550.00  
  $14,303.47  
GRAND TOTAL  
  $284,739.38  
  $317,010.00  
  $379,588.87  
License  
  Class "A", "C-10"  
  Class "A", "C-10"  
  Class "C-10"