



**TO THE HONORABLE MAYOR AND COUNCIL:**

DATE: February 11, 2014

**SUBJECT: AWARD OF CONTRACT TO TESCO CONTROLS INC. TO PROVIDE 31 BATTERY BACKUP SYSTEMS AND 110 24VDC BACKUP BATTERY PACKS FOR SIGNAL CONTROLLERS (GAS TAX FUNDS)**

**Report in Brief**

On June 25, 2013 as a part of the Fiscal Year 2013-14 Budget adoption, the City Council approved the use of Gas Tax funds in the amount of \$300,000 to be used for a Capital Improvement Project (CIP) to replace failed traffic signal batteries. Traffic signal batteries are a critical component when keeping traffic signals operating during power outages.

Tesco Controls provided the City with a quote to supply battery backup equipment for various signalized intersections located throughout Concord. The existing battery backups at these locations have reached the end of their service life, requiring equipment replacement to allow for signal operations as designed. Staff recommends that City Council approve the purchase of the battery backup systems from Tesco Controls Inc. in the amount of \$169,653.05.

**Background**

Every signalized intersection in Concord contains a computer system and electrical equipment which control the signal lights and ancillary functions (such as pedestrian signals). Each system utilizes a series of batteries and an inverter to keep the signals in operation during power outages. The majority of the City's battery backup systems have reached the end of their service life. When these units reach the end of their service life they no longer keep the batteries charged; in many cases the batteries themselves have reached the end of their service life also requiring replacement.

For many years Public Works and Transportation Engineering staff have installed, repaired and maintained traffic signal equipment. Having worked with multiple types of equipment, staff has identified Tesco Controls as a provider of the most reliable and maintainable traffic signal product. Consequently, Public Works and Transportation Engineering have made Tesco Controls equipment the standard for all of the City's signalized intersections. Doing so increases efficiency of the overall system by allowing the City to store a small amount of inventory of replacement parts and requires staff to be knowledgeable and trained on only one system.

**Discussion**

The City's purchasing requirements state that equipment purchases above \$50,000 go through a competitive bid process and obtain Council approval; in those instances when research determines the

**AWARD OF CONTRACT TO TESCO CONTROLS INC. TO PROVIDE 31  
BATTERY BACKUP SYSTEMS FOR SIGNAL CONTROLLERS**

February 11, 2014

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product can only be obtained from a single-source, the non-competitive purchase requires approval by the City Council.

Tesco Controls is the vendor that manufactures and sells the systems which Public Works and Transportation Engineering deem to be the best fit for the City's traffic operation. The Tesco Controls system will allow Public Works staff the flexibility of utilizing the equipment in different configurations as needed to fulfill service needs. Tesco Controls equipment is reliable and maintainable.

The majority of Concord's battery backup systems are already manufactured by Tesco Controls. This CIP will replace units that have reached the end of their service life. The purchase of Tesco units and batteries will allow staff to continue making City equipment standard while ensuring the installation of a reliable and maintainable product.

Staff solicited pricing on other types of battery backup systems to ensure that the Tesco systems were competitively priced. The pricing that staff received for three other comparable systems was higher than the cost of the Tesco system. Staff is confident that not only is the Tesco system reliable, it is also priced at an advantage to other comparable product types.

**Fiscal Impact**

As a part of the Fiscal Year 2013-14 Budget adoption, the City Council approved the use of Gas Tax funds in the amount of \$300,000 to be used for the purchase of these battery backup systems.

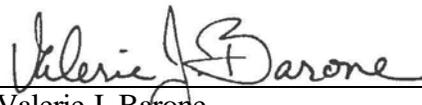
**Public Contact**

Posting of the Agenda.

**Recommendation for Action**

Staff recommends that City Council approve the purchase of 31 battery backup systems and 110 24VDC backup battery packs from Tesco Controls Inc. in the amount of \$169,653.05.

Prepared by: Joe Tagliaboschi  
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Director of Public Works  
[Justin.Ezell@cityofconcord.org](mailto:Justin.Ezell@cityofconcord.org)

Attachment 1: Justification for Procurement Form  
Attachment 2: Tesco quotes #14A059Q03, 14A126Q01

**Justification For Procurement Form****Page 1 of 2****JUSTIFICATION FOR PROCUREMENT FORM**

DATE: January 27, 2014

ATTENTION: Purchasing Department

FROM: Joe Tagliaboschi DEPARTMENT: Public Works

PHONE/FAX: 671-3045 / EMAIL: \_\_\_\_\_

SUBJECT: Justification for Procurement- Non-competitive bids

**Sole Source vs Single Source:**

*Procurement by a noncompetitive bid means a procurement through either a "sole source," when the City solicits an offer from one source, or a "single source," when the City solicits offers from multiple sources but receives only one or the competition is determined inadequate.*

[Sole Source procurement refers to purchases where there's only one supplier that provides the product. Usually these are unique products that you cannot find anywhere but through one supplier/manufacture. Single Source purchasing refers to purchases from one selected supplier, even though there are other suppliers that provide similar products. Usually these are products that may be customized or company selected the single source for specific reasons, i.e. replacement parts, cost, compatibility, quality, etc.]

<\$10,000: *Price Reasonableness*

\$ 10,000 - \$49,999: *Competition-3 Quotes*

≥ \$50,000: *Formal Bid Process (>\$125,000 for public works projects)*

Non-competitive Purchases: *Justification*

**INSTRUCTIONS:**

Please provide the detailed explanation for the justification for the specified purchase with the vendor (provided below) on the following page.

**REQUIRED INFORMATION:**

Requisition #: \_\_\_\_\_

Vendor Name: Tesco Controls Inc

Cost: \$169,653.05

Authorized Department Signature: \_\_\_\_\_

Print Name: Justin Ezell

PO #: \_\_\_\_\_

*(For Purchasing Dept)*

*City of Concord – Purchasing Department*

1950 Parkside Drive, M/S 07 Concord, CA 94519 \* 925-671-3178 / 925-676-2290 Fax

Procurement by noncompetitive bids may be used only when the award of a contract is infeasible under small purchase procedures, sealed bids, or competitive proposals and one of the following circumstances applies: Please check all that applies:

- The item is available only from a single source or is a sole source; The public exigency or emergency for the requirement will not permit a delay resulting from competitive solicitation;
- After solicitation of a number of sources, competition is determined inadequate.
- Utilizing a piggyback contract, cooperative agreement, or similar.
- Other \_\_\_\_\_.

Was the price determined reasonable? Please circle: YES OR NO  
How was the price determined?

- Market survey
- Commercial Pricelists
- Prior purchase for the same or similar items
- Personal expertise /familiarity with COC process
- Other \_\_\_\_\_.

Please provide a brief statement for the following (if applicable):

1. **Description of the requirement;**  
31 TESCO MODEL 22-000BBS with 2000VA Watt Inverter Battery Backup System complete with four (4) with Ambient Temperature Enclosure Alum and Painted Belt El Green and six (6) Painted Todo Santos Blue. Units complete with four (4) 24 Volt Batteries and Full LED & Corbin Lock (46"x20"Wx10"D)
2. **History of prior purchases and their nature (competitive vs. noncompetitive);**  
We have found this equipment to be very reliable and it has become the standard for our new installation throughout the city. This equipment will allow our crews to train on and purchase replacement equipment for one type of component.
3. **Statement as to the unique circumstances that require award by noncompetitive proposals;**  
This is purchased from the manufacturer of the equipment.
4. **Description of the efforts made to find competitive sources, e.g., advertisement in trade journals or local publications, phone calls to local suppliers, issuance of a written solicitation, etc;**  
This is the manufacturer of the equipment
5. **Statement as to efforts that will be taken in the future to promote competition for the requirement;**  
This is now the standard specification for battery backups here in the City of Concord, as such as long that is the case. We will continue to look for methods that will allow us to get the best possible pricing from the manufacturer of the equipment.



8440 FLORIN RD  
 P.O. BOX 299007  
 SACRAMENTO, CA 95829-9007  
 (916) 395-8800 / 403-0013 (FAX)  
 www.tescocontrols.com

◆◆◆ Engineering • Manufacturing • Systems Design • Systems Integration • Service & Support ◆◆◆

DATE: January 17, 2014

TO: CITY OF CONCORD  
 ATTN.: TODD WILSON

JOB NAME: TESCO BBS REPLACEMENT BATTERIES / CITY OF CONCORD  
 BID DATE: NEG.  
 TESCO QUOTE NO: 14A126Q01

We are pleased to quote the following bill of material pertaining to the above-mentioned project.

ITEM	QTY	DESCRIPTION	UNIT
1	110	REPLACEMENT 24VDC BACKUP BATTERY PACKS FOR THE TESCO MODEL 14000XL BBS	

PRICE: \$ 120.00 EACH UNIT

TOTAL PRICE: \$14,388.00 WITH TAX

*The tax rate is based on product shipping to the City of Concord at the 9% rate.*

- EXCEPT WHERE NOTED, TESCO price does not include any sales taxes, use taxes or applicable fees.
- **Quotation Firm for 30 Days Unless Otherwise Stated**
- TESCO price is FOB factory, full freight allowed.
- Terms: Net 30 days on approved credit accounts.  
(Interest will be applied on all past due invoices)

All merchandise sold is subject to lien laws,

If we can be of any further assistance, please contact us.

Sincerely,

Teresa Jobs  
 Estimator/Sales



**TESCO CONTROLS, INC.**  
An Employee-Owned Company

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P.O. BOX 299007  
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DATE: JANUARY 13, 2014

TO: CITY OF CONCORD  
ATTN.: TODD WILSON

JOB NAME: BACKUP BATTERY SYSTEMS / CITY OF CONCORD

BID DATE: NEG.

TESCO QUOTE NO: 14A059Q03

\*\*\*REVISED\*\*\*

We are pleased to quote the following bill of material pertaining to the above-mentioned project.

ITEM	QTY	DESCRIPTION	UNIT
1	25	<u>BACKUP BATTERY SYSTEM:</u> TESCO MODEL 22-000BBS WITH 2000VA WATT INVERTER BATTERY BACKUP SYSTEM WITH AMBIENT TEMPERATURE ENCLOSURE ALUM & PAINTED BEL TEL GREEN COMPLETE WITH FOUR (4) 24 VOLT BATTERIES FULL LED & CORBIN LOCK <u>(46" x 20" W x 10" D)</u>	
			<u>TOTAL PRICE \$4,595.00 EACH</u>
			<u>TOTAL PRICE WITH TAX \$ 125,213.75</u>
2	6	<u>BACKUP BATTERY SYSTEM:</u> TESCO MODEL 22-000BBS WITH 2000VA WATT INVERTER BATTERY BACKUP SYSTEM WITH AMBIENT TEMPERATURE ENCLOSURE ALUM & PAINTED TODOS SANTOS BLUE COMPLETE WITH FOUR (4) 24 VOLT BATTERIES FULL LED & CORBIN LOCK <u>(46" x 20" W x 10" D)</u>	
			<u>TOTAL PRICE \$4,595.00 EACH</u>
			<u>TOTAL PRICE WITH TAX \$ 30,051.30</u>

The tax rate is based on product shipping to the City of Concord at the 9% rate.

**JOB NAME: BACKUP BATTERY SYSTEMS / CITY OF CONCORD**

**BID DATE: NEG.**

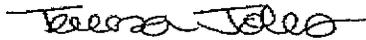
**TESCO QUOTE NO: 14A059Q03**

**\*\*\*REVISED\*\*\***

**TERMS**

- DELIVERY: approximately 4 – 6 weeks after receipt of approved submittals.
- EXCEPT WHERE NOTED, TESCO price does not include any sales taxes, use taxes or applicable fees
- QUOTATION FIRM FOR 30 DAYS UNLESS OTHERWISE STATED.
- TESCO price is FOB factory, full freight allowed.
- TESCO warranties against defect in design workmanship and materials for a period of one year from date of delivery from TESCO.
- Terms: Net 30 days on approved credit accounts.
- Interest will be applied on all past due invoices.
- All merchandise sold is subject to lien laws.

Sincerely,



Teresa Jobs  
Estimator/Sales